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USDA ANIMAL DISEASE TRACEABILITY (ADT)
REGIONAL OUTREACH MEETING, SPRING 2017
"NEXT STEPS" TO ADVANCE TRACEABILITY
TAKEN ON APRIL 11, 2017
IN OKLAHOMA CITY, OKLAHOMA

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**CERTIFIED
TRANSCRIPT**

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A P P E A R A N C E S

Meeting Facilitator:

Jan Grimes, USDA APHIS representative

U.S. Department of Agriculture:

Neil Hammerschmidt, USDA APHIS Veterinary
Services

Dr. Sunny Geiser-Novotny, APHIS and ADT
Assessment

Dr. Becky Brewer, APHIS

Audience members present.

* * * * *

1 MS. GRIMES: Good morning. Go ahead and
2 take our seats and we will begin. There's plenty of
3 seats in the front for anybody that may want to take a
4 seat up front. All right.

5 Good morning. Welcome to Oklahoma City.
6 And this is the first of several public listening
7 sessions that we're going to have around the country on
8 the Animal Disease Traceability framework.

9 Today our goal is to learn from you, the
10 producers, farmers, ranchers, market managers and animal
11 health officials about how the ADT is working at the
12 field level for each of you. We are interested in
13 learning about what has worked well and why and what is
14 still a challenge regarding the system and to get your
15 thoughts about how we might address some of those
16 challenges.

17 Before we get too much further into this
18 I will introduce myself. My name is Jan Grimes and I
19 work with APHIS in the Riverdale, Maryland office, which
20 is based just outside of DC. That's where our
21 headquarters primarily is.

22 I want to go on the record saying
23 officially I am not an animal health person at all. I'm
24 a policy analyst. And my job today is just to simply
25 act as your host through the agenda, keep things moving,

1 and make sure everyone that wants to talk and get heard
2 has the opportunity to do so.

3 But before -- I also want to acknowledge
4 that we do have many animal health officials here in the
5 room that some of you probably know, even from previous
6 public meetings or just from your everyday working. Of
7 particular mention I want to just briefly say Jim Reese
8 is here, who is Oklahoma Secretary and Commissioner of
9 Agriculture. We will be hearing from him in a little
10 bit. We have Ron Hall, who is the state veterinarian
11 for Oklahoma. And we have Becky Brewer, who is the
12 assistant director for Oklahoma and Arkansas Veterinary
13 Services with APHIS.

14 There are plenty of others here, too,
15 some of you will recognize and you may be chatting with
16 them in the hallways or in the small group sessions
17 later. I just want to give them a shoutout, because
18 they recognize how important this issue is to each of
19 you and they have come here today to listen, to learn,
20 and to help you figure out ways we can improve the
21 system.

22 So as a general welcome and thank you to
23 the APHIS and state agricultural officials that are here
24 working behind the scenes to make sure this meeting goes
25 smoothly.

1 A couple of announcements. Today's
2 meeting is being recorded all the way up until our lunch
3 break. And when we go into small groups later on this
4 afternoon those will not be recorded, but when we come
5 back together as a large plenary session we will start
6 recording again.

7 The purpose of this is to be able to do a
8 transcription so that we can use the documents to
9 augment and enhance the notes that we will take at each
10 of these small group sessions and at each of the public
11 meetings we are having, because we are hosting seven
12 around the country.

13 Most of you should have a packet, a
14 folder when you came in to register. There are several
15 things in there that we can go over at any time if you
16 feel like you're missing something. Mildred Bundy or
17 myself, just let us know and we'll figure out a way to
18 get you a copy.

19 But I want to go over the one-page agenda
20 just very quickly. The first part of our agenda today
21 is just to go over with the state and agricultural
22 officials getting everybody on the same page about ADT,
23 reviewing the framework, the basics of it, and how it is
24 applied to cattle and bison. And then we will share
25 what we have accomplished in the past few years, the

1 progress that has been made since the rule became final
2 in 2013. And we want to know what you see as some of
3 the traceability gaps that may still be out there from
4 an animal disease control perspective.

5 The next part of our agenda will involve
6 listening to some of the folks that have come in as
7 panelists to talk about ADT from their perspective in
8 the various industries they represent. These
9 individuals will be sharing their experiences about how
10 ADT impacts their everyday work. And you will have an
11 opportunity to ask questions about how they handle some
12 of the challenges they see with ADT. So it's an
13 opportunity for you to learn from our panelists.

14 The third segment of our meeting today
15 will be an open microphone session and we'll invite you
16 to come up as individuals and go ahead and either ask a
17 question of one of the panelists or one of the other
18 officials that are here and plant some seeds about some
19 of the ways that our afternoon conversations might go in
20 terms of how deeply you want to dive into particular
21 issues or how we want to scope some of those challenge
22 areas out and talk about after lunch.

23 Finally, we'll take a break at lunch.
24 And then we will come back and roll up our sleeves and
25 go ahead and take a deeper dive into some of the issues

1 that you have raised in the morning segment. These are
2 going to be smaller working sessions. We've got two
3 breakout rooms, salon A and salon C, which I will direct
4 you when we get there later, but they are back out this
5 door to the right and around the corner.

6 Each of those small groups is going to
7 have a facilitator that helps guide you through your
8 sessions, and a note taker so we make sure we capture,
9 you know, the gist of what's been shared during the
10 small group meetings.

11 Finally, in the afternoon, probably
12 hopefully around 2:00 or so, we're going to come back
13 together in a large group and we're going to share what
14 you all discussed in more detail in your smaller
15 sessions, smaller group sessions.

16 So that's the plan for the day. Having
17 said that, though, we know how meetings sometimes -- we
18 have to be flexible. So if there is something we need
19 to change up, we have a general game plan, but we're
20 always looking for opportunities to make sure you get to
21 do or say what you want to say. So the agenda is a
22 guide, and hopefully it will go fairly smoothly, but if
23 not we'll make adjustments through the course of the
24 day.

25 So when you all came in you should have

1 gotten a little packet, and in the packet there are
2 several things. There's the short agenda, the one-page
3 agenda, which is just fairly streamlined and talks about
4 what I just mentioned. You also have some PowerPoint
5 slides in there that will be up on the screen that
6 people are going to speak from today. Feel free to take
7 notes on those or whatever, you know, however you would
8 like to use them. If you wish to have additional paper
9 copies of those, we'll figure out a way to get those to
10 you or electronically get them to you if that's helpful.

11 The other thing that's in here is the
12 executive summary of the assessment work that's been
13 done on ADT that Dr. Sunny is going to go through later
14 today. So if, for some reason, you're missing any of
15 those in your packet just stop by, or maybe out at the
16 table if there is still another packet, go ahead and
17 feel free to grab what you think you might be missing.

18 Finally, in terms of hotel accommodations
19 there's coffee and tea in the back for your comfort and
20 refreshment. Also, the restrooms, again, everything
21 seems to be when you walk out this door, swing to the
22 right and there are public restrooms in the hallway, the
23 long hallway that you came in through.

24 We are going to have two scheduled breaks
25 in our day, one in the morning and one in the afternoon.

1 But, of course, take breaks as you need it, if you need
2 to get up and stretch or, you know, use the restroom,
3 that's fine. It's not a problem. Just do what makes
4 you comfortable.

5 And then the final thing I want to
6 mention is that in front of you each place we have put
7 an index card. All the places aren't filled, so if you
8 want more than one index card you can grab them. But
9 the purpose of those is if we do the open microphone
10 session and, for some reason, you might be a little bit
11 shy or don't want to come to the front and use the
12 handheld, you can go ahead and raise your hand and we'll
13 take your index card and, if you prefer, one of us can
14 read it and then have the panelists respond or the other
15 animal health officials. So that's what that's there
16 for. So if you're not comfortable talking in a large
17 group, that's what you can use those for.

18 So we will collect those periodically.
19 If, for some reason, we haven't grabbed yours, as you go
20 out by the registration table you can leave it there.
21 I'm sure that we will have some repetitive questions as
22 we go through the morning. But if for some reason you
23 want to make sure your question gets looked at by one of
24 these agricultural officials so we can look through it,
25 ponder it as we work through this process, make sure you

1 leave that question on an index card. And leave your
2 contact information so if we need to follow up with you
3 on any specific details or handwriting, we can do that.

4 Okay. And any cell phones, please, on
5 silence or vibrate. Any questions right now as we get
6 started?

7 (No response.)

8 MS. GRIMES: Okay. I would like to
9 introduce Jim Reese to come to the front. Jim is the
10 Oklahoma Secretary of Agriculture and Commissioner of
11 Agriculture. From what my intel has given me, he is
12 from a small dairy farm in Darden, Oklahoma, and he
13 still is currently a farmer.

14 He was the state representative in the
15 Oklahoma State Legislature for 12 years. He has been
16 serving as secretary of agriculture since 2011, and I've
17 been told he works tirelessly to promote Oklahoma and
18 promote Oklahoma Agriculture. So for that we thank you.

19 Finally, just last month he was
20 instrumental in mobilizing folks to take care of wild
21 fires that were in the northwest part of the state, so he
22 has been busy. But we are so glad you are here to join
23 us today. Thank you.

24 MR. REESE: Thank you. I just appreciate
25 everything that you all do and I'm only here to welcome

1 you and thank you. Last Friday we went out to welcome
2 one of the caravans of convoys of trucks from Michigan.
3 Thirty-two semis, pickups, trucks from Michigan came to
4 Noels, Oklahoma. Noels is probably, maybe has three
5 houses in it, but that's where the rendezvous point was.
6 They stopped there, aid and gone on.

7 But it's just really amazing -- I don't
8 know what all states are here -- but all of the response
9 and all of the help, you know, that has come to
10 Oklahoma. So I did think I want to talk about some of
11 it.

12 You take Oklahoma and Kansas and Texas
13 fires, just that one complex that was going on March the
14 6th and March the 7th particularly, that's 1.4 million
15 acres. That doesn't count the Hutchison fire, that
16 doesn't count a lot of the Kansas fires or the Colorado
17 fires. It's really three fires, but Oklahoma had three
18 in there.

19 So 1.4 million acres. That's about,
20 estimated, over 7,000 miles of fence that was either
21 destroyed or burned, at least needs repaired. And so of
22 that 1,000 miles of fence won't need to be replaced,
23 some of it only repaired. But \$10,000 a mile, that's
24 \$65 million of fencing, just fencing.

25 You know, you see a lot of hay, a lot of

1 hay is going there, it's still coming, there's big
2 stacks a lot of places. But if you just take the number
3 of acres, the number of cows that those acres fed, it's
4 about 1400 bales a day that's required to replace the
5 grass and the hay that's lost.

6 So, you know, early on Texas said, Don't
7 send any more hay, we've got more hay than we can take.
8 It's still about 1400 bales a day if you're going to
9 replace it. Now, you're not going to have to replace it
10 all. We did get -- Stanley Barby (phonetic) told me
11 that they got five inches of rain in one spot. He said
12 water was standing in sand that they didn't know would
13 hold water.

14 So we did get some really good rains last
15 week. Eventually it will turn green again and really
16 look pretty, but right now it's still pretty bad. And
17 the standing ground, where some of it they won't graze
18 at all this year anyway, whether -- you know, they want
19 the grass re-established and the sand to quit blowing.
20 Better ground that they might be able to graze some of
21 it later in the year.

22 But it was a very severe disaster in all
23 three states. But we're just thankful. Michigan, their
24 one county commissioner was in this tour, and she
25 claims -- I don't know how it would be possible, but she

1 claims western Michigan has sent 600 trucks. Now, it's
2 five weeks. She said she just gets it off Facebook.
3 It's only been five weeks. And that would be hard to
4 get 600 trucks in that period of time because they
5 mostly come on the weekends.

6 Regardless, we have gotten them from all
7 over the United States, so we thank everyone, all the
8 other states that participated. But there is still --
9 there is government programs that will replace some,
10 give some funds for the indemnity, some funds for
11 replacing the fence, but there's still a large sector
12 that won't be replaced. So there's still a lot of
13 fundraising to do to get people back to where they were.

14 But, again, I just wanted to thank you,
15 thank you for what you do. We've had a little bit of a
16 traceability issue that we've dealt with just recently,
17 and I'm sure that they can talk about that, because
18 that's -- it's one of those things that is important and
19 some people don't necessarily want you doing it. So
20 it's something that we have to get better at.

21 We certainly had our share of disasters
22 in Oklahoma and, actually, across the country this past
23 five years. And so thank you all for what you do and
24 enjoy yourself. I hope Oklahoma is great. Oklahoma
25 City is really, really -- how long are you staying?

1 Just one day? Spend the night? It's a great place to
2 spend the night if you go downtown. Even a big Thunder
3 game tonight.

4 AUDIENCE MEMBER: It was last night.

5 MR. REESE: Thank you for coming. Have a
6 good week.

7 MS. GRIMES: Okay. I would like to
8 introduce Dr. Becky Brewer to come up and give some
9 remarks, and then we will have Rod Hall.

10 DR. BREWER: Good morning. I'm going to
11 try not to comment too much, but I think it's really
12 important because we have worked together a long time,
13 the people in this room, with a lot of others in this
14 room. And if you go all the way back to the beginning
15 of this process that we've gone through, it started with
16 Bob Gillman and a group that was USA ID and started
17 working toward we needed to have a little bit better as
18 brucellosis drops off, as our other disease programs
19 that we have been involved with, we aren't as active in
20 those, we don't use those tags as much anymore.

21 How are we going to be able to keep our
22 industry viable and why is it important? You all know
23 better than anybody what export percentages are for our
24 industry, for the cattle industry. And it can go
25 anywhere from 30, 35 percent, sometimes a little lower.

1 It just depends. But it's a vital piece.

2 Let me ask you this. If we didn't have
3 trade tomorrow, if we couldn't export beef, beef
4 products and cattle, if we couldn't export those how
5 could we put that 30 percent of product back into the
6 domestic market? It would crash the domestic market.
7 It is important for us to have international trade. It
8 is important for the vitality of our industry, of all of
9 your interests. It's important that we play on that
10 international stage.

11 So I don't use acronyms. I'm very bad
12 with acronyms, so I get them confused. I'm going to
13 call this traceability. We know it's animal disease
14 traceability. A lot of us have been involved in it from
15 the beginning. There's a lot of people in here,
16 including myself and Neil and company, who were on that
17 big committee that actually wrote the rule.

18 But this isn't about policy today. It
19 can't be about policy. It's about how we move forward,
20 how we protect ourselves. USDA has traceability, not
21 the rule, but traceability as one of its top ten, i.e.,
22 move forward with and to continue.

23 And it's the only one of our priorities
24 at the Veterinary Services that is included in the USDA
25 top ten priorities. So why is that? And it's because

1 we just saw, with high path AI, one of our vital
2 industries brought to its knees, literally brought to
3 its knees. A lot of people in this room spent a lot of
4 their lives out there trying to make that industry --
5 turn that around so that industry could build itself
6 back up to being whole. How is that going to affect us
7 in the cattle business?

8 I heard, um, Mr. Reese mention Kansas,
9 Texas, Oklahoma. Every one of you are very aware, very
10 few people are, but we all are, if you draw that big
11 oval between southwest Kansas, all of our panhandle and
12 all of the Texas panhandle, there is more cattle there
13 than any other place on the face of the earth, no place
14 else. And so it is vital to us and to our ability to
15 move our states forward.

16 So why does that matter? It matters
17 because the public is getting farther and farther away
18 from knowing where their food comes from, because we are
19 a growing population, we are a shrinking rural community
20 in the U.S. On the east coast they have already started
21 designating lands as being you can't develop here. This
22 is going to be agriculture and it's going to be
23 agriculture in perpetuity; when we got to think that our
24 great spans of land will stay that way, but they won't
25 if we don't protect them.

1 So we're here today to hear what you have
2 to say. It's not a NAIS listening session. We've been
3 through that. We're past that. At this point we have a
4 rule and it's workable. How do we go forward? Where do
5 we go from here? You know, we wrote it, we talked about
6 next steps being feeder cattle.

7 That may not be the case because we wrote
8 so many exceptions into it. And the "we" was ecumenical
9 we. It was industry, it was state, it was tribe, it was
10 federal. We wrote so many of those exceptions. Are
11 there exceptions or gaps we need to talk about? That's
12 where we want to hear from you all. Where do we need to
13 go? How do we move forward?

14 How do you we get to where we -- talking
15 to China, is China trade important to us? Remember that
16 35 percent? We don't want to dump that back into the
17 domestic market. It is important.

18 (Inaudible) -- review in Columbia state
19 veterinarian. We go to the countries that we're going
20 to import product from and we scrutinize their plight of
21 sanitary equality to us, equivalent to us in the U.S.

22 They do the same. They look at us and
23 say, you know -- China goes, Okay. We're happy with
24 what you've done with PSE. We're going to lift those
25 restrictions. We're not too happy about your

1 traceability. Show us that you can tell me where that
2 product came from and that you can then guarantee the
3 purity of that product.

4 So that's why we're all here. And we are
5 not here to talk. I'm going to sit down. I know there
6 is a lot of you in here that don't believe that I'm not
7 going to talk anymore. Don't laugh. Because we need to
8 hear from you. So we are going to kind of prompt you
9 and move you forward and take notes, but we want this to
10 be a very positive experience for all of us.

11 And I very much appreciate that you are
12 here, we all do. So with that, I am really going to sit
13 down and be quiet. I promise. So we will move forward
14 and there will be plenty of time to talk. Thank you for
15 coming. You are vital to our industry and you are the
16 leaders in our industry in our state. Thank you.

17 (Applause.)

18 MR. HALL: I'd just like to echo
19 Secretary Reese's comments to welcome you all to
20 Oklahoma City. We are proud to be able to host this
21 first meeting of the series. As the state veterinarian
22 of Oklahoma the mission statement of my division is to
23 protect the herd and flock of Oklahoma and to help
24 promote our animal industry. And sometimes those things
25 don't actually meet very well or merge very well.

1 We have to quarantine herds sometimes,
2 sometimes even depopulate herds. But at the same time
3 we want to try to help our producers be as successful as
4 possible. And I think that is kind of where
5 traceability comes in. You all are aware of the
6 veterinary feed directive rule.

7 My goal is to try to help our
8 veterinarians in the state and our producers in the
9 state understand things like that. So I spend a lot of
10 time working on that, sending out messages, I've done
11 several meetings. And I've always tied the BFD thing
12 into traceability any time I go to a meeting because I
13 think they fit together very well. I think, as
14 Dr. Brewer mentioned, our international trading partners
15 and consumers that we want to sell our products to, they
16 want to know they are buying safe products.

17 And one way we can do that is to prove to
18 them that we are feeding less and less antibiotics.
19 They don't want antibiotics in their food, so we have to
20 prove to them that we are producing this food in a safe
21 manner.

22 And then the other side of that is
23 traceability. They want to know if there is a problem
24 we can trace that problem back to where it started and
25 get it stopped, whether it be a foodborne problem or

1 whether it be an animal disease problem.

2 We work really hard here in Oklahoma
3 recording all the ID that we can, and I think we do a
4 good job. I'm really proud of what we do with the stamp
5 that we have and in the budget crisis that we're -- that
6 we've been in for the last several years. We need to be
7 better. I'll be the first one to admit that. And we
8 continually get traces that we have to trace out for
9 brucellosis, even though we don't believe we have
10 brucella abortus in cattle anymore.

11 We continue to get traces from slaughter
12 sampling that the tiers (phonetic) are high enough that
13 we have to check those out, and in some cases we have to
14 test herds of cattle to prove that it's not brucellosis.
15 It turns out it's the brucella suis problem in feral
16 swine and that's overlapping into cattle. We get
17 suspect TB traces from time to time. And for the most
18 part, we can find those cattle, but not always.

19 We had a case several years ago that a
20 group of cattle that was slaughtered in Texas and now
21 had TB, and we had cattle that had gone to that
22 slaughter plant from Oklahoma and Texas both. And the
23 records from the slaughter plant were not good enough
24 that we couldn't even tell which state supplied the cow
25 that actually had the TB. So Texas and Oklahoma both

1 had to test a lot of cattle just to prove that it didn't
2 come from our state. And bottom line was we never did
3 find where that cow came from.

4 So this is an issue. We need to do
5 better. I've got thoughts on what our traceability
6 program should be like. I'm not going to share them
7 right now. I don't think this is the place.

