

Industry Tonnage Reporting

AgGateway- Rod Conner

Clemson University- Brad Stancil

Kelly Registration Systems- Stuart
Edmondson, Nikki Espy



WHAT THIS INITIATIVE IS ABOUT

- Problems with current reporting methods
 - Paper intensive
 - Multiple formats
 - High cost to create
 - High cost to process
 - Not sustainable “best practice”
- Results of current methods
 - High cost to prepare data: the industry & the states
 - Errors from manual processing
 - Delay in data consolidation and industry level data reporting.

WHAT WE ALL CAN AGREE ON

- The industry would benefit from simplification
- Electronic reporting makes sense
- Implementing a standard can improve the process, reduce errors, and increase accuracy
- Industry cumulative data can be more timely
- **Cost savings will be realized by all**

THE GOAL OF THIS INITIATIVE

Paperless Tonnage Reporting by the end of 2016



PROGRESS

- Analysis of data reported - findings
 - Near 100% response from control officials
 - It is possible to create a standard format for all
- Standard transaction
 - Reporting & standards experts in AgGateway created a proposed industry standard data format.
 - The format was pilot tested in several states
 - AgGateway Members have adopted the standard
 - A transformation program has been developed for the pilot.

Industry Participants

- CF Industries
- CHS
- Land O'Lakes
- Loveland Products/Crop Production Services (CPS)
- Monty's Plant Food
- Mosaic
- Southern States
- Carolina Eastern
- Vereens Fertilizer
- Helena Chemical
- Scotts Fertilizer



State Participants

- Michigan
- Missouri
- Pennsylvania
- Georgia
- North Dakota
- South Carolina- Clemson University

Clemson University

- State Frustrations With Paper Based Processes
 - Time: 2 days for some larger companies
 - No tracking accountability of companies to report
 - Accuracy
- Online Solutions
 - KRS contracted in October 2012
 - 48 locations submitted XML/XLS for Q4 pilot

KRS Reporting Options

- AgGateway XML file
 - Pilot with CPS for Q4, testing with SS
 - Uses same coding as spreadsheet option
 - Challenges
 - Getting data from other companies, we're hoping to pilot with more
 - Initial set up, package sizes, license number/multiple locations
 - Payment options
 - Successes
 - Letters of intent to commit from 14 companies
 - Ready for end of year reporting!



KRS Reporting Options

- XLS/Spreadsheet uploads
- Option for companies that do not have the resources to create an XML file
 - Crystal Certified offers help to assemble existing data into the required format
 - Pilot with Clemson for Q4
 - An expressed interest by other companies for end of year reporting
 - Carolina Eastern, Vereens Fertilizer, Scotts
 - Initial set up took time
 - Questions as to why UFTRS was no longer being used
 - Increase in data accuracy- data scrubbing
 - Additional payment options
 - Time savings of 5 days worth of work

Excel Upload

CU > Public Service > Regulatory Services > Pesticide Regulation > Welcome

Fertilizer Licenses/Permits - Quarterly Tonnage Reporting

You can electronically **submit your Clemson Fertilizer Tonnage** to the Clemson Regulatory and Public Services Department in 4 simple steps. After submitting your data and paying online, you will be able to print a summary page.

Terms and Conditions:

TERMS OF SERVICE AGREEMENT

As manager, owner, partner, member of the organization, or stockholder, I am duly authorized to sign this application. I attest to the fact that the foregoing information documented on this application is true, complete and correct.

The applicant is a non-resident of Georgia, and hereby consents to and makes himself/herself/itself/themselves subject to the jurisdiction and venue of the

I Accept I Do Not Accept

Please Log-In to continue:

License Number:	<input type="text"/>
Password:	<input type="password"/>
<input type="button" value="Log-In"/>	



Excel Upload

You are logged in to enter your **Clemson Fertilizer Tonnage** for **100138 - CAROLINA EASTERN/DARLINGTON**

Fertilizer Tonnage Reports for Clemson

Year	Quarter	Tons	Fee Due	Late Fee Due	Paid
2012	Q1 (July - Sept)	494.15	\$0.00	0	Paid
2012	Q2 (Oct - Dec)	48.21	\$0.00	0	Paid
2013	Q3 (Jan - Mar)	146.24	\$0.00	0	Paid
2013	Q4 (Apr - Jun)	3,743.67	\$5,615.50	0	Edit

Total Tonnage: 3,743.67 tons
Fees Due (\$1.50/ton): \$5,615.50
Late Penalty : \$0.00
TOTAL AMOUNT DUE: \$5,615.50

Pay With Credit Card

Submit \$0 Annual Tonnage

Submit Your Data Electronically

[Print a Summary of your Data \(July - Sept 2012\)](#)
[Print a Summary of your Data \(Oct - Dec 2012\)](#)
[Print a Summary of your Data \(Jan - Mar 2013\)](#)
[Print a Summary of your Data \(Apr - Jun 2013\)](#)

Excel Upload



Regulatory and Public Service Programs

CU > Public Service > Regulatory Services > Pesticide Regulation > Welcome

Fertilizer Licenses/Permits - Quarterly Tonnage Reporting

You are logged in to submit your **Multi-State Fertilizer Tonnage Data Electronically** for [REDACTED]

By electronically importing your Fertilizer Tonnage Data, you can avoid having to manually submit data field-by-field, product-by-product, county-by-county. This process will import your data into our database, and organize it for the various Departments of Agriculture to view in the same manner as data that they collect online or on paper.