8 But I am happy that we're here working on
9 this. I think we've got a good start. I think we need
10 to decide where we're going to go in the future. Again,
11 just welcome.

12 MS. GRIMES: Okay. So next up our APHIS
13 folks are going to come forward, Neil Hammerschmidt, who
14 is our ADT manager, is going to talk about the basic
15 principles as a refresher, and then Sunny Novotny is
16 going to come forward. And we're going to take
17 questions after they both have finished their respective
18 parts in that. So if you have got questions, jot them
19 down on your index card and we'll go from there.

20 MR. HAMMERSCHMIDT: Thank you very much,
21 Jan. And welcome to everybody. Great to see you all
22 here. I appreciate it very much, we all do. So I'm
23 certainly looking forward to the discussions later on.

24 But first I thought it would be good to
25 take a quick overview, review of the framework, code of

1 federal regulation on traceability for livestock in our
2 state. And very important, the assessment report that
3 Sunny will give on what we've been successful with and
4 maybe some shortfalls of the current framework.

5 ADT principles when we first started was,
6 of course, to build upon the infrastructure that we had
7 put together in our animal disease program. We wanted
8 to see more emphasis on traceability put back at the
9 state level, which has been very successful. We're
10 certainly always looking at effective, practical
11 solutions, certainly from a cost perspective as well.

12 And when we designed ADT we intentionally
13 said let's make it a basic system, maybe not a grandiose
14 system that other countries might have, but let's work
15 at the foundation level and make sure what we put
16 together works well for you all first of all, for our
17 animal health officials, practical, so forth, realizing
18 that as we make a solid foundation there is opportunity
19 to build upon that foundation to make progress moving
20 forward.

21 The rule was published in January of 2013
22 and became effective that March. It's an
23 acknowledgement that the rule does not apply for animals
24 that do cross the state line if they are moved within
25 tribal land, even though it's across the state line.

1 They have their own traceability system. And animals
2 that move to custom slaughter where the individual for
3 their own beef consumption, those animals are not
4 covered in the regulation. Those were primarily put
5 into place by, for example, to accommodate some poultry
6 concerns, poultry people that have their own food
7 products, and we weren't really concerned about that
8 aspect of the production.

9 General requirements, I always look at it
10 in two categories. Official identification and movement
11 documentation. I think it's important that we look at
12 those separately, because certain classes of animals are
13 covered differently in those two regards.

14 First, official identification. We do
15 define it by species. We certainly recognize that what
16 works for cattle, bison, probably not working for
17 equine, for example.

18 I think it's a great thing we did. We
19 put in place that a tag official in Kansas, it's
20 official in New York. So all means of official
21 identification must be accepted across the entire
22 country, that no one state can require a specific method
23 of identification. While in Michigan, within the state
24 requires RID tag, they can not require that for cattle
25 moving into the state. Their rule applies for those

1 animals once they are in Michigan, for example.

2 So the specific requirements of official
3 ID of cattle and bison, official ear tag is probably the
4 primary option that's used. Also, when agreed to by the
5 ship-from and ship-to state, registered brands are
6 acceptable, tattoos and other methods might be accepted
7 by breed registry. And an option that is not practiced
8 really in cattle is group/lot identification, but it is
9 established when it's applicable. Tags, of course, are
10 tamper evident imprinted with the U.S. shield and, of
11 course, official number.

12 I know before we established these
13 guidelines we had a lot of confusion, a lot of questions
14 on what tags are official. Basically, today if that tag
15 is applied after 2015, March 2015, and doesn't have a
16 U.S. shield and one of these two numbering systems, it's
17 not an official tag. So I think that's helped clarify,
18 both for veterinarians and yourselves, what tags are
19 recognized as official, because certainly there are
20 other comments -- (Inaudible.)

21 Official ID is needed for cattle that
22 move interstate. Bison -- which is sexually intact
23 cattle and bison of 18 months of age or over, all female
24 dairy cattle and all dairy males born after March of
25 2013, and, of course, cattle and bison of any age used

1 for rodeo, recreation events, shows, and exhibitions.

2 So, basically, our beef feeder cattle under 18 months of
3 age are the subject that's not covered for official
4 identification.

5 Some exemptions that we established, the
6 first one is a little appropriate, but, basically, if
7 your farm or ranch is such that you move cattle to
8 another part of your premises and you do get your -- you
9 cross over a state line, but come back into the original
10 state where your property or premises is located, that's
11 not required official -- to be officially identified.

12 Tagging sites, quite a few of the markets
13 are tagging sites that are eligible to receive animals
14 that move across the state line that are not identified
15 officially until they are loaded, of course working
16 those cattle at that location.

17 And then we recognize directly to a
18 slaughtering establishment with no more than one
19 approved livestock facility and then to recognize
20 slaughter establishments. Those are the major
21 exemptions for official identification.

22 Real quickly, for reference to the ICVI
23 or movement documentation, all cattle are required to
24 have ICVI to move interstate, with exceptions. And
25 those are moved directly to the slaughter through one

1 market with ownership statement, directly to an approved
2 livestock facility with an ownership statement, to a vet
3 clinic for a medical exam -- (Inaudible)

4 And then we have the option that if
5 traceability is adequately achieved or other
6 documentation is achieved or has agreed upon by the
7 shipping and receiving state and use a different method
8 or different form for movement documentation.

9 Then this framework, the regulation
10 itself, we did find requirements and specifications of
11 an ICVI, which was not previously fined. So we have
12 more clout, if you will, to ask the accredited
13 veterinarians to go out and require information on the
14 ICVI. While it's not intended to be a movement
15 documentation itself or correlation, the ICVI to move
16 from and to really helps to build the need for movement
17 documents to a great degree.

18 According to the official identification
19 numbers, big concern in many cases, they are not
20 recorded or not -- do not need to be recorded on the
21 ICVI documentation when they are being moved to
22 slaughter, steers or spayed heifers, and sexually intact
23 bison or beef cattle under 18 months of age.

24 So example, steers, while the animals are
25 required to be officially identified moved interstate,

1 even though various steers, if you will --
2 (Inaudible) -- we don't require the identification of
3 those numbers or recording of those ID numbers on
4 movement document, realizing that that's another
5 challenge in itself.

6 And then we have supplemental requirement
7 that we get -- the FSIS requirement to help strengthen
8 our ability to make sure that all official
9 identification is collected and cross referenced to the
10 carcass and timely processing at the slaughter houses.

11 In your handouts, those details and more
12 detailed, if you need more reference. But that's a
13 quick overview, refresher of the framework for the
14 regulation itself. Sunny is going to provide some
15 insight on the progress we've made through the framework
16 that is established, as well as maybe identify some
17 shortfalls that we have seen -- (Inaudible)

18 MS. NOVOTNY: Thank you, Neil. Good
19 morning, everybody, and thank you for coming today. We
20 appreciate your participation.

21 As Neil mentioned, I'm going to go over
22 some things we looked at in our assessment. In 2013
23 when the rule was finalized APHIS indicated that we
24 would conduct an assessment to evaluate how part A6
25 helps us with our disease traceability efforts. So this

1 assessment was undertaken to see how we are doing. And
2 I will go through a couple of the factors that we looked
3 at in forming the assessment.

4 One including what we call traceability
5 performance measures. We have done those since the
6 beginning of the early publication of the rules. We've
7 got a couple of years under our belt now conducting
8 those measures.

9 Actual traces. So a couple of people
10 have mentioned tuberculosis traced from farms. We will
11 go through some data related to those, and then also
12 some feedback that we've received from not only the
13 industry, but our state and animal health officials as
14 well.

15 So ADT from the beginning was set up as a
16 performance based program. There was a 2010
17 state/federal working group that established measures to
18 basically be able to document the progress and identify
19 any gaps that exist in states' tracing capabilities.
20 And the primary focus of those trace performance
21 measures are what Neil talked about. So the two primary
22 is official identification and movement documentation.

23 And what we look to do with those is to
24 basically document progress, but then also identify any
25 gaps within the states' traceability systems, and then

1 how can we figure out ways to improve and fill in those
2 gaps that exist within those systems.

3 So in order to do that there's two key
4 factors that are measured when conducting the trace
5 performance measures. One is the elapsed time that it
6 takes to answer four questions, or four activities under
7 the trace performance measures and those are: One, in
8 what state was an imported animal officially identified.
9 So if you have an animal that moved into the state from
10 another state. And these are specific to those 840
11 tags, those 15-digit tags, so it's basically the
12 distribution systems of those tags. So not like new
13 tags where you look at it and say this animal moved here
14 from Nebraska or from another state. You actually have
15 to go into the system and see where that tag was
16 distributed to.

17 And then number 2, conversely, for
18 Oklahoma, where in your state was an animal officially
19 identified. So this test, the state animal health
20 official distribution records to accredit that to a
21 livestock market for that official identification.

22 Three, from what state was the animal
23 shipped. So you might be able to look up and see that
24 that animal was tagged with an 840 tag in a different
25 state; or you know it was tagged in a different state,

1 but maybe it didn't move into Oklahoma from that state.
2 It might have been shipped, you know, to another state
3 and moved -- and subsequently moved into your state from
4 an additional state.

5 And then 4, what location in your state
6 was an exported animal shipped. And so that would be
7 any movement documentation that exists for that animal
8 out of Oklahoma. So a livestock market -- we would
9 actually look to get back to the consigner and say that
10 that animal shipped, then, from that livestock market.

11 And so for all of these we not only look
12 at the elapsed time, but how often are we successful.
13 We actually find information and identify where that
14 animal was tagged or shipped from. So you can imagine,
15 when those are the two factors that we look at, the key
16 to successful or being successful is being able to find
17 accurate and complete information quickly.

18 And so this is one of our favorite
19 slides. On the left-hand side, that is one year of
20 import and export CVIs for the state of Colorado. And
21 so when you consider that you have to find that one
22 animal you're looking for, that's what they used to have
23 to do to find that CVI for that individual animal's ID.
24 You're looking for one animal number on a CVI.

25 So anything we can go do to move to an

1 electronic record system -- you know, you're typing one
2 number, or however many numbers into a database and
3 getting that information and where they are tagged or
4 what state might have more information that you can
5 call, that helps us be more successful.

6 So if one state has -- we have seen the
7 most benefit since the rule was published is we have
8 moved more from this paper based system to more
9 electronic record keeping systems, and that's been a
10 huge benefit.

11 So the traceability performance measures
12 that I mentioned, we started right when the rule was
13 published. I set national baseline numbers for those
14 four activities that we talked about, and those were
15 records from 2012 to -- records that were chosen from
16 before traceability was put into place.

17 The first year comparison was records
18 from 2012 to 2014 that was used to complete those
19 activities. And then the second year comparison was
20 2013 through 2015 records. And so we have compiled
21 records after each year comparison that have been done
22 to the national baseline.

23 And what we have seen is a significant
24 improvement in not only the hours, but the elapsed time
25 it takes to find that information, but also the percent

1 successfully completed. So the next slide I will show
2 you the comparison and numbers for those years. I
3 apologize. It's kind of a busy slide, so we will walk
4 through it.

5 So if you look at the first column you
6 will see there is the actual baseline figures; second
7 column, first comparison; and the third column, second
8 comparison. We are actually meeting -- the third
9 comparison year, we're just waiting to review those and
10 tally those so we will have additional information soon.

11 But if you look in the first part of that
12 column is percent successful, and then we have the
13 elapsed time. And so the national baseline we actually
14 didn't have enough records or traces conducted for the
15 first year to have a baseline for the national baseline.
16 But we've got a first and second year comparison.

17 And if you look at percent successful, 87
18 percent successfully found. So you look for the number,
19 you found it within the database to say where that was
20 distributed to. Not bad, but not fabulous either when
21 you are looking for a diseased animal. Time to
22 completion, 39 hours. Also not too bad.

23 But when you look at the second year
24 comparison, 97 percent. So huge increase in the percent
25 successful, and also a substantial reduction in the time

1 taken to find those records. And that, again, was what
2 state was an imported animal identified in.

3 So for the second activity, where in your
4 state was the animal officially identified, we started
5 out with a national baseline of 69 percent for
6 successful completed. So pretty pitiful, not too great.
7 88 hours to determine that. So that's, again, the
8 distribution records for, you know, where did that tag
9 get shipped to? Did it go to an accredited vet, maybe
10 an animal which has been tagged by a livestock marketer
11 or producer themselves. So quite a long time just to
12 figure that piece out.

13 AUDIENCE MEMBER: Is that man hours or
14 actual clock time?

15 MS. NOVOTNY: That is -- we have caveats
16 for weekends that we didn't work on it. A lot of these
17 exercises, so take a tag number and see if you can find
18 that information, so that's man hours.

19 AUDIENCE MEMBER: Okay.

20 MS. NOVOTNY: Yeah. That's actual
21 elapsed time taking into consideration if you didn't
22 spend nights and that sort of thing working on it.

23 So for the first year comparison, just
24 improving those distribution records, you know, pay more
25 attention to them and making sure they are complete, we

1 had an increase to 88 percent successfully completed and
2 a decrease in hours to 35 hours. So substantial
3 improvement in the first year. Maintained the percent
4 successfully completed in the second year, and decreased
5 our time even further. So a substantial improvement in
6 that regard.

7 For the third, so which state did an
8 animal ship from, 58 percent successfully completed, so
9 not very good. 138 hours. Sometimes it's getting worse
10 with documentation. First year comparison, 84 percent
11 and a reduction to 42 hours.

12 So just by making those records more
13 available and paying attention to the record keeping
14 system and distribution, we've already made substantial
15 improvement. Maintain that, a little bit of increase in
16 percent successful in the second year and a further
17 reduction to 32 hours, for a elapsed time in the second
18 comparison.

19 And then finally, what location in your
20 state did an exported animal ship from. 76 percent
21 successfully completed in the national baseline, 264
22 hours. Improvement to 88 percent successful in the
23 first, down to 46 hours. That's huge. And then up to
24 91 percent successful in the second year comparison and
25 down to 41 hours.

1 AUDIENCE MEMBER: So back to that
2 question.

3 MS. NOVOTNY: Sure.

4 AUDIENCE MEMBER: You're tracking when
5 you're giving it to them and the hour they report it
6 out?

7 MS. NOVOTNY: Yes.

8 AUDIENCE MEMBER: So it's clock hours,
9 not man hours. In other words, if you've got ten people
10 working on that trace --

11 MS. NOVOTNY: That's true.

12 AUDIENCE MEMBER: -- we're not saying --

13 MS. NOVOTNY: Yeah. It's the total time
14 spent looking for the information, but there could be
15 multiple people working on it.

16 AUDIENCE MEMBER: So, Sunny, clock hours
17 minus evenings, weekends when it wasn't being actively
18 worked on? Okay?

19 MS. NOVOTNY: I know it's a little bit to
20 think through.

21 AUDIENCE MEMBER: So the hours, like
22 weekends or at night when you weren't working on it --

23 MS. NOVOTNY: Those are subtracted from
24 here.

25 AUDIENCE MEMBER: Okay.

1 MS. NOVOTNY: Yeah. Those aren't
2 included.

3 MR. HAMMERSCHMIDT: Work day is 24 hours.

4 MS. NOVOTNY: What did you say?

5 MR. HAMMERSCHMIDT: Work day is 24 hours.

6 MS. NOVOTNY: One work day is 24 hours.

7 Now we'll move on to actual traces. So
8 this table represents both adult and fed cattle cases
9 that confirmed with bovine tuberculosis that were
10 detected at slaughter. And so for this assessment
11 parameter we took records from 2010 through the end of
12 fiscal year '16, which is the end of September of last
13 year.

14 So what we had here is we had 38 total
15 cases of confirmed cases of TB in adult fed cattle.
16 They were 20 cases in fed cattle and 18 confirmed in
17 adult cows. And if you look -- I'm sorry. I'm turning
18 my back to you, but I just want to be able to point it
19 out.

20 So if we look at the top, that indicates
21 to you in that column which ones had identification and
22 if we were able to successfully trace them. So if you
23 look at the top you've got successful trace, traced
24 indirectly. Basically, what that means is that animal
25 was linked to an animal that was successfully traced.

1 So in many cases they had really good records where they
2 had official ID or even unofficial ID, but we found them
3 from another animal that was tagged at the same time.

4 And then the last column are the ones we
5 were unable to trace. Then in the first column you'll
6 see the type of identification they have. So at the top
7 we start with unofficial identification, no
8 identification, and then official identification. And
9 so we had 24 animals that presented with some type of
10 identification, 12 which had official ID, 14 that
11 presented with no identification.

12 Out of those 38 cases, 26 animals were
13 able to be successfully traced, including ones without
14 official ID, but that was because of pretty good records
15 at the slaughter plant. All 12 of the animals with
16 official ID were able to be traced successfully. And so
17 when we did an analysis on that it is statistically
18 significant the animals with official ID are able to be
19 traced successfully. So that shows that ADT has really
20 helped in terms of our slaughter tracing capabilities.

21 And I do have a little bit of
22 information. I apologize. I don't have it up on a
23 slide. We did break it out to adults and feeders and
24 what was required to have official ID and what wasn't.
25 They are small numbers when you look at the adults. So

1 prior to ADT only two out of 12 adults had official ID.
2 After ADT, three out of six did.

3 For feeders, not required to have
4 official ID for beef feeders, two had -- there were two
5 prior to the rule. None of them had official ID or were
6 required to. There were 18 after the rule, 18 cases
7 after the rule. Seven out of eleven had ID. Six cases
8 were in beef feeders. They didn't have to have ID. And
9 12 were Holsteins, two of which needed ID, didn't have
10 it, so those were non-compliant cases. Three out of
11 five were exempt.

12 So under the rule with the flexibility,
13 three of those cases could have been found if they had
14 had official ID, but they were exempt because of the way
15 they moved to slaughter. And then there were seven with
16 ID, but only one of those was required to have ID under
17 those rules. So we got lucky with the other six just
18 happened to have official ID.

19 So I know that's a lot of information.
20 But, basically, what it's showing is that official ID or
21 any form of ID is statistically significant in helping
22 us trace.

23 So how are we doing? So if you look at
24 ADT --

25 AUDIENCE MEMBER: (Inaudible)

1 MS. NOVOTNY: No. We excluded them. Did
2 you say Mexican?

3 AUDIENCE MEMBER: Yeah.

4 MS. NOVOTNY: We excluded imported
5 animals.

6 AUDIENCE MEMBER: (Inaudible)

7 MS. NOVOTNY: That hadn't been
8 co-mingled? It would depend on the case and their
9 movement. I could go back through the individual cases,
10 but I don't have that information off the top of my
11 head.

12 So the ADT program, if you look at it --
13 (Inaudible) -- official ID for covered livestock,
14 movement identification for covered livestock moving
15 interstate. We have been really successful in increase
16 in distribution records and availability of those
17 records and movement documentation since the publication
18 of the rule. But I think from what we've seen, we may
19 be very flexible.

20 A lot of -- (Inaudible) -- and so there
21 is still significant gaps that exist that hinder our
22 tracing capabilities. So we're doing okay, but we think
23 it still needs improvement.

24 So based on the feedback that we have
25 gotten from state animal health officials and industry

1 debate we came up with a list of what we think are some
2 of the more significant challenges in the current
3 framework. The first one being that official ID
4 requirement is limited to interstate movement.

5 And so if you consider that an animal can
6 be sold, go through a market multiple times before ever
7 moving interstate and then, you know, having a
8 requirement for official ID, there's a lot of potential
9 for disease to spread before we'd ever see that animal
10 or have a record of that animal. And in a lot of cases
11 records don't exist or they are so spotty it's really
12 hard to piece the movements together until you get that
13 official identification, that movement documentation for
14 interstate movement.

15 And I think one of the things we always
16 get -- have a challenge with is how do you trace a black
17 animal with no ID. You get to a market and there's a
18 lot of animals and you are trying to figure out which
19 one of a lot with no ID.

20 And as Neil was going over the parameters
21 of the rule, and I'm sure most of you have experience
22 with them from your daily business and from having read
23 it and trying to understand the requirements, it's
24 confusing. You know, if A then B, trying to go back and
25 forth with all the exemptions. I think that's something

1 that we've repeatedly heard is that, you know, this
2 animal going direct to slaughter, is it this age, does
3 it need class, does it need ID, does it not need ID. An
4 interstate movement document, ICVI or other shipper
5 statement, does the ID need to be listed on there.

6 So that flexibility that's, you know,
7 been beneficial in some ways also creates a lot of
8 confusion. And that creates confusion for us, too, when
9 it comes to monitoring compliance, because how do we
10 know if the records don't exist? So if I see an animal,
11 but I don't have official ID and I don't have a movement
12 document, how do I know she moved interstate? So it
13 makes it challenging for us as well.

14 Reliance on low-cost technology. No one
15 will debate that these tags have been a tremendous asset
16 to us over time, but I think everyone, too, would agree
17 that they are a hindrance trying to move at the speed of
18 commerce and maintain traceability. So I can appreciate
19 this now that I have to wear reading glasses for a lot
20 of things. Trying to read that tag when it's been beat
21 up over time, it's filthy, and do it quickly and record
22 it on an ICVI is challenging.

23 We also, if you can see the bottom part
24 of this slide, that's an ICVI. And I accredited that to
25 the vet for taking the time to write all those IDs down.

1 But my gosh. I mean, I don't envy him. Do you think
2 that's legible? You're looking for the one ID you need.
3 And imagine if there were multiple pages. That's not
4 the only copy of an ICVI.

5 So I can appreciate that it's really
6 difficult for them to do it at the speed of commerce.
7 And if you consider doing it fast you may transpose
8 numbers, so maybe that ID was written down wrong. And
9 we'll see that in our trace performance measure
10 exercises or actual trade. We're like, "This tag hasn't
11 even been distributed yet." And then you realize there
12 was an issue recording that tag number.

13 Exclusion of beef feeder cattle in the
14 official ID requirement. So I think -- (Inaudible) --
15 and this is the big thing. That is what we're going to
16 move to next. Most of us will agree this is probably
17 not the most significant issue that we face, the
18 previous two are more substantial gaps in the current
19 framework that feeder cattle are.

20 However, if you consider that 20 out of
21 the 38 TB cases since 2010 have been in feeder cattle,
22 we can't say that they are immune from getting these
23 diseases and that the risk isn't there. And so it's
24 important to consider that they are not isolated from
25 contracting these diseases.

1 And trade implications for that as well.
2 You know, whether it's China or some other country,
3 there is some of our trading partners that export a
4 greater amount of their beef products. They have full
5 traceability. They can get back to the birth herd.
6 They can show the movement documentation all across the
7 way. And we see more and more that that's what our
8 trading partners are asking for.

9 Which some of the other countries down
10 the line, we know that there is AMS programs that work
11 very successfully. They are -- (Inaudible) -- programs
12 that exporters can utilize to meet the requirements.
13 But more and more these same partners are asking for our
14 traceability capabilities, not just that one animal they
15 want to know about. It's our national herd. So that's
16 becoming more and more.

17 Neil mentioned briefly that requirements
18 at slaughter. That's another big component of
19 successful traceability. And so, again, FSIS has a
20 requirement for function of all identification at
21 slaughter and correlation of that identification to that
22 through final disposition. We have reiterated that
23 language in the ADT rule, but we do find it's
24 inconsistently applied.

25 There is a number of reasons, just like

1 we have for doing things in a completed time. Slowing
2 that plant down, they don't appreciate that. So if
3 there's a bunch of tags on an animal, which one do you
4 want me to collect? I can get one at the speed of
5 commerce. Do you want me to get the back tag, the
6 official, unofficial? Which one? You have to pick one.

7 Some of them can't reach the back tags.
8 So if they are exempt, if they are moving direct to
9 slaughter they won't have a back tag. Based on the
10 location, you can't actually reach it to collect it.

11 We also have procedural issues at the
12 plant. So that means how they store the tags, who
13 retrieves the tags, whether there is a tuberculosis
14 procedure or other issue, how those are submitted. So
15 there is procedural issues at some of the plants that we
16 have issues with.

17 Then turnover of the plant personnel and
18 FSIS personnel and lack of education. New guy came on
19 last week. He's never heard of this. He doesn't know
20 why it's important, so it's really not important to him
21 to make sure it's appropriately examining the right
22 carcass. So those are issues we have to address as
23 well.

24 So as part of our continuation for
25 outreach and trying to determine how we're doing, how

1 the industry thinks we're doing and gathering that
2 feedback, we have started to have conference calls with
3 our state animal health officials and also our federal
4 personnel in the field to say: How is it working for
5 you guys, where do you think the gaps are and what's
6 working really well?

7 We also charge that at the local level
8 we can't have 50 meetings. We can't fund it. It would
9 kill Neil and I. And so we charged our people with go
10 out and talk to everybody that you can possibly get
11 ahold of. They can write their conversations down for
12 you, you can have a conversation and then you write it
13 down. But just gather that feedback from all factors of
14 the industry to see how things are working.

15 So you might get tagged from your local
16 personnel again, and then these regional state working
17 meetings. So a chance to bring people together to kind
18 of talk about it and work through, maybe, some of the
19 solutions to our issues.

20 We also convened a state and federal
21 working group. So we had our first meeting a couple of
22 weeks ago now. And we have asked them to either
23 participate in the regional meetings as they are able,
24 or list it to the transcriptions to kind of be able to
25 summarize all the feedback that we are getting over time

1 and what a path forward might be. So we'll be working
2 on gathering all these thoughts and getting them in a
3 neatly packaged summary for us that we'll review at a
4 national ADT forum this fall.

5 And so that brings us to our meeting
6 today. And I know you've heard it already, so I will
7 just be brief. But our goals for today is basically to
8 find out how we're doing. We really want to hear from
9 you guys. So I hope you will be vocal, what's working
10 well, what's not working well, how the gaps that you
11 think exist and how we can potentially revise those to
12 fill in some of the holes in some of the current
13 framework.

14 So thanks for bearing with me. If you
15 all have any questions we're happy to answer them at
16 this time.

17 MS. GRIMES: Questions?

18 MR. HAMMERSCHMIDT: Comments?

19 MS. GRIMES: Okay. So why don't we take
20 a five-second, kind of, stretch break and I'm going to
21 invite the panelists to come forward.

22 (A break was had.)

23 MS. GRIMES: So have a really nice
24 opportunity today to invite people who are in the
25 industry working hard to share some of their

1 experiences, their challenges, their successes and
2 any -- maybe some interesting stories in particular
3 about ADT. So I just wanted to briefly have you all
4 mention your name and then just kind of wave, and then
5 we will go ahead and start the panel.

6 But from the beef industry we have Jess
7 Kane, and he's from Bartlesville, Oklahoma. We have
8 Eric Van der Laan, who is with the Van der Laan Dairy
9 and Sunshine Dairy in Frederick, Oklahoma. Tim Starks,
10 who is with the Cherokee Sales Company in Cherokee,
11 Oklahoma. And Alicia, I'm just going to say
12 Southerland, who is the Oklahoma traceability lead
13 veterinarian. And I'm missing -- oh, Tim. I'm sorry,
14 accredited vet, Tim Lowry, who is from Weatherford,
15 Oklahoma.

16 So you guys, we can start, if you would,
17 with Jess, just kind of sharing some of your incites and
18 experiences with, you know, ADT and how it's working in
19 your real world. Thank you.

20 MR. KANE: Well, good morning. I have
21 some prepared remarks, so I hope it's okay if I read a
22 little bit.

23 My name is Jess Kane. I'm a cattle
24 producer from Bartlesville, Oklahoma. I'm currently
25 serving as the northeast district vice president of the

1 Oklahoma Cattleman's Association. I'm an active member
2 of the National Cattleman's Beef Association. I will be
3 making comments today on behalf of the Oklahoma
4 Cattleman's Association and the NCBA, as well as my
5 family's ranching enterprise.

6 I grew up in that enterprise that's
7 headquartered near Bartlesville. The operating is
8 primarily cow/calf and rural crop farming operation.
9 It's still run by my father and uncle. My brother and I
10 realized that we needed to start our own operation at
11 some point if we ever have any chance of calling the
12 shots, so my brother, Richard, and I started our own
13 operation when I returned home from college in 2009.

14 That operation is primarily a stocker
15 operation where we background yearlings and grow them on
16 native grass. We operate leased and owned ranches in
17 Washington, Nowata and Rogers Counties in Oklahoma, as
18 well as in Kiowa County, Kansas, and Greensburg. With
19 our partner, Ethan Treadwell from Frederick, Oklahoma,
20 we pasture cattle on wheat and grass in Tillman,
21 Comanche County in Southwestern Oklahoma, as well as in
22 the Flint Hills of Kansas. We occasionally feed cattle
23 in Nebraska and Western Kansas.

24 In procuring feeder cattle for our
25 operations we regularly purchase cattle in the states of

1 Florida, Alabama, Arkansas, Missouri, Texas, Kansas, as
2 well as native cattle here in Oklahoma. Our business is
3 profoundly affected by the USDA's animal disease
4 traceability rules, as does the business of thousands of
5 stocker operators like us who take advantage of this
6 state's abundant forage resources.

7 The Oklahoma Cattlemen's Association
8 supports the Animal Disease Traceability program that is
9 chiefly administered by the states under authority
10 delegated to them by the USDA. OCA has been and will
11 continue to work with the Oklahoma Department of
12 Agriculture, Food and Forestry to that end. We
13 appreciate the great working relationship that we have
14 with ODAFF animal health officials such as Oklahoma
15 state veterinarian Dr. Rod Hall and his staff.

16 The OCA and NCBA support the state
17 administered animal disease traceability program because
18 no one is more concerned about the health and wellbeing
19 of cattle than our ranchers. However, the OCA has
20 specific concerns about the ADT program, which our
21 members believe should be addressed to ensure that the
22 program is both efficient and effective.

23 Those concerns include, first and
24 foremost, it should be recognized that the purpose of
25 the ADT program should be animal disease surveillance,

1 control and eradication. All information and data
2 collected should be relevant to that purpose and should
3 be used only in connection with that purpose. Many
4 cattlemen are skeptical that the animal plant health
5 inspection service is the agency with the expertise to
6 help the beef industry market its product. That's why
7 we believe that this program should be a disease
8 surveillance program.

9 The program must recognize the added
10 costs to cattle ranchers and must work to achieve
11 affordable implementation. The program must recognize
12 the speed of commerce and not adversely affect the
13 marketability of feeder cattle. The program must be
14 implemented with firm and unwavering commitment to
15 information confidentiality.

16 Cattle ranchers' information should be
17 strongly protected from disclosure. In addition to
18 confidentiality, cattle ranchers should be shielded from
19 liability for the acts or omissions of others occurring
20 after cattle have left their control, if and when the
21 USDA considers the implementation of phase 2 of the ADT
22 program, which would include cattle less than 18 months
23 of age.

24 As exemplified by my own operation
25 Oklahoma enjoys a rich tradition as a destination for

1 imported feeder cattle. Cattle who are brought here to
2 take advantage of this state's abundant forage
3 resources, including native grasses and planted forages
4 such as wheat. These resources make Oklahoma a
5 destination for millions of young cattle each year.

6 In light of these unique and valuable
7 resources the Oklahoma Cattlemen's Association makes the
8 following suggestions and comments. USDA should
9 consider performing a thorough cost benefit analysis
10 before including feeder cattle into the current ADT
11 program. If and when USDA decides to move forward with
12 an ADT rulemaking, USDA should facilitate a separate
13 rulemaking process specifically for feeder cattle.

14 Nationally, more than 26 million feeder
15 cattle are moved through the U.S. beef system annually.
16 With that scope in mind, any new rule for including
17 these cattle in an ADT program should consider the
18 potential for slowing the speed of commerce, adversely
19 affecting the marketability of many feeder cattle. This
20 issue is of particular concern given the recent
21 volatility in the feeder markets.

22 It should also consider how the cost of
23 compliance will be divided among industry participants
24 and how the increased amount of data brought into the
25 system will be managed and by whom.

1 Finally, there is much discussion about
2 the use of newer technologies for identification in our
3 industry, such as radiofrequency ear tags or RFID. As
4 this technology continues to improve their inclusion
5 into the ADT program could represent challenges and will
6 necessitate well thought out and detailed implementation
7 plans, as well as adequate implementation periods.

8 The OCA and NCBA encourage USDA to follow
9 contemplative and collaborative approach with
10 stakeholders as plans are being discussed to expand the
11 current ADT framework for cattle and bison. All
12 significant gaps in the current ADT system must be
13 identified and the functions of the ADT system
14 strengthened and made more efficient by USDA APHIS and
15 the states and tribes prior to introduction of more than
16 26 million cattle into the system.

17 I apologize for the prepared read
18 remarks. Be happy to answer any questions based on
19 them. But those are my perspectives as a stocker
20 operator here in Oklahoma.

21 MR. VAN der LAAN: Morning everyone.
22 I'm Eric Van der Laan from Frederick, Oklahoma. As
23 stated, my family owns two dairy operations in
24 Frederick. We currently milk around 4500 cows, which is
25 about six loads of milk every day.

1 Some of our experiences with the
2 identification program and ADT is on a regular basis we
3 do sell dairy bulls and dairy steers under ten days of
4 age across state lines. That was something that we had
5 to start implementing with the new directive three years
6 ago following all those rules. And we didn't see as
7 much of a problem for that, but as more of an
8 opportunity on our cow side to increase our better
9 record keeping.

10 We do have concerns with the program, as
11 Jess was saying, especially with costs and ease of
12 commerce in getting those cattle moved across state
13 lines, because raising dairy bulls and dairy steers is
14 not what we do, and moving them along is something
15 that's fairly important to us. Another area that we do
16 use it in is we do sell replacement heifers and we use
17 the ADT program as well to sell those across state lines
18 into Texas.

19 So if there is any questions, I don't
20 have very many prepared statements, but I'm more than
21 willing to answer them.

22 MS. SOUTHERLAND: So I have a little bit
23 of a different perspective that I would like to bring
24 this morning. So my main job at the Department of
25 Agriculture is animal disease traceability coordination

1 as well as animal emergency coordination. So those two
2 really, sort of, come hand in hand. So I want to talk
3 more about the disease traceability portion of that.

4 So, for me, a susceptible trace, as we
5 have kind of already heard from Neil and Sunny this
6 morning, is an animal that we can trace back either to
7 the herd of origin or tell exactly where that animal is
8 identified and be able to follow its movements.

9 I've only been with the Department for
10 about three-and-a-half years now, and prior to that my
11 background was primarily small animal. So, yeah, I'm a
12 dog vet. Now I'm doing cattle stuff.

13 But I've been shocked as far as of how
14 cattle move in the state. It's really impressive to see
15 how that one cow has gone through several markets and it
16 hasn't even left the state. And so right now one of the
17 biggest exceptions we have, and I think is a challenge
18 for me to be able to trace that animal, is not having,
19 you know, any document requirements for that animal to
20 move around the state, and so that's coming into play
21 currently right now as we do have a disease trace of
22 concern.

23 And these particular animals have been
24 moving around the state, legally of course, but it's
25 been a challenge to trace them because there is no

1 movement documents to really figure out where these
2 animals have went. I'm not saying that if we had that
3 requirement it would have been easier. It's just it's
4 created some serious challenges for us in the
5 disease trace.

6 Some successes that we have had, you
7 know, our markets here in Oklahoma, we do have a lot,
8 but they are excellent as far as recording official
9 identification. So we get those at our office and that
10 is what we import into our main animal database. So if
11 that animal went to a market I can find it and we can
12 follow up with that market and figure out who bought her
13 or who sold her. It's just that if it didn't go through
14 a market it becomes more of a challenge to find that
15 animal.

16 Some other things that we've been sort of
17 trying to help propel is electronic documentation. So
18 that would include our ICVIs, trying to get our
19 accredited veterinarians on board with issuing those.
20 Again, with electronic documentation it actually does
21 upload it into our animal database system, and so it
22 just helps us with timelier searches. Because if that
23 animal was issued or placed on some type of electronic
24 documentation I can search for it and be able to find it
25 very quickly, versus -- you know, we saw that picture

1 that Sunny showed earlier of all those boxes of papers.
2 We still have that too. You know, Colorado is not
3 unique. But if it's electronic I don't have it sitting
4 in a box that I have to go through.

5 I was lucky enough, it's been, I guess,
6 two years now that, Oklahoma was involved with a pilot
7 project for ultra high frequency technology just to
8 prove, sort of, feasibility, whether or not it was
9 anything of interest. And, again, coming from a small
10 animal background I was really impressed with the
11 technology. It does need to be worked on. But I feel
12 like it worked really well in situations that would be
13 the most feasible for it.

14 So it was really great to see animals
15 that had been tagged with an ultra high frequency
16 identification being just pushed down the lane, you
17 know, at whatever speed they wanted to go -- and, of
18 course, they had just been worked, so they were hauling
19 down that lane -- and being able to capture 100 percent
20 every single tag. Again, we didn't handle those
21 animals. All we had done is, as they were being
22 processed, they got tagged with the ultra high tag, ran
23 through the lane and captured every single one of them.

24 So, you know, that technology is there
25 and so it's something to be looking forward to. But,

1 again, we have to have the infrastructure in place and
2 have to have the systems in place for it to be
3 successful.

4 MR. LOWRY: I'm down here on the end of
5 the table with a group of people and I'm a veterinarian,
6 serve as a veterinarian practicing out in the field. I
7 have extensive work with the major cattle market here in
8 Oklahoma City, so we handle a lot of cattle.

9 Traceability wise we have the data at the
10 table to trace the cattle very well because of our
11 system program, and particularly cows. Feeders are a
12 whole different deal. But we're talking about cows.
13 We've got the ability to trace them fairly well back to
14 an ownership, where they came from, and where consigned
15 into the market. And so I'm not worried about that
16 side.

17 The feeder side of it is a whole
18 different ball game, as he alluded to, because there is
19 no ID in most of those cattle. We get a load of calves
20 that says, you know, 105 feeder steers. They might say
21 they are black. They might say they're -- you know, a
22 brand on them or they have got yellow tags or whatever,
23 but there is very little traceability in those cattle.

24 If you go back about 20 years, every calf
25 that left an Oklahoma market, every heifer calf that

1 left an Oklahoma market was vaccinated. That gave us
2 great ID, a great ID. And then probably 15, 20 years
3 ago that rule was pulled because of the disease of
4 brucellosis being about eradicated, and so that left a
5 hole in the traceability aspect of it. I like the slide
6 that she put up with the TB traces where we had 100
7 percent of the TB positive cows that were officially
8 IDed were traced back. That's the goal.

9 As a practicing veterinarian and a
10 producer as well, I have a cow heard of my own as well,
11 our family farm operation, and it's important to us to
12 be able to produce a good product. We're not worried so
13 much about who is in our back pocket and who is noticing
14 what's going on, but we're more worried about producing
15 a good product and a product that's wholesome and safe.

16 And I think it's important that we look
17 at the export market. Talk about 30 percent of what we
18 produce is exported. Well, they are not buying
19 hamburger and they are not buying low-end cuts. They
20 are buying high-end cuts. There is a lot of value
21 there.

22 So if we can keep our export people happy
23 and the people that are importing our product into their
24 country, boy, that's more money in our back pocket, so I
25 think that's really important for us to have a part of

1 that as well.

2 I will take questions as well.

3 MR. STARKS: Okay. I'm Tim Starks. I
4 own and operate a livestock market in Cherokee,
5 Oklahoma. And I will just give you a little bit of my
6 background so you can see, kind of, where my personal
7 perspective comes from.

8 I was raised on a farm. We handle a lot
9 of stocker cattle personally. I'm a graduate
10 veterinarian from Oklahoma State University, so my
11 introduction into livestock marketing business was I was
12 a veterinarian at the livestock market for six years,
13 and then I purchased the market and I've been the
14 owner/operator of it for 19 years. So I've seen the
15 trials and tribulations of both sides of it.

16 I also do -- have a fairly decent size
17 order buying business, and so I buy cattle from multiple
18 states on a daily basis. And so I'm moving cattle
19 interstate, you know, 24 hours a day, seven days a week,
20 essentially. And so the traceability and movement of
21 these animals is something I make my living off of. And
22 so it is very near and dear to my heart.

23 But today I'm here representing the
24 Livestock Marketing Association and our member markets
25 as far as our perspective on the traceability system or

1 ADT and its purpose and how it's working. And I guess
2 the first point, and OCA made that point already, but
3 this program in its initial launch was designed and
4 intended to be a disease traceability program, not a
5 program to enhance our export markets and so forth. And
6 as an association we still feel like that should be the
7 task at hand. That's what it's supposed to be used for.