There are 2 file formats that you can choose from to upload your Fertilizer Tonnage Data; click the following links to learn more:

[Excel Spreadsheet](#), or

[AgGateway's XML Standard format](#).

Please use the 'Browse' buttons below to find the Fertilizer Tonnage Data file (.XLS or .XML) on your computer:

File to Import:



Excel Upload

Spreadsheet Errors:

Cell D:734 is not a valid county name or code for CL. (View CL county list)

Cells W:1613 and X:1613 and Y:1613 and Z:1613 cannot ALL be zero. A tonnage value must be entered.

Cell F:1792 cannot be a blank cell. Missing product name.

Cell F:1989 cannot be a blank cell. Missing product name.

Cell F:3618 cannot be a blank cell. Missing product name.

Cell F:3635 cannot be a blank cell. Missing product name.

Cell F:3680 cannot be a blank cell. Missing product name.

Cell F:3692 cannot be a blank cell. Missing product name.

Cell F:3753 cannot be a blank cell. Missing product name.

Cell F:3798 cannot be a blank cell. Missing product name.

Cell F:3885 cannot be a blank cell. Missing product name.

Cell F:3919 cannot be a blank cell. Missing product name.

Cell F:3964 cannot be a blank cell. Missing product name.

Cells W:4516 and X:4516 and Y:4516 and Z:4516 cannot ALL be zero. A tonnage value must be entered.

Cell H:7838 must contain a number between 0 and 100 for an N-P-K value.

Cell I:7838 must contain a number between 0 and 100 for an N-P-K value.

Excel Upload

CU > Public Service > Regulatory Services > Pesticide Regulation > Welcome

Fertilizer Licenses/Permits - Quarterly Tonnage Reporting

You have submitted your **Clemson Fertilizer Tonnage**.

No columns

Product Names for Tonnage Reporting

05-10-30 BULK.
15-00-00 CALCIUM NITRATE 50#.
18-46-00 DAP BULK.
BAG 15-0-15 50#.
BAG FERT 20-20-05 40# FISH PON.
BAG FERT. 34-0-0.
BAG FERT. 0-14-14.
BAG FERT. 10-10-10 PREMIUM.
BAG FERT.6-6-18 YAM.
BAGGED 10-10-10 50#.
BAGGED 10-10-10 PREMIUM.
BAGGED 15-00-00 CALCIUM NITRAT.
BAGGED 6-6-18 AM. TOB..
BAGGED FERT. 17-11-17.
BAGGED FERT. 17-17-17 50 LB..
BULK 60% MURIATE OF POTASH.
BULK FERT 40-0-0.
BULK FERT. 5-10-30.
NITROGEN 25-00-00.
NITROGEN, 28 S.

NO ERRORS! Click the button below to post to the database.

Post Spreadsheet Data



Excel/XML Upload

Fertilizer Tonnage Reports for Clemson

License Number	Year	Quarter	Tons	Fee Due	Late Fee Due	Payment
100049	2013	Q4 (Apr - Jun)	1,950.102	\$2,925.15	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100052	2013	Q4 (Apr - Jun)	374.560	\$0.00	\$0	<input type="button" value="Paid"/>
100053	2013	Q4 (Apr - Jun)	1,316.585	\$1,974.88	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100054	2013	Q4 (Apr - Jun)	4,744.238	\$7,116.36	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100056	2013	Q4 (Apr - Jun)	4,340.685	\$6,511.03	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100057	2013	Q4 (Apr - Jun)	2,872.006	\$4,308.01	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100058	2013	Q4 (Apr - Jun)	1,628.482	\$2,442.72	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100064	2013	Q4 (Apr - Jun)	4,449.850	\$6,674.78	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100138	2013	Q4 (Apr - Jun)	1,247.889	\$1,871.83	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100173	2013	Q4 (Apr - Jun)	2,538.212	\$3,807.32	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100218	2013	Q4 (Apr - Jun)	1,815.840	\$2,723.76	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100305	2013	Q4 (Apr - Jun)	712.746	\$1,069.12	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100468	2013	Q4 (Apr - Jun)	752.478	\$1,128.72	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100566	2013	Q4 (Apr - Jun)	2,943.754	\$4,415.63	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100791	2013	Q4 (Apr - Jun)	730.523	\$1,095.78	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100792	2013	Q4 (Apr - Jun)	2,386.011	\$3,579.02	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100793	2013	Q4 (Apr - Jun)	4,288.382	\$6,432.57	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>
100811	2013	Q4 (Apr - Jun)	2,782.470	\$4,173.71	\$0	<input type="button" value="Credit Card"/> <input type="button" value="ACH"/>

Total Tonnage: 41,500.25 tons

State Fees Due: \$62,250.38

Late Penalty : \$0.00

TOTAL BALANCE DUE: \$62,250.38

or



Excel/XML Upload



Fertilizer Tonnage Reporting

Fertilizer Licenses/Permits - Multi-State Paperless Tonnage Reporting

TOTAL AMOUNT DUE:\$62,812.22 Convenience Fee:\$0.00

Total Amount Due:\$62,812.22

First Name (as it appears on the card)*

Last Name (as it appears on the card)*

Credit Card Type*

Credit Card Number* (no spaces or dashes please!)