8 When we start talking about the potential
9 for including feeder cattle into a program in the
10 future, we also firmly believe that we've got a lot of
11 work to do yet to perfect our ability to trace the adult
12 cattle. And with the diseases that we're trying to
13 protect our herd from, we firmly believe that it is the
14 adult population that is the high risk population that
15 this program should key in on first.

16 And a couple of the panelists earlier
17 alluded to the fact that whenever we have had some
18 traceability problems, and even the slide that was shown
19 earlier today showing that those identified adults that
20 go through livestock markets where we have the ability
21 to police this system and know that it's being done,
22 were very successful.

23 We're able to provide the information in
24 a matter -- I was a little confused on the hours
25 involved in some of this traceability, because as market

1 owners we sit around and talk about, you know, whenever
2 an animal health official calls and asks us to provide
3 some of this information we know, as far as for our
4 part, for us to go back and pull a cow and find records
5 and say this is who sold her, this is who bought her,
6 we're able to do that within a few minutes and at a very
7 high success rate. So we know that part of the system
8 has been very effective and is working.

9 You know, maybe we're touting our own
10 business a little bit in this next comment, but the
11 truth is whenever animals that don't trade through
12 markets, but go through country trades or all that,
13 there's no way to police that, there's nobody out there
14 to ensure that those records are being created, that
15 they are being stored, that they are available. And,
16 obviously, that a major fault in the current
17 traceability system and it's something that would need
18 to be addressed for the system to go forward.

19 As far as our involvement in the program,
20 you know, currently we're charged with gathering,
21 storing and being able to disseminate the information on
22 these adults with the help of our auction, auction
23 market veterinarians, and we're happy to do that.

24 But with that we know that we're a vital
25 part of the traceability program going forward and we're

1 just happy to be at the table to get to discuss this as
2 we move forward.

3 I guess, questions for anybody?

4 MS. GRIMES: So, you know, are there
5 questions specifically for the panelists here before we
6 kind of transition to a break and then open microphone
7 portion of the meeting, or thoughts?

8 AUDIENCE MEMBER: So I agree with the
9 comments about the key focus of ADT being disease
10 traceability. But help me understand why there's not a
11 bridge between disease traceability and an access to
12 foreign markets when recently the Chinese have said
13 that's a key component for U.S. beef to get into more
14 markets. And I'm assuming that some of our other
15 international customers would say the same. So I'm just
16 trying to understand that relationship.

17 MS. GRIMES: So let me ask, are you
18 directing that to the two gentleman --

19 AUDIENCE MEMBER: (Inaudible)

20 MS. GRIMES: -- or anybody? Okay.

21 MR. KANE: Excellent question. I
22 believe, and I think most of the members of the Oklahoma
23 Cattlemen's Association will agree that the beef
24 industry should be responsible for marketing its
25 products. And if those incentives, those requirements

1 are out there for our customers, we should be the ones
2 who determine how that demand is met. The Animal Plant
3 Health Inspection Service is excellent at inspecting
4 animals in plants for health. That's what they do.
5 That is the task at hand.

6 But the idea that the animal plant health
7 inspection service should be involved in telling the
8 beef industry how best to market its product seems like
9 a bit of a non-sector. We don't believe that that
10 agency's expertise and that that avenue should be left
11 open for the beef industry.

12 AUDIENCE MEMBER: Well, I agree with the
13 statement. I think there are other agencies within the
14 USDA, and maybe even the STR and others, that would get
15 involved in the rest of that. So we're more on the same
16 page than not.

17 MR. KANE: And that's the nature of a
18 rulemaking. Those issues will be sorted out in the
19 rulemaking process if it's done correctly. But that
20 would be one of our major concerns is that this program
21 is designed to deal with animal health issues. If
22 that's what it does then the OCA is supportive of it,
23 because nobody is more concerned about animal health
24 than the people who own those animals. But if the
25 justification for the rulemaking is going to be not

1 animal health, but some kind of marketing, we have some
2 concern that maybe this is not the proper agency to be
3 making those decisions.

4 DR. HEALEY: If I may, there is no intent
5 to become a marketing agency with APHIS as far as what
6 we're talking about in traceability. So the idea is
7 not -- and I have heard it twice, I think, up here -- is
8 that APHIS is not a marketing agency. We totally and
9 fully agree. There is another arm that is a marketing
10 agency within the USDA, so that's not our role.

11 However, when China or any other country
12 comes to this country and starts looking, they go to the
13 regulatory agency, which is APHIS, to ask what is your
14 traceability system, because those others don't
15 necessarily have a traceability system. We are
16 marketing or attempting to market utilizing some market
17 driven systems out there today, and so hopefully those
18 will be accepted. We are hopeful they will be accepted,
19 but that doesn't open the market up to everyone. In
20 other words, it's pay to play or get into the system.

21 So the function of this meeting is not to
22 talk about reaching into new markets. It's not to talk
23 about marketing. It's to talk about traceability, how
24 to enhance traceability, how to address the gaps that
25 we're seeing here.

1 As you saw up there, our timelines are
2 coming down for some of those, but there is still some
3 major gaps. And as Dr. Hall pointed out, there's
4 challenges today of trying to track down animals and
5 locate animals.

6 We've got a herd in South Dakota that's
7 shipped cattle all over the country, and trying to track
8 down those animals is going to be an impossible task. I
9 will be square with you. We'll never find all the
10 animals that we're trying to trace. So our goal today
11 is to talk to you about how can we do a better job with
12 traceability.

13 If there is a side benefit that gets us
14 into another market because somebody comes along and
15 says, "You have a great traceability system," and we can
16 increase our marketing, that's a benefit, but that's not
17 the function of the discussion or function of
18 traceability. Okay? Thanks.

19 MS. GOODE: Chelsea Goode with L&A.

20 Alicia, I have a question for you from a
21 state regulator perspective, or maybe USDA would want to
22 weigh in on this as well.

23 How do you ensure that the current
24 requirements for adult animals be identified moving
25 across state lines are consistently applied when those

1 adult animals are not moving through a livestock market
2 or a concentration point?

3 MS. SOUTHERLAND: So when they are not
4 moving through a livestock market, the second piece to
5 what we have to do is we monitor the ICVI. So we
6 monitor the movement documents and make sure that
7 official identification is being placed, that a ICVI was
8 issued. We follow up with the accredited veterinarian
9 that would have issued that document. So there is other
10 monitoring pieces that we do in our office to ensure
11 that ADT is being met. When we find issues then we
12 follow up, typically with the accredited veterinarian
13 first, and then secondly with the producer.

14 MS. GOODE: What if there isn't a health
15 certificate, like an undocumented movement?

16 MS. SOUTHERLAND: Right. So then that
17 just -- it becomes more of an investigation to try to
18 determine where that animal came from. And that is an
19 issue. There are animals that move every day without
20 proper identification, without proper documentation.

21 And, you know, we just, unfortunately,
22 don't have the manpower to sit at the border and police
23 that. So we have to rely on our producers and our
24 veterinarians to educate each other. You know, a big
25 piece of what I do is education as well, just to let

1 them know that there are requirements and that, you
2 know, we have to hope that, unfortunately, that they
3 will do the right thing and do it correctly.

4 MS. GRIMES: Anyone else for the
5 panelists?

6 AUDIENCE MEMBER: I've got a comment.
7 Burke was talking about -- (Inaudible) -- I'm just
8 curious on the China deal.

9 MS. GRIMES: Yeah, if you could --

10 (A microphone was provided.)

11 AUDIENCE MEMBER: I'm just curious on the
12 China deal, because until Trump talked to them a couple
13 of days ago, I haven't heard anybody really talk about
14 China, I guess when mad cow knocked us out of there in
15 '03, the cow that stole Christmas or whatever, which
16 really wasn't our cow anyway.

17 But when China comes to USDA or the
18 regulatory agency, what's the numbers that you all give
19 to them that -- comparing us to other countries.
20 Because I have heard other countries have got
21 traceability and that kind of stuff. So where do we
22 line up with, We can trace back 99.5 percent and we
23 don't really have tags on all of our cattle? What
24 numbers are you all giving them, I guess, would be my
25 question?

1 MS. NOVOTNY: In my experience with the
2 delegation it wasn't a matter of numbers. It was a
3 matter of: Where is it in your regulation that you
4 require -- (Inaudible) -- and then movements across the
5 border regulated for slaughter and tags for slaughter.

6 And every conversation in talking about
7 how successful we are including -- (Inaudible) --
8 because they still want to talk about that all the time,
9 led back to where is it in your regulation, so very
10 specific. And they -- we had that information that it
11 sounded like they are going to require less or they will
12 be okay with a voluntary program.

13 But it's also very fickle, changes with
14 the wind. And so they might come back tomorrow -- when
15 they came over they said voluntary program is fine, we
16 just wanted, you know -- (Inaudible) -- herd and, you
17 know, requirement for movement and slaughter and we're
18 fine with that, and then change their tune anyway. So
19 it's just a matter of -- (Inaudible)

20 AUDIENCE MEMBER: So mad cattle in cases
21 has nothing to do with it. It's just strictly -- if you
22 don't hardly produce anything that you can track then
23 that's great. But if you do -- (Inaudible)

24 MS. NOVOTNY: They did not ask numbers,
25 at least the delegation I was with. They might have

1 asked it from our -- (Inaudible) -- they just wanted to
2 see the program and kept going back to ICVI specifically
3 and what database is in the distribution records and
4 that sort of thing.

5 AUDIENCE MEMBER: Right. Because that
6 North Dakota or South Dakota deal, I think that was two
7 years ago, so it's kind of slow coming.

8 DR. HEALEY: Well, it's all -- it's
9 ongoing today.

10 AUDIENCE MEMBER: Right. Wasn't some of
11 these cows sold out of there two years ago, though?

12 DR. HEALEY: Oh, yeah.

13 AUDIENCE MEMBER: So it's not --

14 MS. NOVOTNY: We go back five years.

15 AUDIENCE MEMBER: Right. But it's not
16 like it was disease breakout, because these cattle are
17 dead within 18 months, a lot of these yearling cattle.
18 That's what I was just curious about.

19 MS. NOVOTNY: I'm sorry. (Inaudible)

20 AUDIENCE MEMBER: Well, on the cow deal,
21 if we had an ear tag and they can't find out where those
22 cows are killed because the plants didn't -- because
23 some of those cows are probably dead, but there's no ADT
24 type of tags, and a lot of these yearlings and calves
25 are dead long before that and they can't track the cows

1 back.

2 That's what I -- I just thought the case
3 was kind of an older case but been brought up in this
4 meeting what we're talking about. And so all of that I
5 was thinking when we're talking, if I'm negotiating with
6 somebody, I want to know what numbers they are looking
7 at if we're trying to get back in China.

8 These other countries don't run near as
9 many cattle as we do, but I assume they have got
10 traceability. I don't know. just from what you all are
11 saying -- that that wouldn't enter into, as safe a
12 product as we got, the only problem that we had was in
13 '03 with a cow that wasn't really ours --

14 MS. NOVOTNY: But they go back to that
15 every time. And they have been on our website for every
16 investigation -- (Inaudible) -- PSE occurred. They go
17 back to PSE every time.

18 DR. HEALEY: So one other thing that --
19 talk marketing again and I told you we weren't going to
20 do that.

21 To your point, they are comparing the
22 U.S. to Australia, to Canada, to Mexico, to other
23 countries that have a requirement that you tag at birth
24 and you collect, you know, that true book end. As Neil
25 will tell you, we started out that way and kind of

1 backed off. We go to that first time they cross the
2 state line, not at birth ranch. So our system is not as
3 inclusive from their eyes.

4 And so what Sunny says, she met with the
5 Chinese delegation when they were here and that's what
6 they were asking, Well, what do your regulations say?
7 They don't really get into having you run an exercise
8 and say track this cow through, but they do expect you
9 to tour them around and show them, you know, here is
10 the -- (Inaudible) -- all the calves are hatched, see
11 how pretty they are; here is a slaughter plant, all the
12 cows, see how pretty they are. We have got a system.

13 So it's a dog and pony show. They do
14 expect the regulations. They are not interested in the
15 safety of your product or what we can do as far as how
16 accurate we are at tracing it.

17 But to the South Dakota herd, that's a
18 recent herd. That was cattle being inoculated right
19 now. Okay? What we do, as Sunny said, when we have a
20 TB investigation we go back five years to see where they
21 sold cattle, to see what seeded this potential TB. So
22 those are the ones we're tracing now. A lot of those
23 cattle were feeder cattle, but it was a dang nice, great
24 commercial herd. A lot of them are pure bred cattle --
25 (Inaudible). Those are the ones we're trying to track

1 down.

2 You're right, we can't track the feed
3 lot -- what do you call it? -- the packing house. Their
4 records are just used for a week or so because they have
5 got so many cattle going through there. It's just like
6 you all. Trying to come into a livestock market you
7 start looking for records five years ago, you're up in
8 the attic, basically, if they are still there. And the
9 same is true -- so they are trying to figure out a
10 system that will allow them to do a better job of
11 holding those facts.

12 But we've got some packing houses, that's
13 another place we're working on, that they retain the
14 tags for 24, 48 hours, all the records are gone. So
15 it's a challenge for us there. It's another challenge
16 that we've got to address -- (Inaudible)

17 DR. HALL: I think probably everyone can
18 hear me. I just wanted to clarify something that -- a
19 comment that Dr. Starks made about the statistics you
20 saw and how long it takes to do these tracebacks.

21 I can't speak for other states, but here
22 in Oklahoma we -- up until now we have told USDA that we
23 are going to work with the markets when it's convenient
24 for them. So we value the relationship we have with our
25 markets. And when we get one of these traces in, we

1 wait until the inspector is going to be going to the
2 markets to get that information.

3 And Dr. G, kind of correct me if I'm
4 wrong, early on we were able to kind of just measure the
5 amount of time we actually spent on that. It was
6 typically very, very short. The last year or two we
7 have been putting it into a database. So it actually
8 measures when we get that request and then when we
9 complete it. That's not a true representation of how
10 long it really takes us to trace.

11 Now, we are starting now, and I think we
12 have let most of you guys know, we are going to have to
13 initiate that right away. So very soon we are going to
14 be asking you to provide us with contact information for
15 someone at your market that can go down there on a day
16 that you're not operating and find some information for
17 us just to prove that we can do this in a timely manner.

18 But that's why a lot of these times are
19 much longer than what you would expect. Would that be
20 true, Sunny?

21 MS. NOVOTNY: Yeah. And I was also going
22 to say, this is for trace exercises. So actual traces,
23 they're going to call any time. But these are for trace
24 exercises. So I think a lot of the states have viewed
25 it as they don't want to bug you. We need to check the

1 system, but they don't want to bug you on your day off
2 or anything like that.

3 AUDIENCE MEMBER: So these are just
4 exercises --

5 MS. NOVOTNY: For actual traces --

6 AUDIENCE MEMBER: (Inaudible)

7 MS. NOVOTNY: Yes, absolutely.

8 AUDIENCE MEMBER: I think everybody can
9 hear me. What specifically is China wanting as far as
10 traceability?

11 MS. NOVOTNY: So when they came over they
12 initially said that they were -- (Inaudible).

13 MS. GRIMES: She can't hear you.
14 (Microphone provided.)

15 MS. NOVOTNY: Sorry. They indicated when
16 they first came over -- and I'm not part of our export
17 group. I got in through ADT, so I don't know what
18 communication went on before they came over. But in the
19 initial meeting it was basically if we, you know, ask if
20 we can get back to the birth herd, we are happy. That
21 was all they asked for, one thing.

22 And throughout the meetings it changed.
23 We had two different leaders come in with their group,
24 so it kind of shifted when the next leader came in. But
25 they kept circling around and asking about movement

1 documentation specifically.

2 And it's hard. You work with an
3 interpreter, so it's kind of hard to get through to what
4 the true question is. But it became apparent over time,
5 and they eventually said that at the exit meeting, that
6 they wanted to specifically see where in our regulation
7 we govern movement from the birth herd. So they wanted
8 the whole -- they basically said they wanted a full
9 traceability system from birth to slaughter, with
10 retirement at slaughter.

11 And I have talked to a bunch of people
12 about this. It changes like the wind. Tomorrow it
13 could be nothing, you're good to go, and we're blessed.
14 But it could also turn around and be full traceability.
15 And they know countries are capable of doing it, I think
16 they kind of look at us and say, "Well, why can't you do
17 it if they can?"

18 MR. REYNOLDS: Can I comment on that?

19 MS. NOVOTNY: Absolutely.

20 MR. REYNOLDS: By the way, my name is Jim
21 Reynolds. I'm with National Livestock. It sounds like
22 when I go in to buy a pickup and I start out asking for
23 this, and when I'm done I'm asking for that, and at the
24 end I didn't buy a pickup from the guy anyway.

25 So the United States will sell, what,

1 someone said 26 million feeder cattle moved in the
2 United States in a year, and we had how many TB
3 positives, 38 or 34 or something. I mean, that's a
4 fraction of a percent.

5 And if these people are willing to sign a
6 ten-year agreement they are going to buy X number of
7 pounds of beef every year for the next ten years, if you
8 can lock it down, you know, make them put their money on
9 the line like the car dealer, well, give me a check for
10 \$2,000 and we'll -- you know, that's what we need from
11 China.

12 Because we could go through this whole
13 exercise, spend millions of dollars identifying all the
14 feeder cattle in the United States, and then they say,
15 Well, I'm not sure whether -- you know, the dollar
16 strengthened, you know, you have a new president, it all
17 goes out the window. Somebody sets off a nuclear bomb
18 somewhere, it all goes out the window, and we spent
19 millions of dollars trying to identify something that
20 really didn't matter.

21 And if you look at those other countries,
22 Australia, Canada, they've got a fraction of the amount
23 of cattle we have in the United States, a fraction. And
24 so just keep all those things -- I've been 44 years in
25 this business. I have sat through more ADT meetings

1 than I can count.

2 When I first heard Dr. Davis, I believe,
3 from Colorado state mentioned this in, like, '95 at an
4 NCBA meeting, and he was talking about it, even if you
5 move cattle on your own ranch you are supposed to
6 transmit that information to USDA so they would have --
7 oh, yeah. That's what happened. I was there. I heard
8 it.

9 I said, you know, he hasn't been in
10 Oklahoma. He hasn't been to Missouri. That's the two
11 states I know more about. I mean, ranchers are great,
12 great people, but they are not big on record keeping a
13 lot of them. So you just got to understand what you are
14 dealing with here when you start talking about dealing
15 with China, or any other country for that matter.

16 MS. NOVOTNY: So let me bring it back
17 from China to disease traceability and let you know,
18 because TB, how long -- what did we -- Burke, we're at
19 100 years of an eradication for random TB. And last
20 year we spent \$26.5 million on indemnity for TB herds,
21 TB infected herds.

22 And when you consider that both sides, I
23 think -- so say we have a case at slaughter, and we go
24 back to a feed lot, we can get back to the feed lot
25 quickly. Then there is no ID, there is nothing to say

1 where that animal came from before the feed lot. And so
2 we have had cases where there have been 20 or more herds
3 to be tested to figure out where that animal came from,
4 if we find it once we test them.

5 The same thing, we had a dairy steer last
6 year -- this is mentioned in a lot of detail in the
7 assessment -- went back to a feed lot. We couldn't tell
8 if that animal was moved totally interstate and then
9 went direct to slaughter so it was exempt, or if maybe
10 it was a non-compliant movement where it moved from
11 another state, because we got back to four different
12 states and 29 different processes, and they closed it as
13 untraceable. So that's undetected TB out there.

14 So even without China, think what it
15 costs us just with -- that's one disease. So just to
16 bring it back to disease tracing purposes like everybody
17 is interested in.

18 MS. GRIMES: Okay. Are there any other
19 questions directly for the panelists? And then I
20 promise we are going to take a break, and then we can do
21 more broad questions. But I want to make sure the
22 panelists, if you have things for them, that you get to
23 hear from them.

24 AUDIENCE MEMBER: Just a quick question
25 for the young man on the dairy. I realize that milk

1 production is your primary business, but, obviously, you
2 have the secondary importance of those calves. What is
3 the biggest constraint you have with the ID system today
4 since we're talking about traceability?

5 MR. VAN der LAAN: Specifically with the
6 calves there is not a huge issue with the traceability.
7 Whenever they are born they all get a 840 number and
8 that's what we use on the health documents to sell them,
9 that's what we've been told that we have to do, so
10 that's not been a huge issue.

11 Where there has been a bit of an issue at
12 times is while we're having to sell those ten-day-old
13 calves for \$5 or \$10, okay -- I don't remember exactly
14 the cost per tag -- but that's just more money that
15 you're losing on that calf. Now, on top of that, a
16 health certificate you have got to pay for.

17 In our situation we sell all our bull
18 calves directly to a calf ranch in Texas, and so he's
19 worked with us to help cover some of those costs. But
20 if you're taking them directly to a market I can see
21 where that would be another issue for somebody else.

22 Does that kind of answer your question
23 for that?

24 AUDIENCE MEMBER: Yes, sir.

25 AUDIENCE MEMBER: It's a cost issue.

1 MR. VAN der LAAN: Yeah. And whenever we
2 were selling bull calves for \$100 a head, cost wasn't an
3 issue. But, you know, when the cow market tanked it
4 kind of tanked our bull calf market as well.

5 MS. GRIMES: Any other questions for the
6 panelists?

7 Okay. Thank you very much for your
8 willingness to come forward.

9 (Applause.)

10 MS. GRIMES: I hope most of you are going
11 to be around for the rest of the day, because I'm sure
12 there are going to be things that come up and people
13 will want to pick your brains even further. So let's
14 take about a 20-minute break. That puts us back here at
15 10:20.

16 (A break was had.)

17 MS. GRIMES: We are going to start the
18 next portion of this. We tried to get a handheld mic.
19 I don't know if it's just me, but as soon as I would
20 pick up the mic it would go out. So we're going to have
21 to go ahead -- we have one of the handhelds that we'll
22 use if we want to pass it around. But we also do have
23 two other wired microphones that, if you come to this
24 side of the room and want to step up and make a
25 statement, you can do it via the wired mics. So we

1 apologize for any inconvenience it might cause anybody.

2 So Trena here has been very good at
3 reminding me, while we think that we can hear each other
4 or we have a nice, robust voice, for the transcription
5 we really do want people to speak into the microphones
6 so we have it on record. If we don't do it via
7 microphone we might not be able to pull it back up. So
8 just bear with us while we pass microphones and please
9 wait until one is there so you can be dually recorded.

10 All right. So this is the portion where
11 we had some -- started some good conversation, not just
12 with the panelists, but also some others here. But it's
13 an opportunity if you guys, if you folks have something
14 to say or want to make a suggestion broadly to the group
15 that is valuable to the larger group before we break
16 out, because maybe someone will have a suggestion or
17 pathway that others can explore in the afternoon.

18 So what we'll do is, if you have a
19 question, if you can come identify who you would like to
20 answer that question. And if you have a statement, you
21 know, just go ahead and we'll be happy to listen to your
22 remarks.

23 So do I have anyone that has a question
24 or question on an index card or a statement that they
25 would like to make?

1 MR. TUCKER: Thank you for the meeting.
2 Monte Tucker, Roger Mills County, Oklahoma, cattleman
3 and Oklahoma Farm Bureau state board director.

4 It's eerie that we fall in line a lot
5 with OCA's policy and comments and AFBF, American Farm
6 Bureau Federation. I'd just like to add to their policy
7 a little bit and a statement.

8 Pretty much our members in Oklahoma and
9 American Farm Bureau, we want assurance of
10 confidentiality. That's big to us, especially for FOIA
11 requests. We know the enemy knocking on the door and
12 it's important to our members to keep that
13 confidentiality. Based on this -- I will just read.

14 "Producers' information," and it's
15 quoted, "shall be confidential and protection from
16 disclosure under FOIA. Information should only be
17 provided to proper animal health authorities in the
18 event of an animal disease incident and unauthorized use
19 considered a felony. Officials must ensure the security
20 of producer information and respect the privacy of
21 producers by collecting only the information necessary
22 to establish a traceback."

23 And with that another question is, maybe
24 the elephant in the corner of the room we're not talking
25 about, is maybe hoof and mouth. What happens then?

1 MS. NOVOTNY: So just let me clarify. So
2 in terms of confidentiality and requests related to that
3 or traceability specifically related to foot and mouth?
4 I just want to --

5 MR. TUCKER: Oh, no. Foot and mouth is
6 totally separate.

7 MS. NOVOTNY: Separate? Well, I think
8 that's what we're scare of; right? I mean, I was just
9 talking to you about high path AI. I think it was in
10 2003 we were all worried about the pandemic is coming
11 and so they created a lot of money spent on planning.
12 And now we have high path AI, granted it's not a
13 pandemic yet, but all the planning and the work done
14 back then, and the poultry industry has helped them out
15 with that a lot.

16 But for us to experience foot and mouth
17 in terms of traceability wouldn't even come close
18 to what -- you know, it would be so much more than what
19 they had to deal with.

20 And Dr. Keller, South Dakota State
21 Veterinarian, wanted me to bring up the fact that
22 they -- Burke could probably speak a little bit more to
23 this -- but I guess the Foot and Mouth Disease --
24 (Inaudible) -- participating in that is tied to the
25 traceability program and sounds like a domestic program.

1 I don't understand all the caveats to that. But for us
2 to participate in that we have to have a fully
3 functioning traceability system before we get it, not
4 after the fact. So that's a key component to that.

5 And that will tie into also continuity of
6 business. You know, if we can say, where we have the
7 disease, where affected animals might have moved to or
8 exposed animals might have moved to, we can help permit
9 movement with testing in and out of areas with
10 traceability. Without it that's going to be really
11 hindered.

12 So there's probably others that could
13 speak a little bit better to that. But getting back to
14 confidentiality, you know, that's been a huge concern
15 for a long period of time. I've learned more about FOIA
16 in the last week than I ever cared to.

17 So in all the FOIA requests that I have
18 been involved with, any of your personally identifiable
19 information, PII is what they call the acronym, they get
20 rid of your name, they get rid of your address, anything
21 that would link the information that's being provided to
22 an individual; however, there's a bunch of caveats to
23 that. It's never easy.

24 So one of them is the fact that if the
25 public good outweighs your confidentiality, they are

1 going to release it. So they said with high path AI
2 that's been more of a challenge where information
3 related to outbreaks where the public needs to know
4 where the outbreak is occurring and things like that,
5 that stuff gets released.

6 And the interesting thing she said to me,
7 though, is they don't care -- they really don't want
8 your premises information. They have never really said,
9 "We want to know the number of producers you have
10 premises for," that sort of thing. The biggest request
11 they have, especially related to high path AI, is
12 companies that want to sell you something because you
13 had an outbreak. So they want to sell you equipment,
14 bio security, disinfectant, that sort of thing. So it's
15 mostly been companies looking to sell something after
16 the fact.

17 And we get a lot of FOIA requests related
18 to welfare, but that's mainly for export and those sorts
19 of things. So for the majority of ones that I dealt
20 with, that information through that. Liability was also
21 one that came up. And I think that our biggest concern
22 is did you knowingly move any diseased animals or not.
23 If you didn't, you're not liable as far as we're
24 concerned if you're following what you need to be doing.
25 You say, "I've got this, you know, animal that has foot

1 and mouth," they shouldn't have crossed state lines.
2 That's going to be an issue.

3 We can't help what your neighbor does.
4 We can't help the individuals that know something is
5 going on, they see, you know, people coming in and out
6 for quarantine, if they -- I've been involved with
7 outbreaks where farmers and producers have been sued
8 because they got a random virus that just happened to
9 hit their livestock and it was a frivolous lawsuit.

10 AUDIENCE MEMBER: (Inaudible)

11 MS. NOVOTNY: So I know that's not a
12 great answer, but we do everything we can to redact any
13 PII from FOIA requests and haven't had anything -- as
14 far as I know we haven't had any related to ADT.

15 MR. HAMMERSCHMIDT: I think it's also
16 important to keep in mind the amount of information we
17 obtain is minimal. For example, to achieve location
18 where an animal was identified. For 840 tags, as the
19 manufacturer ships and tags your farm, ranch, premises,
20 submits a shipment record to the system. That gives us
21 that first point of contact where that tag went to, and
22 that -- those 840 numbers, for example, would be linked
23 to your premises.

24 Your producers, again, aren't asked to,
25 like other countries requiring their mandatory programs,

1 that's great if they can, but we don't go to that extra
2 burden of information, reporting birth dates, sex, all
3 that type of information into the system. That's left
4 in the private sector. We just have a number associated
5 with location, and that gives us the kind of
6 traceability we need.

7 In the event of a disease then you're
8 looking for more information about the animal and things
9 like that. But until we get to that point we don't know
10 what type of animal that tag was put on. So we have
11 minimal information. I think we need to keep that in
12 mind.

13 MS. GRIMES: Okay. Can I -- are you
14 willing to --

15 MR. HAZALEUS: My name is Jeff Hazaleus.
16 My wife and I own the Durant Stockyards in Durant,
17 Oklahoma. I just want to make a comment.

18 We were talking earlier about, you know,
19 kind of the book-in system of tagging a calf at birth
20 and retiring the number at slaughter.

21 In my trade territory, southeast
22 Oklahoma, we're not anywhere close to being one of the
23 biggest barns in the state, but we do get our fair share
24 of business. We will sell between 45 and 50,000 cattle
25 a year, so we average about a thousand cattle each week.

1 We preach and preach and preach and preach marketing on
2 a daily level to my customers. I'm in the country every
3 day looking at cattle, hustling new business.

4 My customers, I know beyond a shadow of a
5 doubt, because they can see it, whether they sell cattle
6 at my place or somebody else's place, there is no doubt
7 that my customers in my trade territory know the
8 difference in what a bull will bring and what a steer
9 will bring. We're talking levels of over 500 pounds
10 when they market their cattle. There is no doubt in my
11 mind they know how much of a difference they make for
12 their cattle if they castrate them.

13 We're out on the Red River, so probably
14 about 50 percent of our cattle come from Texas and
15 Oklahoma. I know beyond a shadow of a doubt that well
16 over half of my customers still don't castrate their
17 calves. And I know for a fact that they know how much
18 of a difference it would make in their bottom line when
19 they sell their cattle if they would castrate them.

20 So, for me, there's not any doubt in my
21 mind, if I can't convince them with price in their
22 pocketbook to run a calf through the shoot and castrate
23 it, there's no way in the world that they are going to
24 want to put a tag in their ear when they are born; so,
25 therefore, 100 percent of that responsibility and cost

1 is going to fall on my shoulders at the livestock
2 auction level.

3 And the gentleman from Frederick, the
4 dairyman, was talking about the cost. And I'm extremely
5 sympathetic to that, because when we start talking about
6 cost at my place, it's not just the cost of the tag.
7 It's the cost of the workforce that I've got to pay to
8 do that. It's the cost of my workmen's comp is probably
9 going to get higher because I'm going to have more
10 injuries, because we're having to move more cattle
11 through a shoot, we're having more animal movements, so
12 we create a greater labor force, we create more
13 incidents of people getting injured and livestock
14 getting injured. Well, the more livestock get injured,
15 guess what, my livestock insurance ratio gets higher,
16 which means I have to charge the customer more.

17 There is not one of us in this room that
18 owns a livestock auction that is not sympathetic to
19 commission and the charges that we charge our customers.
20 We all are, because at the end of the day I want every
21 one of my customers to be successful, because I want
22 them to keep selling cattle if I want to be successful.
23 That's how I put food on my kids' table.

24 So when all the cost -- and there is no
25 doubt in my mind -- and I'm just speaking for my trade

1 territory. There is no doubt in my mind 100 percent of
2 the costs and the burden is going to fall in my lap.
3 And I just -- that's a tough pill to swallow. I just
4 want to make that comment. I appreciate you all having
5 us and letting me speak.

6 MS. GRIMES: Thank you. Others? Don't
7 be shy.

8 MR. HALE: I'm Ben Hale. I've got
9 Western Commission Company here in Oklahoma City. I
10 guess there's two things, or one thing really. How do
11 you all see this working? I mean, what -- we've talked
12 about disease traceability and all that stuff. Jeff was
13 talking about these bull calves.

14 So how do you all see this program --
15 because in Oklahoma City -- and I've also got a barn at
16 Comanche, Oklahoma. We sell a lot of bull both places,
17 a lot of them unwinged calves and everybody can see the
18 value in it. So how do you all see this?

19 Since you're the regulatory agency, how
20 do you see it working for the guy that shows up in the
21 fall and you've got 1,000 cattle -- or in Oklahoma City
22 we've got 8,000 cattle. And let's just take Oklahoma
23 City, that 40 percent of those are unwinged calves and
24 30 percent of them are bulls. How do you see this
25 program working come October, November 2017 in Oklahoma

1 City? If it was all in place and everything, how do you
2 all see that working?

3 That would help me, because I don't see
4 how this is going to work. I just want to know how it's
5 going to work.

6 MR. HAMMERSCHMIDT: That's a bigger
7 answer than we probably have an answer for because we
8 haven't totally determined what we want to work. You
9 know, we started with a very basic system that focused
10 on adult cattle, and more so across the border and
11 dairy. I think from the conversations we had to this
12 date there's been gaps in our system identified as
13 bigger issues than worrying about expanding to the
14 feeder cattle.

15 You know, when we started ADT we limited
16 it to interstate movements. Prior to that the
17 regulation looked at interstate commerce. So I think we
18 looked at markets depending on their locality, the type
19 of cattle that came through that market for example, you
20 move your cattle within the state of Oklahoma to market,
21 that you also had cattle from out of state that was
22 considered interstate commerce, so those cattle fell
23 under the umbrella of being interstate commerce.

24 To some degree I think we went backwards
25 a little bit, because today those cattle wouldn't

1 require official identification. They required official
2 identification prior to ADT, but at that time a back tag
3 was considered official. And we all know the value of
4 traceability -- or we know the value of the back tag two
5 or three weeks after we've applied the back tag. You
6 don't have permanent identification.

7 So I think some of the discussion is
8 focused on how we can fill some of the significant gaps
9 in our current framework. For example, what would
10 trigger the official identification requirement. Should
11 we look at interstate movement or should we look at
12 something that the animal health officials value quite
13 heavily, which is the ability to timely get back to the
14 birth place? So how do we achieve that goal, if that's
15 the goal we want to achieve? Are we looking at change
16 of ownership, first point of concentration, interstate
17 movement?

18 Those are some of the discussion we want
19 to have with you all this afternoon on are there -- I
20 use the word opportunities, because I think it's an
21 opportunity to fill some of those gaps by tweaking that
22 framework that we have identified today. I'm not going
23 to say these are the solutions how it would work.
24 That's what we want to hear more about from you all this
25 afternoon.

1 If we agree this is a gap that we could
2 do better in regards to traceability, what's workable
3 and practical from your perspective? I realize some of
4 the guys look at tagging calves as an impossibility if
5 they can't castrate their calves. But we also have guys
6 that do work the cattle, brand their cattle. They can
7 probably stick a tag in quite readily.

8 There's got to be some opportunities,
9 meaning that we can fill some of these gaps. And that's
10 really, I think, what we want to hear more about. We're
11 not going to come out and say, "This is the way we think
12 it should work or won't work." We want to really
13 collect you guys' input if we agree that we want to
14 maintain traceability to a little bit higher level.

15 MR. O'BRIEN: I'm Jerry
16 O'Brien (phonetic). I'm a cow/calf operator and a stock
17 operator in the panhandle of Texas. And unlike these
18 government folks, I'm not restrained on saying what
19 could work. And what I want to do is address a lot of
20 the issues and say what I think should work. And I will
21 tell you, they did a whale of a case, a job of
22 presenting what the situation is today and the calves.
23 They did a good job.

24 And if we tweak this system, if we make
25 some minor changes in the system we'll have the same

1 crony system we have today, just a little tweaked. What
2 we need to do is come up with a well planned out
3 nationwide system that will get us ID. Because, just
4 like Jess said, I'm a producer and I want a system that
5 will protect me from animal disease.

6 This hoof and mouth deal -- and thank you
7 for saying hoof and mouth. I hate the fact they changed
8 the name to foot and mouth, because when they changed it
9 to foot and mouth they made people think that it relates
10 to human disease, and that's one of the stupidest things
11 that the government ever did.

12 But this hoof and mouth is absolutely
13 something that can destroy us, and we have to have a
14 system where we can trace it. And I will tell you,
15 whether it be my calves off my ranch, my yearlings, or
16 adult cattle, they are all susceptible, so we need ID
17 for every one of them.

18 And she said exemptions are confusing.
19 We all know that's true, every one of us, so let's get
20 rid of exemptions. Let's not have just interstate
21 commerce. Let's have it be every animal that transfers
22 ownership.

23 And the one thing Jeff said that I
24 disagreed with, and I hate to disagree with him because
25 he was so well spoken, but said only animal ID. And I

1 will tell you, I served on a task force of NCBA looking
2 at the cattle health and well-being committee looking at
3 ID and we came out with a recommendation that we
4 presented this winter.

5 And we had contradictory NCBA policy on
6 this, some of which said that ID was very useful,
7 various different things, including marketing; and
8 others that said should be only for ADT. And I fully
9 believe we'll get rid of the "only" because the task
10 force announced they recommended we get rid of it at
11 this next summer meeting on NCBA.

12 But it is time for us to have these
13 animal ID and we can use it all sorts of different ways
14 that will benefit us as producers. We can get data back
15 on our fat cattle that we sell, even if we have sold as
16 calves and yearlings, because we can have a system where
17 it will all be kept digitally. If we can access that
18 without giving -- and I agree 100 percent privacy is the
19 key. But if we have those numbers we can go to the
20 database and retrieve information. It will be progress
21 for the whole industry.

22 And I agree with Jeff on the issue of
23 these auction barns on these fall operators. We're
24 throwing the burden to the auction barns. And there is
25 no question that he's right, and it's going to be a

1 burden. But I also have great faith in my friends that
2 own auction barns that they will charge to be
3 compensated.

4 You bet that's going to hurt that small
5 guy who doesn't cut his bulls. But I'm telling you,
6 when I buy his calves, I bid substantially less if he
7 hasn't given them a shot, if he hasn't castrated that
8 bull, and he's already paying for his laziness and
9 stupidity. And I don't want to hurt the whole industry
10 to protect that small guy who won't do his job on the
11 barn.

12 The whole industry does not have to
13 suffer because we've got individual operators who don't
14 care about the product they are producing. And I put my
15 brand on my cattle and I'm proud of the fact that I
16 produce the calves that I produce, and I want that brand
17 on them and I'm proud to go to the guys that buy them
18 and say, "Here is our performance in the back." I want
19 that so I have more information so I can say, "We're
20 producing the product that you want."

21 And if we have this health program, all
22 these cattle that are identified this way, that will
23 give you value. And so if we EID all cattle and then
24 keep -- and I find with keeping the database on a state
25 level, as long as these guys can go in through their

1 computer and call up the numbers they want, they won't
2 have to have somebody at that auction barn. They will
3 be able to access on a database in minutes any animal
4 that shows up with a problem.

5 And so we don't need -- tweak the system.
6 We need a nationwide forced point-of-first-transfer
7 system that covers all cattle and that does the job for
8 us, and then we will be covered on our export markets.

9 You know, ESE showed up in Canada and
10 they had a terrible problem related to our product.
11 They got back into Japan so much faster than we did that
12 it made our heads spin. It's terrible.

13 They got back in, and why did they get
14 back in? Because they had a nationwide mandatory EID
15 system that you're -- (Inaudible). Did it give Japan
16 any extra value compared to our cattle? Hell, no. They
17 got nothing for it but the sense of security. So that
18 is what we sell is a sense of security. A lot of what
19 we sell is a feeling that there is fairness going on.

20 And so we need to have a system which
21 protects us as producers, which protects our cattle.
22 And the by-product of it will be we'll have better
23 international markets and we'll get more money.

24 So I guess what I'm saying is it's time
25 to quit fighting. It's time for us to work together as

1 producers to come up with a nationwide program that
2 protects our confidentiality, that gives us quality and
3 data, and it serves our nation and us with a wide
4 ranging new program that's mandatory. Because, until
5 it's mandatory, it's not going to get done.

6 And so that's where of I am. I know it's
7 different from where a lot of you feel, but it's time.

8 MS. GRIMES: So I am confident there are
9 people that have thoughts to build on with that. So I
10 really would like you to respectfully debate the issue
11 or give us your other thoughts.