Credit Card Expiration Date* mm yy

5-Digit Billing Zipcode*

(* indicates required fields)

Process this Credit Card

Note: Credit Card Charges will appear as Kelly Registration Systems, Inc.



Fertilizer Tonnage Reporting

Fertilizer Licenses/Permits - Multi-State Paperless Tonnage Reporting

TOTAL AMOUNT DUE:\$62,812.22 Convenience Fee:\$0.00

Total Amount Due:\$62,812.22

Bank Account Number #:

Bank Routing Number #:

Zip Code (associated with bank account):

Process this ACH Transaction

John Smith	102
100 Main Street	
Anytown USA 10012	
PAY TO THE	
ORDER OF	\$ <input type="text"/>
	DOLLARS
MEMO	
4234 56 78 90	400 234 56 78 402
Routing No. 9 digits	Account No.



KRS Reporting Options

- Web based online data entry by industry
 - Can be customized for each state
 - ND since 2008
 - GDA since 2012
 - convenience fees

Georgia Department of Agriculture

DISTRIBUTED AS: MATERIALS	DRY (tons)	LIQUID (tons)
<u>NITROGEN MATERIALS:</u>		
Urea	<input type="text" value="1000"/>	
Ammonium Nitrate	<input type="text" value="0"/>	
Ammonium Sulfate	<input type="text" value="0"/>	
Anhydrous Ammonia		<input type="text" value="0"/>
Nitrogen Solution		<input type="text" value="2"/>
Other	<input type="text" value="0"/>	<input type="text" value="0"/>
Total Nitrogen Materials:	1002 Tons	
<u>PHOSPHATE MATERIALS:</u>		
Ammonium Phosphate (10-34-0)		<input type="text" value="3"/>
Diammonium Phosphate (18-46-0)	<input type="text" value="0"/>	
Triple Super Phosphate	<input type="text" value="0"/>	
Other	<input type="text" value="0"/>	<input type="text" value="0"/>
Total Phosphate Materials:	3 Tons	
<u>POTASH MATERIALS:</u>		
Muriate of Potash	<input type="text" value="0"/>	
Sulfate of Potash Magnesia	<input type="text" value="4"/>	
Other	<input type="text" value="0"/>	<input type="text" value="0"/>

Clemson University

Add Another Tonnage Record:

County	UFTRS Code	Grade N-P-K			Product Brand Name	Farm Non-farm Use		Tons: Dry Packaged	Tons: Dry Bulk	Tons: Fluid Packaged	Tons: Fluid Bulk
						Use	Use				
73 - Oconee	720	0	0	0		<input checked="" type="radio"/>	<input type="radio"/>	5	5		
81 - Saluda	2	82	0	0		<input type="radio"/>	<input checked="" type="radio"/>			2	
87 - Union	203	18	46	0		<input type="radio"/>	<input checked="" type="radio"/>	1.123			
87 - Union						<input checked="" type="radio"/>	<input type="radio"/>				
87 - Union						<input checked="" type="radio"/>	<input type="radio"/>				

Total Tonnage:

879 Tons

Fees Due (\$1.50/ton):

\$1,318.50

Fees Paid:

\$0.00

Check #/Credit Card Confirmation:

none/deferred

Additional Amount Due:

\$527.40

83 changes have been made: [View History of Edits](#)



KRS Reporting Options

- State Software Options
 - KSAMS-bdi
 - Replacement of existing data systems with real time solutions for the whole department
 - KSAMS-bdi Tonnage Specific
 - State Software

Going Forward

- Reporting data collected
- UFTRS data exporting
- Others

NEXT STEPS

- Paperless Tonnage Reporting Initiative
 - TFI, ARA, & AgGateway collaborating
 - AAPFCO is invited to participate
 - 4 Teams Created
 - Collaboration
 - Communication
 - Commitment
 - Connectivity
 - Kickoff in September
 - Contact Melinda Giesler at TFI mgiesler@tfi.org

Questions

AgGateway

Rod Conner, President

Clemson University

Brad Stancil, Fertilizer Control Official/Program Manager

bstanci@clermson.edu

Kelly Registration Systems

Stuart Edmondson, Chief Technology Officer

stuart@kellyreg.com

Nikki Espy, State Account Manager

nikki@kellyreg.com, 770-385-0009

www.kelly-products.com