12 MR. HENKE: I am going to respectfully
13 say that it is very unfair to lump some of these
14 producers that don't get their bull calves cut into a
15 category that they don't care, because there's a lot of
16 people out there that are older age people that want to
17 raise cattle that care very much for their livestock and
18 care very much for what they do, but they don't have the
19 manpower or the facilities or whatever to do that.

20 I know exactly what you're saying. And
21 on a lot of avenues I very much agree with what you are
22 saying. But I don't agree with the fact to lump
23 everybody that doesn't cut their bull calves into a
24 general deal that they don't care about their animals.

25 What we, as an industry, need to do is we

1 need to figure out where we want to go, because if we
2 regulate and all of a sudden tell everybody, "You're
3 going to ID, there is no ands, ifs, or buts about it,
4 we're going to put enough teeth in it that you have to
5 do it," and whatnot, any time you put more regulations
6 into an industry you're going to push certain people out
7 of business.

8 We've got to decide if we are all right
9 with that or not, because you are going to push some of
10 the small guys out, you're going to get more of an
11 industry that is bigger, more corporate. And just like
12 the packing industry has now, we're up to three major
13 packers. That's all we've got left.

14 And do we want, as an industry, as a beef
15 industry, do we want to put so much regulations on this
16 deal and so much teeth in those regulations that we push
17 these small people out, or do we want to continue a
18 family owned, family run operations throughout the
19 United States? Nobody in the world has an industry like
20 what we have. And there is a lot to be said for
21 traceability, and I agree there has to be steps taken to
22 get more traceability and more accurate than what we are
23 now without a doubt.

24 And if that means that we have to push
25 small people out of business, okay. But let's have that

1 discussion and see whether or not we really want to go
2 where we have six or eight big producers in each state
3 and doing all the cattle, because that is ultimately, if
4 you continue to regulate and you continue to force
5 things on people, that's ultimately what will happen in
6 the end.

7 And right now, you know, there was
8 something to be said about the change of ownership and
9 doing that every time there is a change of ownership as
10 opposed to just when it crosses the state lines. That's
11 probably a great step to do something on the change in
12 ownership. Because I know for a fact that there is a
13 lot of animals over 18 months old that change ownership,
14 and a lot of times probably even cross state lines, and
15 it's never recorded. And the state vets and the people,
16 they can't find those animals.

17 MS. GRIMES: And can you, for her sake,
18 did you --

19 MR. HENKE: Oh, I'm sorry. I'm Brad
20 Henke, Elk City, Oklahoma.

21 MS. GRIMES: Okay. Thank you. Others?

22 MS. MORT: My name is Kathy Moore. I'm
23 from Britt (phonetic), Oklahoma. I am sole proprietor
24 of a herd of cow and bison, et cetera, and I direct
25 market. The reason I'm telling you that is the industry

1 is very diverse. Sometimes I think we get lost in
2 recalling that we have such great diversity.

3 So the scenario that was presented -- and
4 I know you believe what you say -- I think has more
5 intervals that should be included, including direct
6 market. I direct market to my customers. I have
7 instant trace back. They are slaughtered one at a time.
8 I know exactly where they came from and, actually, who
9 buys them. That's my scenario. There are cooperatives
10 that do something similar, and they are in Oklahoma and
11 nationally.

12 Oklahoma doesn't have as large grass fed,
13 but we could increase it and then grow our economy,
14 which affects the national economy as well as the state
15 and local economy. So I, as a producer, am not inclined
16 to favor the national animal identification because it's
17 too costly, and cost means not just -- I am 68, my age,
18 but it also involves time and labor. And when you're a
19 sole proprietor you have a lot of jobs that you do. And
20 not only is your -- you're more diversified with cattle
21 and other species, but what you literally do.

22 So I would be out of business. And this
23 is what -- this work is what I want to do until the day
24 I die. I am very passionate about it and that's why I
25 bestowed upon this meeting and did come. I did testify

1 against national animal identification related to small
2 producers.

3 So my suggestion is that if we want
4 national animal identification then we should tier it so
5 that there are some exemptions that are workable, such
6 as for grass fed. It's a different market. It's
7 usually in the state. The other suggestion I have is,
8 in the case of Oklahoma, we actually need more federally
9 inspected slaughter facilities so that we can market out
10 of state as well as in state.

11 And the other thing is I focus -- because
12 of cattle theft I changed my market from Angus to
13 heritage breeds because they are not as desirable,
14 literally. This is another problem in the state. And I
15 have not had one bit of cattle theft since I switched to
16 heritage breeds, which have double tenderness genes and
17 high flavorability.

18 So my customers love what I do, I love
19 what I do, and I don't want to stop because we decide in
20 a back doorway to go to national animal identification.
21 I think there is a need for more discussion and I don't
22 like the word exemptions. I prefer a tiered program
23 depending on if you want to export, if you want to sell
24 to -- in the state or whatever the markets are
25 determined and let the producers determine their own

1 market that fits the identification and the
2 traceability.

3 And, finally, I am very concerned about
4 disease too and I don't want to have disease, nor do I
5 want to prevent anyone else from preventing diseases. I
6 am all for that, but I think there's other ways to do it
7 versus those tags. Thank you.

8 DR. HALL: I turned 65 years old a few
9 months ago so I can retire any time, so if I say
10 something to make you guys mad and you call my boss and
11 he fires me, I will be okay.

12 I was a practitioner for almost 30 years
13 in Johnston County, Oklahoma. And the west side of that
14 county, northwest particularly, is what they used to
15 called Hereford Heaven. You know, lots of big cattle
16 ranches there. I did work for those people. And they
17 were processing their cattle, be very easy for them to
18 put a tag in them when they processed them, you know,
19 before they sold them.

20 The eastern half of the county was you
21 got into the cross timber area and lots of little small
22 places, used to be the 160-acre little farm ranch that I
23 lived on. You could see where four people used to live
24 on that ranch and make a living off of it. Obviously,
25 you can't do that anymore.

1 But there's lots of little small people
2 there. They are the ones that we have talked about did
3 not castrate their calves, did not vaccinate. They put
4 some bed springs together and, you know, ran a few
5 calves up in a bumper pulled trailer when they got ready
6 to sell some. And I agree those people probably would
7 have to make major changes to be able to tag cattle
8 before they go to the market.

9 I agree that we can't tag all the stocker
10 or the calves at livestock market at the speed of
11 commerce. But what I think would happen, if we said,
12 you know, on a certain date that all animals are going
13 to be required to be identified, and I would say if
14 we're going to do that we might as well go ahead and
15 bite the bullet and say they have to have an electronic
16 tag so we could start doing that.

17 But I can think of two or three people in
18 my county that lived along the major highways and went
19 to the livestock markets that most of my producers took
20 their cattle to, and those people would have loved to
21 have set up a little tagging station where you could
22 pull in and they would unload your calves, run them
23 through in 10 or 15 minutes and charge you a dollar or
24 two a head.

25 And I believe that that's the way this

1 would work for those people who don't get their calves
2 up and tag them themselves. I think as long as -- if we
3 decide that's where we want to go, I think that industry
4 will figure out how to get this done.

5 You know, probably the markets have to
6 make sure that you all get the word out to your
7 producers that we can't tag these calves at the market.
8 You've got to have them tagged here. And with enough
9 lead time I think there will be people that will step up
10 and start putting ads. in the little county papers and
11 saying, you know, "If you have calves that need tagged
12 run them by here on the way to the sale barn and we'll
13 get it done for you." So just my opinion.

14 MS. GRIMES: Okay. So are you walking
15 because you want to talk or are walking because you want
16 to sit? Okay. Great. Good.

17 MR. GODBERSON: My name is Mike
18 Godberson. I live in Pawnee, Oklahoma and I was
19 recently hired as a market manager at a struggling local
20 livestock facility in Perkins, Oklahoma. I've been in
21 the industry for 25 years as an auctioneer, dealer or
22 buyer, whatever you want to call me.

23 Progress for the industry. If the
24 packers and stockyards administration come to your
25 market and you weren't in compliance, they are going to

1 make you be in compliance. If you're a dealer and they
2 come to your office at home and force you to be in
3 compliance, you're going to be in compliance.

4 Jeff, with all due respect, you know, I'm
5 in the same market, so to speak, with the guy that's got
6 25 cows or less, they have got bed springs as their
7 loading shoot, and they don't want to come out and they
8 don't want us to come out. You know, I say, "Hey, we
9 want to come to your house. Let us to come to your
10 house. Let us follow your cows or calves. Let us work
11 them. Let us add value to your cattle."

12 Well, most of those guys have a job at
13 Charles Machine Works in Perry, Oklahoma, making \$80,000
14 a year. They are not making a living from their cattle.
15 Now, they are viable to our industry, yes. But can they
16 do the work? I believe they can. With our help, they
17 can do the work.

18 With a government implemented system of
19 forceable, quote, unquote, system, they will do the work
20 or they will start trading rabbits.

21 And, Dr. Healey, I don't know how we can
22 even sit in this room today and say that this meeting is
23 not about marketing, because whatever we do in this
24 meeting today is all about marketing on a global scale,
25 but more importantly at home. When that mother of 2.7

1 kids that stays at home and watches Oprah every day, we
2 need to put something in place where they know with
3 confidence when they go to that meat counter that they
4 are buying a good, safe product raised in America.

5 You know, if I was going to go on a
6 mission trip with my church, I don't want to go to
7 Honduras. I want to go to Chicago. You see what I'm
8 saying? The market is here for a lot of our stuff, our
9 product, and we want that to be a safe thing that that
10 woman can say, "I have faith in this product." That's
11 the biggest issue with our industry today is making that
12 wife, my wife that goes to the meat counter at the store
13 and buys that product.

14 We want to educate the non-agricultural
15 public on ADT in regards to safety. If we can do that
16 the marketing will take care of itself and the industry
17 as a whole will be better. Our auction markets will be
18 better, Jeff, because if we can help those people
19 identify those calves and do it and add value, and if
20 you work on a percent, like -- but, well, a lot of sale
21 barns do, work on a percent. If you can add 40 or 50
22 bucks to that animal, boom, there you are, and they are
23 going to come back.

24 MS. GRIMES: Anyone else before I torture
25 you with a count off?

1 MR. HALE: This is Ben. I'm Ben Hale.
2 This is the last time I will get up here.

3 I've got a little different aspect of it,
4 because, number one, I don't think we need to mandate to
5 somebody what they are going to do or what they are not
6 going to do. That's a marketplace deal. And I have
7 spent -- I bought a market that was way down in 22, 23
8 years ago, and I spent 23 years trying to kick life into
9 it and help them the best way I can, but it's ultimately
10 up to them. And I don't want anybody telling me what
11 I've got to do for the bigger people.

12 I worked for IBP in Emporia, Kansas, and
13 we killed 3400 cattle a day when I was up there. And I
14 graded beef at XL in Plainview and I think we killed
15 2700 a day. So I know of a lot of guys that have 500 or
16 1,000 cows. Guess what? We could kill your whole herd
17 in about four hours, so you're really not a drop in the
18 bucket.

19 And if you look at what the -- what
20 supplies this industry is not the big herds, it's the
21 small herds. And guess what keeps the livestock
22 auctions open? It's the small herds. It ain't the big
23 herds that keep them open.

24 And so we can talk all your grand deals,
25 how many cattle you do, what you do. I'm all for that.

1 I run a few cows. I run mostly stockers. I buy. I cut
2 70, 80 percent of the bulls I buy and I brand them, I
3 ear tag them, I do all that. That's my choice. But I'm
4 not going to look over at my neighbor and say, "You
5 don't have any facilities; therefore, you bring them by
6 my place and do it or you do this." It's his own.

7 When the pilgrims showed up, there were
8 no jobs. It was 100 percent unemployment. I think
9 that's a slippery slope when you start telling people in
10 an industry what they are going to do to conform. I
11 think everybody -- disease traceability, I think is a --
12 I think we do -- I'm not saying I don't want to trace
13 it, but I think it's a slippery slope when you start
14 telling other producers how they are going to do it to
15 conform to the people that are bigger ranchers and can
16 do it.

17 MS. GRIMES: Okay. Anyone else? I'm
18 glad to see the shine is wearing off.

19 MR. PAYNE: I'm Glen Payne, Oklahoma
20 City. I have a livestock commission company. Also I
21 run cow calves.

22 Earlier it was stated, if I didn't hear
23 it incorrectly, that they had trouble finding,
24 identifying cows, keeping track of them that were traded
25 locally in the state amongst producers because they

1 didn't go to the markets and weren't identified. I say
2 that to say this:

3 I thought when the stage one of
4 identification, which was to track mature animals, was
5 started, we were going to make sure that we could track
6 all the cows and all the mature animals before stage two
7 took place.

8 Now, we heard earlier that that hasn't
9 happened yet. If that hasn't happened, we need to work
10 on that. We need to get those traced. I don't know if
11 that's because of -- because it's all instate and not
12 interstate. But if that's the law, that needs to be
13 fine-tuned maybe a little more. I don't like to say
14 that, but we got to fix stage one before we go to stage
15 two.

16 Along those same lines I'd like to ask
17 who is in charge of enforcement of this if it's not
18 happening? Is there any enforcement? Who's in charge
19 of it? What's the penalty? How do you enforce
20 something if there's not a penalty?

21 Those are just some questions I want to
22 throw out. When I get an answer I may have another
23 statement. Thank you.

24 MS. GRIMES: Thank you, Glen.

25 MS. NOVOTNY: I can address, if you give

1 me a second, some questions about enforcement. I don't
2 have these numbers memorized.

3 So we did a review. For those of you
4 that don't know, if we have cases of non-compliance of
5 cases that are egregious we can call on our
6 investigative and enforcement services -- sorry. I get
7 the acronyms wrong too -- to do some homework and see
8 if, indeed, a violation took place. So they can go in
9 and check records and see what individuals might have
10 been involved if there was, in fact, a violation.

11 So we looked from when the rule was
12 published through October of 2016, and that was just to
13 give me an end date so I didn't have to keep updating
14 numbers and checking on things. There were 23 cases
15 initiated with IES involving cattle that resulted in
16 confirmed violations of the rule.

17 Penalties for those violations included
18 38 separate official warnings. So those are warning
19 letters, but they are official warnings as opposed to
20 the state vet or assistant director in the state just
21 issuing one out of their office. There were six
22 monetary fines or stipulations ranging from \$313 to
23 \$6250 per fine.

24 And it ranged across the board, you know,
25 not applying official identification. Surprisingly,

1 there was only one case of tags being removed, official
2 tags being removed. But mostly no CVI or no official
3 identification when it was needed. And so there is more
4 violations than there are cases, because there could be
5 two producers, a producer of market, trucker, whatever,
6 involved in the investigation.

7 For the first year after we published the
8 rule we used that as an informational period; meaning,
9 if you think the rule is confusing, try going around and
10 explaining it to people. So we wanted to make sure
11 everybody knew what they were supposed to be doing. So
12 we gave a year just to try to get that through. So we
13 call it consultation, basically. If you violated the
14 rules these animals needed official ID, you didn't do
15 it.

16 So for 2014 we did 2,878 consultations,
17 did 1,776 for 2015. Letters of information. Okay. We
18 have talked about this five times, violated the rule,
19 send you a letter, still not an enforcement action, but
20 just a little more formal. We did 2,300 of those in
21 '14; 2,016 in '15. And then total cases initiated were
22 50 in '14 and 74 in '15.

23 And so we really focus on trying to gain
24 compliance through education and trying to work out why
25 there was non-compliance. Did you do it on purpose?

1 Did you do it because you didn't know? So I think those
2 totals show that we tried to do educational means --
3 (Inaudible) -- instead of jumping to an IES
4 investigation. But when we do find repeat offenders we
5 do initiate those investigations, and those are the
6 results we have, basically, if you consider it since
7 2014 when we really started those investigations.

8 MS. GOODE: Can you touch briefly on the
9 first half of the question as to who is in charge of the
10 enforcement?

11 MS. NOVOTNY: Sure. Basically APHIS and
12 states work on this hand in hand. We both monitor
13 compliance. I think it's always a struggle with
14 personnel. You can only have so many people. They can
15 only be in so many places.

16 And when you take a look at
17 documentation, things like that you have to follow -- or
18 even at markets you would have to follow every movement
19 to the end game to know if it was a compliance action or
20 not. I think that's where we struggle a little bit.
21 You know, that spot checking at slaughter plants and
22 things like that and at markets, I think those are our
23 biggest compliance checks that we do.

24 The states are also really good about
25 they receive the ICVI, they get a copy of each ICVI that

1 gets submitted. So they are really good about checking
2 those and seeing, you know, what class of animal it is,
3 that sort of thing, and then touching base with either
4 the producer or the accredited veterinarian to follow up
5 if there is any violations in terms of either the
6 initial ID of saying they were exempt or why they
7 weren't exempt, that sort of thing. So there is
8 compliance checks on both sides of that as well.

9 MS. GRIMES: Does that answer your
10 question?

11 MS. NOVOTNY: And Ron probably has a
12 good --

13 DR. HALL: I promise this will be the
14 last time I say anything unless I'm asked a direct
15 question.

16 So I'm going to kind of throw it back on
17 the livestock industry of Oklahoma a little bit here
18 when we talk about enforcement. You all need to be
19 holding me to a higher standard. You all need to be
20 telling me that we need to be doing a better job of
21 monitoring the highways and the roads so we can catch
22 people who are hauling cattle across state lines without
23 certificates of veterinarian inspection or without
24 official ID.

25 But I've got 13 inspectors that cover the

1 state. And we get almost as much money from you USDA to
2 pay our people's salaries for doing things like
3 monitoring poultry flocks for avian influenza and other
4 programs as are appropriated by the state legislature.

5 I would love -- and some of you guys know
6 what I'm dealing with right now. I would love to have
7 people on the road every so often stopping people. And
8 the word gets around very quickly that, you know, we're
9 checking for ID and for certificates of veterinarian
10 inspection. We won't have to have somebody on the road
11 all the time, but I would love to be able to do that.

12 I would love to be able to do a better
13 job of enforcing the laws that we have. You know, we've
14 removed some because we couldn't enforce them. I just
15 feel like some of these other ones are important enough
16 that we shouldn't do away with them, but it just really
17 bothers me that we can't enforce them.

18 So you all need to be holding me and my
19 division to a higher standard, but the only way I can do
20 the job is, I promise you, I can't work very many more
21 hours a day than what I work right now. I've got to
22 have more people. And the other way I can do that is
23 if, somehow, we get more funding to hire more people to
24 do that. And that's got to come from the livestock
25 industry, I think, in supporting us in the legislature.

1 And I know that's a very unpopular thing right now.

2 This is a speech I've been thinking about
3 for several weeks now that I've been wanting to put
4 together. And I didn't intend to say it in this forum
5 today. This probably isn't really the place. But,
6 again, you know, you kind of brought it up.

7 I hate the fact that we can't catch some
8 of these people that are doing it wrong, because most of
9 them are not trying to do anything wrong. Most of them
10 just -- it's a pain to go to the veterinarian and get a
11 health certificate when they are going across state
12 lines when it's just ten miles across the Red River or
13 whatever.

14 But the fact of the matter is when that
15 happens we lose traceability. And we need to have
16 something in place for the private treaty sales, but I
17 don't have any way of doing it right now.

18 So I would just kind of throw it back on
19 you guys. It's sort of up to you all how much you want
20 to be able to have traceability.

21 AUDIENCE MEMBER: Dr. Hall, the ones that
22 were caught, the whistleblower, when he calls in -- the
23 ones that were caught, was it more somebody called in
24 turning them in?

25 DR. HALL: Sometimes we get a call that

1 someone has done that and sometimes alerts us. It's
2 usually a mother-in-law that's mad at her son-in-law or
3 something like that. You know, we do follow up on
4 those.

5 And, honestly, the first time we catch
6 somebody doing something like that, it's just a warning
7 or a letter of warning, especially if we think it's
8 something where they probably didn't know. We catch
9 them doing it again, it gets a little stronger.

10 Certainly, if it's an egregious thing or someone we know
11 they know what the rule is, we would take more action.

12 MR. PAYNE: Dr. Hall, first I want to
13 tell everybody what a good job you do. You do a great
14 job and that was -- what I said was not meant that you
15 don't.

16 I was really more speaking about the
17 non-compliance that we would possibly see, as we're
18 seeing this happen now. It's legal. It's not
19 non-compliance when they sell cows back and forth in the
20 country. That doesn't have to be reported other than to
21 each other.

22 But if this was a mandatory program that
23 covered everything having to be identified then those
24 cows in the country that traded amongst their selves
25 would have to be. And how would the enforcement

1 officials even know that it happened to enforce it?
2 It's not possible. We don't know it now, we wouldn't
3 know it just because a tag was supposed to be put in the
4 ear. That was kind of where I was going.

5 DR. HALL: Yeah. In Texas a couple of
6 years ago Texas passed a rule that required intrastate
7 change of ownership to have official identification.
8 Russell Eisfeldt (phonetic) here is their animal disease
9 traceability coordinator down there.

10 So I don't think they have a real good
11 way of monitoring that. But, Russell, I mean, do you
12 feel like it's working or helping some, anyway?

13 MR. EISFELDT: Well, I guess it's helping
14 me because I have to tag my own cattle that I buy
15 because I work for the state and I don't want to get in
16 trouble. But, for the most part, it is helping some
17 for the people that are going to be honest about it.

18 But then we have a seven-day rule. You
19 have seven days after you purchase an animal to tag it,
20 resell it, or send it to slaughter. So farmer Brown
21 buys a hundred head or something, takes them to his
22 pasture, turns them out, we don't really know if they
23 tag them or not unless we come back to a trace or
24 something like that.

25 But if they go to slaughter or resold, he

1 has a replacement. Because a lot of times people --
2 well, Texas accepts open cows without any restrictions
3 on being bred. So this guy buys it, takes it to a Texas
4 market, and at most of our markets all the replacement
5 cattle are tagged there. So we have a little more
6 traceability that way.

7 So it's working some, but it still has a
8 lot of holes in it.

9 MS. GRIMES: So let's do one more and
10 then.

11 MR. MCKEE: I forgot what I come up here
12 for now. I love this deal. I'm Mark McKee. I own a
13 sale barn in Parsons, Kansas. Sixteen years old I
14 couldn't hardly wait until I went to get my first job in
15 the sale barn. That was 51 years ago. Do the math.
16 No. Fifty-two.

17 Anyway, I bought my first market in 1976,
18 soon to be 42 years ago. Ran two of them for six years.
19 God only knows why I did that.

20 Anyway, I think it's amazing how we sit
21 here. I kind of feel like I'm in church and all the
22 Baptists are in the back. And the other up front -- I
23 feel like the Baptists are kind of on this side and the
24 sinners are on that side. Even with that analogy, Sam,
25 I don't mean to include you in that. You guys are

1 just -- it's amazing how we kind of separate ourselves
2 from the sheep from the goats.

3 You guys ought to come up here and watch
4 this lady type on this typewriter with no letters on it.
5 It's kind of amazing. I think she's writing that down.
6 Am I going slow enough for you?

7 You know, we've seen a lot of changes in
8 this industry over the last five decades, even go back
9 further back than that when they drove the cattle out of
10 Texas and went north. And we've hashed out a lot of
11 things here today. We have talked about the pros and
12 the cons, the goods and the bad.

13 We saw the promotion that it seemed like,
14 okay, the ADT is going to make the cattle worth more,
15 but then we kind of steered away from that deal. You
16 know, we are either focusing towards disease
17 traceability or are we actually getting more for our
18 product.

19 We've sat here and we try to justify what
20 we do. Added cost, added regulations, anything that --
21 excuse me, God, for saying this this way -- is forced
22 down our throat, is gets a pushback. And that producer,
23 even if he is a large producer to some degree, will push
24 back to some point.

25 We saw \$3 five-way (sic.) steers not that

1 long ago. We didn't get \$3 five-way steers because of
2 animal disease traceability. We're selling five-way
3 steers for 150, sometimes 160 or 170. We're not selling
4 them that price because we don't have animal disease
5 traceability. We are in a free market system that has
6 worked for decades.

7 Now, if we have a situation that we have
8 that the veterinarian department, the USDA wants us to
9 have something to implement some type of traceability,
10 and it's to the benefit of the industry, then I'll be
11 all for that. I like the lady's suggestion that we have
12 a tier that -- if we go up to the issue of we can expand
13 to China because we have it. And we have seen these
14 niche markets come and go and come and go.

15 But if we can have the situation where
16 those who do participate -- and you guys might not agree
17 with this -- but that enhances the ability for that
18 animal to bring more, that allows that producer to do
19 that. But please don't force it against my 83-year-old
20 man that's going to sell out and quit here in the next
21 two years, because he will.

22 The market structure that we have today
23 has so much ability for the USDA to find the information
24 that you want, and you're not able to get it from these
25 freelance people that want to do what they want to. We

1 are the industry that's being used -- I don't want to
2 really say that we're being abused, but we really do
3 have a lot of information to give you guys.

4 And every one of these market operators
5 can tell you, we can trace it back for you. It might
6 make your job easier, but we've got a very interesting
7 industry. And I will be interested to see how you guys
8 feel when you go to Montana or when you go to the
9 southeast, to the west and the northeast, and you're
10 going to find a lot of variations. This is the first
11 one you're going to have. It will be interesting to see
12 the feedback that you guys have. We will hear that
13 stuff.

14 So I say that to the fact that let the
15 free enterprise -- I still like it. I love the
16 gentleman that you can say anything you want to because
17 you are going to retire. Now, I'll be 67 in June and I
18 can't retire.

19 And we were discussing this out in the
20 hallway. As we find more regulations, more regulations,
21 and more regulations, and forgive me for using the word,
22 forced upon us, those of us who have a free enterprise
23 industry that we want to some day move on to the next
24 generation, they might not want to buy our industry.

25 And it's been alluded to the fact of the

1 enterprise and how it has changed and the gentleman that
2 has produced something for that producer, to educate
3 that producer. We're going to see some real
4 difficulties in the next ten years if we have a major
5 change in this industry that eliminates the free
6 enterprise. So that's what I got.

7 MS. GRIMES: Don't you know you're
8 supposed to drop the mic? You're the last one.

9 So I want to make sure everybody is
10 clear. I think we're at 11:30, maybe a little past
11 that, but we are going to give a full hour for lunch.
12 We're not going to cut that short.

13 When we come back from lunch, though,
14 that's when we will break out into smaller groups.
15 Again, reminding you that salons A and C are to the
16 right out this door and I think right around the corner.
17 So we're going to -- what we're -- I think what we're
18 going to do is four groups.

19 So we've got -- we could have one group
20 in each of those rooms and we can have this room
21 directed to two smaller groups because it's a fairly
22 large room we can accommodate. And if people want to
23 move chairs to each corner so they are not, you know,
24 hearing too much of the other person, we can do that.

25 So that would be the plan. But in

1 preparation for that I need to go ahead and split you up
2 into sinners and saints. I want nice blended groups of
3 sinners and saints so that we get good, robust
4 conversation this afternoon too, because out of good
5 debate comes better ideas. So I think we all have
6 invested enough time today to saying we are committed to
7 doing something well if we're going to do it at all. So
8 I appreciate everybody putting some time and effort into
9 that.

10 So remember in elementary school where
11 you do one, two, three, four? That's what we're going
12 to do here. I'm going to actually start in the back.

13 Now, the handsome fellow that lifted his
14 arm, yes, if you could count one, two, three, four as we
15 go and we will just work our way back. And your job
16 over lunch is to remember which group you are in. And
17 then I will introduce you to your facilitators and note
18 takers. You will find them after lunch. You will go
19 right directly into your smaller groups.

20 (The audience counted off group numbers.)

21 MS. GRIMES: All right. Is that
22 everybody? Okay. So then I need my cheat sheet.

23 So group 1, I want to -- the facilitator
24 for group 1 is going to be Sunny. So if you're in group
25 1, why doesn't that group stay kind of in this room.

1 Groups 1 and 3 will be in this room.

2 Groups 2 and 4 will be each in the other,
3 A and C. And I don't care which you go to. I will let
4 the facilitators decide where they want to go.

5 So Sunny is the leader for group 1. Jill
6 is going to be helping take notes.

7 Then we have group 2, which is Bill,
8 okay, in the back. He's going to be your facilitator.
9 And Micah is going to be helping take notes.

10 Group 3, also in this room, will be
11 Dr. Brewer as facilitator. And Vickie is going to be
12 note taker.

13 And then group 4 will be Dr. Hall as
14 facilitator, and Zeke will be the note taker.

15 AUDIENCE MEMBER: One change in that.

16 MS. GRIMES: Sure.

17 AUDIENCE MEMBER: (Inaudible.)

18 MS. GRIMES: Perfect. Okay. So we'll
19 have groups 1 and 3 in here, the odd groups in these
20 corners; and then the evens, 2 and 4, will be in salons
21 A and C. And look for your facilitator. And if you're
22 not sure where to go, come back in here and I will try
23 to redirect you after lunch.

24 Thank you. We're going to go to 12:45.
25 Be back in your groups at 12:45.

1 (The lunch break was had.)

2 (Following the small group sessions, the
3 recorded meeting commenced at 2:30 p.m. as
4 follows:)

5 MS. GRIMES: Okay. Okay. So let's go
6 ahead and get started and that way we can be sure the
7 people can get out and beat traffic possibly. We can
8 ask for a volunteer group to go first or we can take it
9 in order.

10 Does anyone want to volunteer to come up
11 and share highlights from their conversations?

12 MR. HAZALEUS: So we are group 2 and our
13 topic of discussion was movement documents, ICVI,
14 ownership statements, brand certificates and how to
15 acquire good movement information while maintaining a
16 practical and cost-effective system.

17 So our first question: Do we need more
18 or less information on the ICVI?

19 And the consensus of the group was that
20 we would leave that up to the markets, their discretion.
21 Us in the room, we kind of felt like the auction
22 operators, we kind of felt like the information there
23 was good, we didn't really need any more. But if our
24 vet decided that they needed some more then that way
25 would leave that to their discretion to come to us to

1 help them get that information or to go to someplace
2 else to get it.

3 The question was asked about trying to
4 use more electronic ICVIs instead of paper. There are
5 some programs out there now that are -- there are some
6 for purchase and some that are free that you can use
7 that will give you the opportunity to do electronic
8 ICVIs, and they are already approved by the states and
9 USDA.

10 The second question was: What types of
11 movement does effectively support disease traceability?
12 What movement documents are practical for the entire
13 industry?

14 Our group felt like that in Oklahoma the
15 ICVI has worked the most effectively and probably the
16 easiest. Could we -- the question was posed could we
17 get to a point where we could just have electronic
18 health certificates and do away with the paper ones,
19 because most everybody in the room felt like that the
20 truck drivers probably use it to wipe their mouth of a
21 little catchup or throw it in the trash or make a note
22 on how to get to the kill plant or something like that.

23 So we were pushing them in the direction
24 of possibly go with a more electronic one that would
25 just ultimately go from the livestock auction to the

1 animal health officials. Because there's really no need
2 in giving the truck driver the information, because he's
3 not really going to be the one that handles the
4 traceability of an animal anyway.

5 So, also, we came up with what we felt
6 might be a good solution when you get -- you send a load
7 of cattle somewhere, and you just tell the truckers,
8 "Head west and I'll call you." Well, when those cattle
9 leave the livestock auction they are supposed to put a
10 specific physical address on there, and so we thought it
11 would be also in our benefit to, if we had more
12 electronic ICVIs, to where we all know what happens,
13 send the trucks west, tell them we'll call them in an
14 hour and tell them where they are going.

15 So if we have that electronic, we can
16 continue to do that, but midstream all the trucks, you
17 know, half way to its destination you can pull it up on
18 your phone or your iPad or computer and you can update
19 that ICVI electronically with a specific physical
20 address that they are going to that you might not have
21 had at the time you loaded the truck and you headed them
22 off. And, obviously, that would go on to the end user,
23 the animal health officials, to help them with any types
24 of traceability that might have to come into play.

25 The third question we had was: When

1 should cattle and bison move on an ICVI?

2 And pretty much the unanimous voice of
3 the group was any time there is an ownership change
4 there should be an ICVI at any single point of ownership
5 change. And we also realize that the only people that
6 are enforcing that right now are the livestock auctions,
7 because there is no manpower to regulate the people who
8 are selling the cattle in the country without using an
9 ICVI, which was kind of a thorn in the side for all the
10 livestock auction owners in the room because it really
11 kind of pisses us off.

12 AUDIENCE MEMBER: Could you put that in
13 English, please?

14 MR. HAZALEUS: Yes, sir. I'm sorry. We
15 understand that they don't have the manpower or the --
16 one of the things that was brought up was could we maybe
17 invest some of the money that we're investing now and --
18 I forget his name.

19 What's your name? I forgot. I'm sorry.

20 AUDIENCE MEMBER: Dr. Healey.

21 AUDIENCE MEMBER: Burke Healey.

22 AUDIENCE MEMBER: Dr. Burke Healey.

23 MR. HAZALEUS: Yes. Anyway, he brought
24 up a good -- and I'm sorry I couldn't remember your
25 name. I apologize.

1 DR. HEALEY: That's all right.

2 MR. HAZALEUS: I brought up the point, I
3 said, Well, to me we're kind of -- I feel like we're
4 kind of wasting our time and money to further go into
5 phase two of ADT when we really don't have phase one
6 down pat anyway. And the point that I brought up is
7 really the only one you have is through a livestock
8 auction, because outside of us, nobody else is doing it.

9 And he brought the point up, he said,
10 Hey, this is not about -- this is not about trying to
11 further go into phase two. What we're talking about in
12 my group, what we're trying to figure out is how we can
13 better do phase one.

14 So our suggestion as a group is to try
15 to -- I know this is shooting for a unicorn, but try to
16 maybe invest some more money into getting more
17 compliance with the people that are not selling the
18 cattle through a livestock auction, because there's a
19 lot of loopholes right there that could be eliminated if
20 we could possibly get maybe something more harsh than
21 just a warning letter. And I get a little ticked off,
22 so I'll go to the next subject. Sorry.

23 When can cattle and bison move without a
24 ICVI or when another document can be used?

25 And, really, kind of goes back to our

1 ownership change. If there is not an ownership change
2 there's really not a need for a ICVI. If you are
3 sending them to another ranch or owner's location in
4 another part of the country, but they are not changing
5 owners, there's really no need to have an ICVI. So that
6 was kind of -- we left that washing down.

7 The next one is: How should we address
8 the ship-to destination when it's unknown when an ICVI
9 is prepared?

10 It goes back to what we talked about
11 earlier when, if there is more of move, more of a push
12 to go to the electronic ICVIs, then we can update those
13 on the fly in real time and it can go directly to the
14 animal health officials that it needs to go to.

15 It doesn't have to pass through a truck
16 driver's cell phone or a napkin or whatever he's got in
17 his hand at the time. It just goes directly from the
18 livestock auction to the animal health officials.

19 So the next question was: How can we
20 increase the value of -- how can we increase the value
21 of owner shipper statements for traceability?

22 The consensus of the group was it's
23 really -- that there really was not a value to be
24 increased. It seemed more of a waste of time unless all
25 the cattle are officially IDed.

1 Sorry. Excuse me. I'm trying to read
2 through these notes. I didn't write them and the
3 handwriting is really nice, so I can't read it because
4 I'm used to my chicken scratching. I mean that
5 seriously.

6 So it kind of all went back to -- every
7 question that we were posed on the ICVIs, I wasn't aware
8 of this. I'm sure most of you guys are. But most of
9 you guys know I'm pretty new to this anyway.

10 So I guess there's markets in the
11 southeast that don't have vets on sale day. I didn't
12 know that. I kind of see that as a problem. I mean, I
13 understand why they don't. It's logistics.

14 But if there was more of a mainstream of
15 electronic ICVI to where we can maybe -- I think it
16 would -- I think that was one of the tasks that Burke
17 kind of gave our group is, Hey, why don't you guys come
18 up with some ideas to help us make phase one better.

19 So, really, to summarize -- to summarize
20 everything that we talked about, the electronic movement
21 towards the ICVI we felt was a big plus and mainstream
22 that. And also -- I know this is a unicorn -- but if we
23 could get the people who sell their cattle in the
24 country to fill one out, it would be really nice.

25 MS. GRIMES: Any questions?

1 COURT REPORTER: I have one. What's your
2 name?

3 MR. HAZALEUS: I'm sorry. I'm Jeff
4 Hazaleus from Durant Stockyards in Durant, Oklahoma.

5 COURT REPORTER: Spell your last name for
6 me.

7 MR HAZALEUS: H-a-z-a-l-e-u-s.

8 COURT REPORTER: Thank you.

9 MS. GRIMES: That is correct.

10 MR HAZALEUS: Nobody is going to ask me a
11 question? Come on now. I know you've got something on
12 your mind.

13 Thank you. I didn't set the bar very
14 high for the rest of you all, so you're welcome.

15 MS. GRIMES: Another volunteer group?

16 AUDIENCE MEMBER: We're going to go,
17 group 3.

18 MR. STARKS: Okay. So I'm Tim Starks
19 from Cherokee, Oklahoma. We are group 3, primary
20 discussion area group on overall traceability goals,
21 objectives and obstacles.

22 The current ADT framework provides a
23 book-in-like system for all dairy and adult beef cattle.
24 So as we go through these, keep in mind that we're still
25 talking about the existing system as it is, the

1 requirements for dairy and adult beef.

2 The thing that we agreed upon the most as
3 we went through this is that we weren't going to agree
4 on this, and we were there on several points. Very
5 diverse group. But a really tough subject to tackle
6 here. It gets down to what's realistic and what, you
7 know, our ultimate goal or what's in a perfect world.

8 Bullet point one: What level of
9 traceability should ADT achieve in the long term for
10 disease control and response?

11 And we did come to a consensus there that
12 it's our responsibility to try to achieve 100 percent
13 goal for animal disease traceability as it relates to
14 the control of disease and our ability to respond to it
15 as an industry.

16 Bullet point two: What level of
17 traceability should be targeted in the next or the
18 short-term phase of ADT?

19 So we really didn't put a time frame on
20 that, but in the very near future what should our goal
21 be? This is where we got fairly split. We had members
22 of the group that felt like that goal should be 100
23 percent and others that felt we didn't come up with a --
24 how much less the figure was, but maybe a little bit
25 more realistic goal is that, you know, we're not -- we

1 had the system running for four years now. We've not
2 been able to do it to 100 percent, so why would we think
3 we could tomorrow? But that's how we tackled that one.

4 What are the primary obstacles? This one
5 was easy. Primary obstacles including producer concerns
6 that are associated with traceability.

7 We got a pretty good list out of these.
8 Number one with a star beside it, just the sheer
9 diversity of our industry. We've had people talking all
10 day. One gentleman will get up and say that if you --
11 if you do this my producer will quit because he won't
12 cut his bull calves, and the next one gets up and says,
13 "I know they will do it."

14 We have varied opinions, a lot of
15 diversity in us. We have an aging industry. You know,
16 is it physically possible? So that's -- we felt like
17 that needed to rise to the top in here.

18 And then I would just like to put a
19 personal item on that is that I think that's what makes
20 the beef industry so successful, and that's why it's
21 still in the hands of the grass-root producer. It's a
22 huge advantage over some of the other meat industries,
23 but it's certainly an obstacle that's related to this
24 question.

25 The fact that we're not fully digital,

1 just the sheer ability to handle the information,
2 disseminate it. And you break the not digital down into
3 record keeping or the documentations in the state and
4 national offices. And then a separate segment under
5 that is, you know, RFID tags in animals, not having RFID
6 tags as a requirement for that, and the ease that, if
7 the technology is there and workable, that that would
8 provide -- to help stay on our task with some of these
9 other things.

10 And I will drop down to that. Number
11 one, the speed of commerce. We seem to be, as a group
12 all day, can agree on the fact that the speed of
13 commerce is very, very important in any kind of a
14 program, and so that makes our list.

15 I'll go back up to one I jumped over, the
16 cost. And we want to reiterate the fact that cost
17 doesn't just involve the cost of a tag. It's the loss
18 of production, it's the injures, the lamenesses (sic.),
19 it's the labor, it's the workers' comp, it's the
20 building the infrastructure so that you have a place to
21 apply these tags, setting up -- some of the folks in our
22 group a lot more knowledgeable than me on the technology
23 that's out there, and some of the bar readers versus
24 hand wands and what's available. It's getting our
25 cattle-handling systems capable of handling this

1 information.

2 We talked a lot this morning, and private
3 treaty sales made our list again. It's just hard to get
4 your hands around these cattle that are trading in the
5 country, and so that becomes a big obstacle for us on
6 traceability.

7 Intrastate movement where there aren't
8 requirements for the ICVIs and stuff like that, so we're
9 not creating the documents that we use for traceability.
10 So the fact that an incredible amount of cattle moved on
11 intrastate on a day-to-day basis, it's hard to track
12 those movements.

13 And lack of standardization. Whether
14 that be in our production practices or whether that be
15 in the equipment that we would want to use to gather and
16 disseminate this information. And so we used the word
17 standardization a lot today in our group.

18 We kind of put bullet points four and
19 five together and turned them into one. What level of
20 traceability is needed to support international trade
21 opportunities? And the answer is we don't know. It's a
22 moving target. None of our foreign trade partners will
23 set in stone and stay hooked.

24 Someone this morning said, Yeah, I'll do
25 it if somebody will sign a contract and say, "I'm going

1 to stick with you for ten years. This is what we want."
2 And they said if that would happen then I'm on board, we
3 will go. It's not out there. It's not available. So
4 as long as the ask (sic.) of our trade partners is a
5 moving target, we can't answer that question.

6 Drop down to bullet point 6 then: What
7 methods of official identification are necessary to
8 achieve our short and long-term objective?

9 In the short term we felt like all of the
10 ID methods that are being used, those are capable of us
11 getting to our goal. We just have to do a better job of
12 policing or patrolling or enforcing what's in place that
13 we felt like that the equipment that's there, whether
14 it's the metal tag or an RFID tag, is capable of getting
15 us there. In the long term we felt like we certainly
16 need to be going down the fully digital route involving
17 the tags in the animals, as well as the information
18 being stored and the record keeping.

19 Drop down to seven. How can the RFID
20 technology be utilized most efficiently to advance
21 traceability?

22 And this is where we got back to the
23 standardization again. Overwhelmingly agree that if
24 we're going to -- if we're going to ask for these RFID
25 tags to be used, we can't expect points of sale to have

1 available multiple company products, high frequency, low
2 frequency and different readers and so forth. It
3 absolutely, positively would have to be standardized;
4 and then tie that into a little bit back to the fact
5 that the system itself nationwide would need to be more
6 standardized.

7 It's awful hard for us to deal with
8 different import requirements from the different states.
9 And we didn't talk about that much there, but what went
10 through my mind there was the fact that we talked about
11 this morning, it was brought up that that was one of the
12 big points in the startup of the whole animal disease
13 traceability system was: Here is the system. Now you
14 states do whatever you have to do to get to the goal.
15 And then today back there in the corner we kept coming
16 back with: But it has to be standardized or it doesn't
17 work.

18 So you can do with that what you want to.
19 That's a little bit outside the group, a little bit of
20 my thoughts.

21 What percent of the cattle and bison
22 would need to be identified with RFID technology in
23 order to obtain the potential efficiencies of the
24 technology?

25 Seems like an obvious answer there. If

1 the technology is there and it's in place your potential
2 would be to be able to read 100 percent. So 100 percent
3 is what we use there.

4 And then: If RFID is to be considered as
5 a future solution, how could the U.S. cattle and bison
6 industry move towards the objective of having a fully
7 integrated system?

8 And I'm going to bore you to death with
9 standardization one more time. I felt like that's the
10 key to making the whole thing work. If we're going to
11 fully integrate it nationwide we -- as an industry we've
12 got to agree on the technology that we're going to use,
13 and somebody wins and somebody loses.

14 And I just requested that I get a little
15 bit of inside trader information on that. I'd like to
16 know who it's going to be.

17 Questions?

18 (No response.)

19 MR. STARKS: Thank you all, very much.

20 MS. GRIMES: All right. Who else would
21 like to -- turned off and on my good mic.

22 Okay. Group 4.

23 MR. CHAPMAN: See, I think they chose me
24 because they knew that I wouldn't need a microphone, but
25 I will use it.

1 I'm Terry Chapman. I'm the Livestock
2 Marketing Association representative in Oklahoma,
3 Arkansas and part of Kansas. So we took a little bit
4 different route. I'm not going to go down through and
5 just take each individual question. But in my summary
6 we will -- we pretty much answered the questions. Okay?

7 First off, the -- and then I will get
8 back to the summary of this. But the group feels like
9 that we need to concentrate on phase one. I'm going to
10 start with plugging the holes or fixing the problems
11 with phase one before we start talking about phase two.

12 But then we went back and tried to --
13 it's like: Okay. What are the holes? What does need
14 to be fixed? What does need to be corrected in phase
15 one?

16 And I'm just kind of listing them out
17 here. I'm not going to do a lot of explaining about
18 them, because, actually, the prior two groups have
19 already. So this is going to be a little bit redundant.

20 But currently the only adult cattle that
21 are being identified and recorded predominantly are all
22 those adult cattle that are sold at livestock actions
23 and moved interstate. Okay? To plug that hole it was
24 the group's consent that all adult cattle and all adult
25 cattle changes of ownerships should be identified and

1 that they should be recorded and that information
2 disseminated. And we're talking private treaty sales,
3 country sales.

4 One comment was made about -- and that is
5 private treaty or private production sales. Okay? A
6 good majority of our replacement cows and bulls are sold
7 and bought at private production sales, and those should
8 be included in the animal ID program for adult cattle.

9 One of the other gaps in this has to do a
10 little bit with the back tag on it. Moving to slaughter
11 is the capturing of that data, that information, and
12 retaining that data so it's available. Okay?

13 And the last one is dissemination of the
14 data. Okay? And the group before me just said it. It
15 needs to be standardized, that all of that data is
16 disseminated the same way and that all changes of
17 ownerships of adult cattle that -- I think our state
18 official in our group even mentioned this, like that is
19 an issue that all states have is the ability and man
20 hours and the ability for data entry.

21 So the electronic will -- and that came
22 from me. That didn't come from the group, okay, that
23 comment.

24 And to sum that up is here we've got all
25 these issues that we've identified that we feel like

1 need to be discussed and fixed on phase one. If you're
2 talking about going on to phase two, you've got all
3 those same problems. You've got all the same issues,
4 just multiplied times a thousand, whatever. It's
5 astronomical.

6 Questions?

7 (No response.)

8 MS. GRIMES: Sunny, are you good?

9 MS. NOVOTNY: I'm good.

10 MR. PROCTOR: Okay. Can everyone hear
11 me?

12 MS. GRIMES: Yes.

13 MR. PROCTOR: Okay. I drew the short
14 straw in group 4. I'm Zeke Proctor, currently work for
15 the USDA, but I also run a few commercial Angus cows and
16 sometimes retain those calves a little longer, depending
17 on what mother nature does to us. And I've had a good
18 time today. This has been really a good meeting. We
19 had a really good brainstorming session in group 4 here
20 after lunch.

21 Group 4's topic really centers on the
22 feeder cattle segment and should they be IDed, when
23 should they be IDed.

24 So I will kind of run through the bullet
25 points that we talked about. Question one that we dealt

1 with is: Should they be identified at some point in the
2 future?

3 And we really got pretty -- you know, I
4 think we -- with topic one we got so in depth that we
5 jumped some of the other topics. But we made this into
6 a somewhat informal brainstorming session. And some of
7 the points that we brought up during this session will
8 pop up again as we go through the rest of this, rest of
9 these questions.

10 One thing that come up pretty frequently,
11 as you will see as we flip these pages, speed of
12 commerce is something that was a concern to a lot of
13 these guys, and solutions to get us where we need to be
14 in terms of speed of commerce.

15 And, guys from group 4, if I leave
16 something out or misrepresent something you said, feel
17 free to fill the gap for me.

18 Technology improvements. And group 1
19 through 3 mentioned those sorts of things. And then
20 affordability is another thing. And in terms of
21 affordability, where does -- where does the funding come
22 from? Is this on the producers? Is this on the
23 livestock markets? Is this on the government programs?
24 Where does that come from?

25 Another question that came up during this

1 segment is what needs to be improved with the ADT system
2 in order to make it work?

3 You know, lots of -- sometimes with a
4 question we found more questions than answers. But that
5 is one that came up and we'll discuss it a little bit
6 more as we flip these pages.

7 Another thing we talked about is, you
8 know, if this is a disease traceability issue what's the
9 real risk of deaths in humans from zoonosis. And what
10 we kind of came up with there is a lot of the diseases
11 that we are talking about are not zoonotic diseases, and
12 so all that is a question. We can answer that, you
13 know, with that answer.

14 And then another point that's going to
15 come up besides speed of commerce repeatedly through our
16 talk, another one that came up real frequently was that
17 we needed to iron out the, you know -- streamline the
18 ADT process in our adult cattle before we needed --
19 before we jumped on the feeder segment.

20 The second question that we addressed,
21 the second bullet point, is: Are there areas of ADT
22 that are a higher priority to address before being
23 concerned about the identification of beef feeders?

24 And, again, we mentioned that before. We
25 need to perfect or at least enforce the current rules

1 before we start adding more rules. That's something
2 that I think our group -- I don't know if I would say
3 consensus, but nearly so.

4 And then another concern that arose
5 during that section was we don't want to penalize the
6 markets when they are compared to private treaty sales.
7 And there's a concern that an ID rule regarding feeders
8 will force -- not force people, but push people to
9 market private treaty and leave out our livestock
10 markets. And that's a concern for a lot of reasons, but
11 one of them is because those guys are the ones that are
12 getting our ID on a lot of cattle that we are moving
13 now.

14 The third question that we -- or the
15 third bullet point is: Are there aspects of ADT that
16 need to be addressed that will make the ID of beef
17 feeder cattle more doable and more practical?

18 And, again, stuff that's been mentioned
19 by groups 1 through 3. One is uniform technology or
20 uniform system. And the second is, again, perfect or
21 reform or streamline traceability in our adult animals.

22 They feel like once we get the kinks
23 worked out of that, implementing the same system in our
24 feeder cattle will be a lot more streamlined.

25 The most significant challenges with ID

1 requirements included in beef feeder cattle, one is
2 speed of commerce. And one thing we can do to speed
3 that up for our auctions is have those calves tagged
4 before they get there, whether that's -- whether that's
5 on the farm or a tagging station, however we've got to
6 do that.

7 And then we talked about the additional
8 record keeping for not only the -- probably more so the
9 individual producers than the markets. But that forces
10 you to keep a little better records on what you're
11 buying and selling. And I think long term -- while
12 that's an extra step, I think long term that would be a
13 positive for the producer. That's my own personal view.
14 I think in the long term that will be something that
15 pays dividends in the pocketbook.

16 The next question that we dealt with,
17 bullet point 5, is: What issues of concern exist today
18 by not including this sector of the industry in the
19 official ID requirements and what are potential issues
20 in the future?

21 So we talked about trade internationally
22 and how that would help us get into -- potentially get
23 into some different international markets. We also
24 talked about consumer perception domestically.

25 You know, perception is reality and the

1 perception of traceability and safety in our -- and
2 accountability in our food supply is something that,
3 like I said, real or perceived, is something that would
4 help us sell domestically as well as internationally.

5 And then the obvious one is having those
6 ID would help us immensely in a disease outbreak,
7 whether that's something huge that involves a whole
8 country or something that, you know, is a local,
9 statewide thing.

10 And then the last bullet point that we
11 had on our list is: If official ID of beef feeder
12 cattle is incorporated in ADT what realistic -- what is
13 a realistic and practical target date for making this
14 transition?

15 And our group really couldn't come up
16 with a hard and fast number there. It really was based
17 on how fast they felt we could get it done efficiently
18 in our adult cattle. And they talked about one to two
19 years beyond that date, whenever that is.

20 And that was -- that kind of concluded
21 our discussion in group 4. Like I said, it was a really
22 good brainstorming session, covered a lot of ground in a
23 short amount of time.

24 What questions do you have for group 4 on
25 feeder cattle segment? Anything? Or corrections or

1 clarifications of something I have said that
2 misrepresented what your thoughts were in the session?

3 Thank you, guys.

4 MS. GRIMES: Can I ask one quick
5 question?

6 MR. PROCTOR: Do my best.

7 MS. GRIMES: So when you talked about
8 consumer perception, domestic consumer perception is
9 reality, are you saying that if the ID system isn't made
10 more robust there might be some diminishing of their
11 perception of the health or -- can you expand a little
12 more on what you meant by that?

13 MR. PROCTOR: Yeah. I forget which one
14 of the gentlemen was speaking at that point. But he
15 said, basically, McDonald's and Wal-Mart have convinced
16 our consumers that traceability or -- that there are
17 risks with antibiotic residues or disease transmission.
18 And so the perception is if we had a traceability system
19 and then there was accountability for those sorts of
20 things.

21 I think it really just boils down -- and
22 we kind of talked about -- we kind of got off topic here
23 and talked about things that aren't diseases, hormone
24 use and antibiotics residues. But just the perception
25 of there is some accountability if those things pop up

1 and, therefore, we can correct that problem with that
2 individual and not have food safety concerns.

3 And the "perception is reality" comment
4 kind of came with, you know, with the hormones. Is it
5 really unsafe for us? I shouldn't give my own opinion
6 on that.

7 Anyway, that kind of clarified it?

8 MS. GRIMES: Yeah. Thank you.

9 DR. HEALEY: Zeke, the question on
10 private treaty. So it's really, I guess, the bigger
11 group. When you talk about private treaty versus
12 livestock markets, we heard production sales is one
13 private treaty. So I guess, for the record today, I'd
14 like to know what you -- what -- because I think we all
15 have different perceptions what private treaty is. We
16 use that term in a very broad, generic sense.

17 So what is private to you all? Is it
18 satellite sales? Are those private treaties? Is it
19 buying some cows down the road, production sales, all of
20 the above?

21 MR. PROCTOR: Speaking for me, when I
22 mentioned that I think that the -- you know, the pure
23 bred sale, you know, whatever pure bred breeder has for
24 sale and sells a hundred of bulls and some heifers. I
25 think of that, while Dr. Hall's livestock inspector

1 might not be there, one of our accredited vets should
2 be, they should be doing health papers because a lot of
3 those are crossing state lines.

4 When I'm thinking of private treaty sales
5 is buying a bull off Craig's List, you know, or buying a
6 bull from your neighbor down the road where no
7 accredited veterinarian is involved, there is no trick
8 test done, there's no CVI done. So I'm talking about
9 just going down the road, one that an accredited vet or,
10 you know, a government vet has not been involved with.

11 Is that kind of what you guys thought or
12 are you guys --

13 AUDIENCE MEMBER: I think in our
14 community we've got individual stocker guys that will
15 buy directly from cow/calf guys. That's what we're
16 talking about. And then in our community we have got
17 the term "weigh station," where there are some guys that
18 set up certified scales. People come in, bring their
19 cattle -- (Inaudible) -- proof them, bunch them, resell
20 them. So you have got a lot of that going on. I think
21 it's all encompassing of any cattle that move anywhere
22 any way.

23 MR. PROCTOR: Do you lump in a pure bred
24 sale that an accredited vet is there?

25 AUDIENCE MEMBER: Absolutely.

1 MR. PROCTOR: Okay. I view those
2 differently, because at least an accredited veterinarian
3 is there.

4 MS. GOODE: So I think from my
5 perspective the law doesn't view any of those methods of
6 sale differently. If you are going across state lines
7 with adult animals, 18 months of age or older, the
8 method of sale should not matter. We should uniformly
9 enforce the requirements.

10 So I don't want to focus too much on what
11 all these different methods of saling (sic.) are. I
12 just want to say that we want uniformity across, not
13 just the check at the market. Does that make sense?

14 MR. PROCTOR: Yeah, I completely agree.
15 I just -- I think at a pure bred sale there should be at
16 least some oversight from an accredited vet who knows
17 those rules. Whereas that buying station or, you know,
18 just buying directly from a cow/calf guy, you can do
19 that without -- it would be easier to get that done
20 without involving an accredited vet and nobody would
21 know about it.

22 DR. HEALEY: And I'm just -- I don't
23 disagree with you at all. I wanted it stated for the
24 record so we were all -- when we talk private treaty it
25 means different things to different people, as we just

1 heard. So that we understand that we're talking about
2 any sales taking place outside of the livestock market.
3 That's our general reference to a private treaty sale.

4 AUDIENCE MEMBER: Would a private treaty
5 be anything beyond governed by the packers and
6 stockyards?

7 DR. HEALEY: Yeah. Just what in general
8 are you referencing when you say private treaties? We
9 are using the term very loosely today in discussions.

10 MS. GRIMES: Okay. Thank you.

11 (Applause.)

12 MS. GRIMES: So, Becky, don't go too far.

13 So we're almost at the end of the day and
14 you're going to have some closing remarks from people
15 that know so much more and they are absorbing so much
16 more than I personally could do at this point.

17 But I will say this has been a
18 fascinating experience for me to hear about. So I
19 appreciate all the good conversation and civility even
20 when we disagreed, so that's really great.

21 For those of you that have friends that
22 live in our states, you know, it's posted on our APHIS
23 website where the subsequent meetings are going to be.
24 But just so you know, this week we are having a meeting
25 in Riverdale, Maryland, which is where our headquarters

1 are. That's going to be Thursday. And then the
2 following week we are going to be going to Nashville,
3 Tennessee. And the rest of the dates in here are in the
4 announcement on our website.

5 So if you thought this was useful for
6 you, please tell your friends that live in those areas.
7 We would love to see them at these other meetings.

8 From that, at this point I'm going to go
9 ahead and ask Dr. Brewer to come up and give us some
10 closing remarks.

11 Dr. Brewer.

12 DR. BREWER: First and foremost, without
13 you we don't have a job. Our job is to help have a
14 robust and healthy cattle herd, and you're an integral
15 part of that. So I want to thank each and every one of
16 you who took a day or two days or three days, if you
17 traveled out of your day, out of your time, to come here
18 and to give us input.

19 A lot of us were at the original
20 listening sessions many years ago, and I can tell you
21 that this is a 180-degree change from what we saw there.
22 We had the cattle industry at the table here today, and
23 that was not always the case.

24 So I will venture out on that limb and
25 saw myself right off and say that what we need and what

1 we want and what will benefit every one of us in this
2 room is a robust and healthy cattle herd and robust and
3 healthy markets, whether they are domestic markets or
4 international markets.

5 There's a lot of things we talked about
6 that we have today, in our breakout groups, we have no
7 control over. So what we have to do is say what is it
8 in our house, what's in our yard, what is it we can
9 control? How can we come together as a group to
10 consensus and be able to have TB-free herds, be able to
11 assure our trading partners that we have what they want,
12 be able to sell the best and the most abundant beef
13 product that is produced in the world?

14 We know Australia out there with their --
15 no offense if any of you are from Australia. I have a
16 good friend, but he's not here. I don't want your beef,
17 which is not as good as our beef, to sell to markets
18 where we can sell our beef.

19 And, yet, I want the mother who doesn't
20 have enough money to buy organic or natural, I want that
21 mother -- she might even be on food stamps. I want her
22 to be able to go in the grocery store and know that
23 she's getting the very best product for the least cost.
24 So us working together is going to make that happen.

25 So thank you again. And I want to turn

1 it over to Sunny and Neil if you have any --

2 MR. HAMMERSCHMIDT: I think you concluded
3 extremely well.

4 DR. BREWER: Okay. So thank you very
5 much for coming. We appreciate it.

6 (Meeting concluded.)

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C E R T I F I C A T E

STATE OF OKLAHOMA)
) ss.
 COUNTY OF OKLAHOMA)

I, Trena K. Bloye, Certified Shorthand Reporter within and for the State of Oklahoma, certify that the foregoing proceedings were taken in shorthand and thereafter transcribed; that it is true and correct; and that it was taken on April 11, 2017, in Oklahoma City, County of Oklahoma, State of Oklahoma; and that I am not an attorney for, nor relative of any of said parties or otherwise interested in the event of said action.

IN WITNESS WHEREOF, I have hereunto set my hand and official seal this 20th day of April, 2017.



Trena K. Bloye
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 My Certificate Expires 12-31-2017

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USDA ANIMAL DISEASE TRACEABILITY (ADT) REGIONAL OUTREACH MEETING - SPRING 2017

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