Produce Traceability Initiative
Best Practices for Produce Brokers

(Revision 1.0)

About this Best Practice Guideline

Best practices are generally accepted, informally-standardized techniques, methods or processes that have proven themselves over time to accomplish given tasks. The idea is that with proper processes, checks and testing, a desired outcome can be delivered more effectively with fewer problems and unforeseen complications. In addition, a "best" practice can evolve to become better as improvements are discovered. The Produce Traceability Initiative (PTI) is a voluntary U.S. produce initiative. The best practice documents are the recommendations created and agreed to by all facets of the produce industry supply chain and PTI Leadership Council.

Consent between trading partners may replace specific recommendations as long as the minimum traceability information requirements are met in good faith.

Revision History

This section itemizes the changes from the last published Best Practice.

Version No.	Date of Change	Changed By	Summary of Change
1.0	03/21/12	Implementation Working Group	Original Best Practice

Objectives

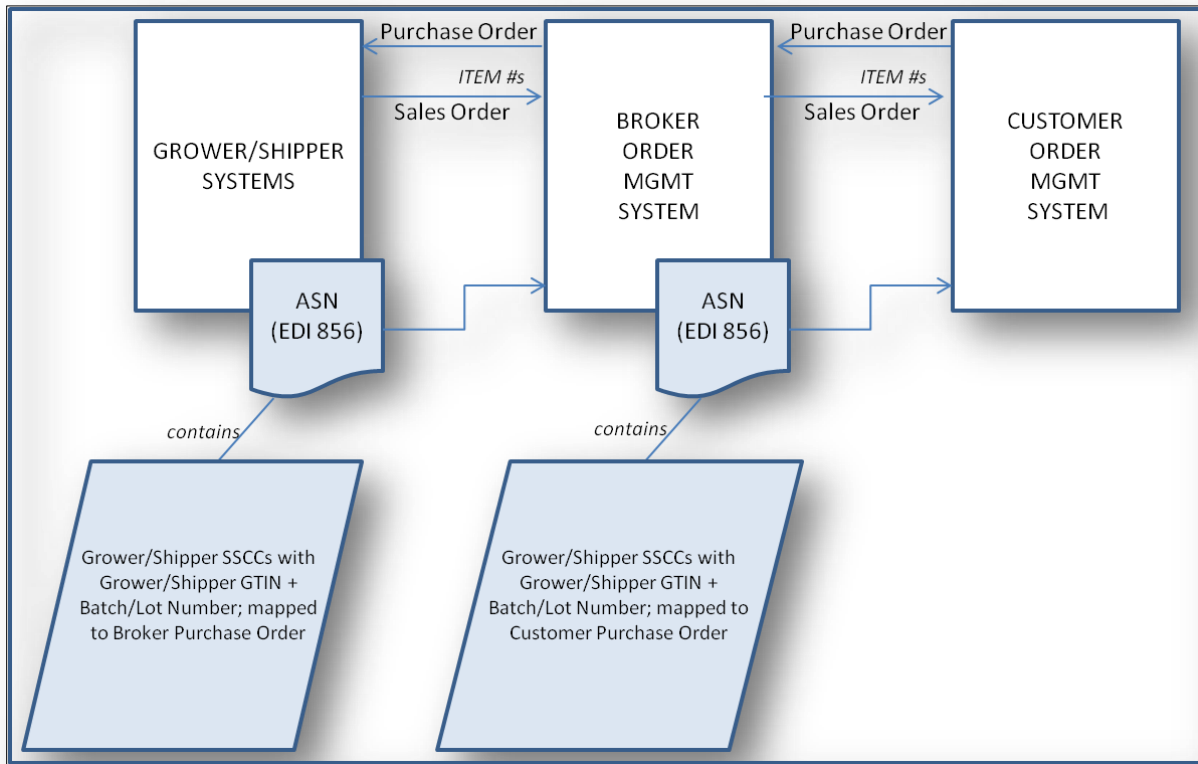The objectives for establishing best practices for produce brokers are to:
- meet the requirements of the Produce Traceability Initiative (PTI);
- create and maintain efficient shipping, receiving and communication processes for buy and sell arrangements involving produce brokers; and
- maintain effective document reconciliation processes and formalize current industry practices.

Table 1: Cross-Referenced Terms/Definitions

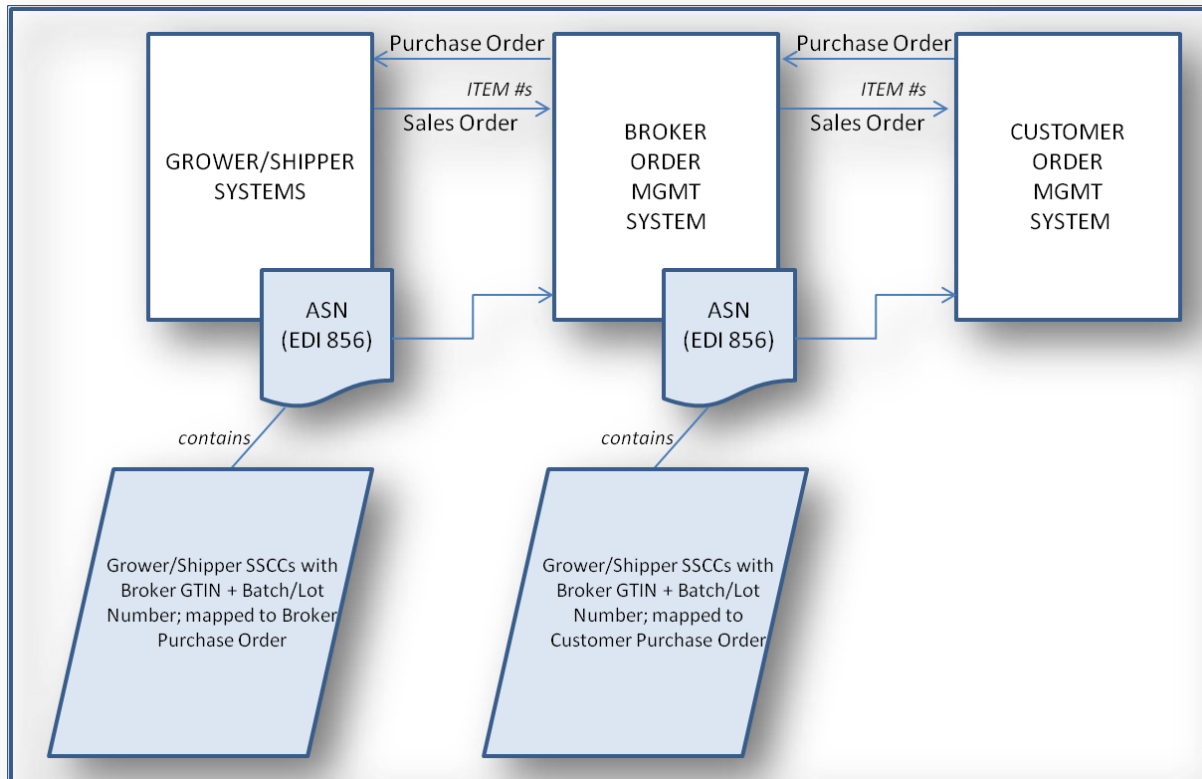Listed below are terms used by the produce industry and their cross-references with the GS1 Glossary of Terms:

Sector Term	GS1 Glossary Term	Definition
	Advance Ship Notice (ASN)	The Electronic Data Interchange (EDI) transaction that provides the receiving company with advance data on shipments to better plan workloads and receipt processing.
• BOL	Bill of Lading	A legal contract between a carrier and a shipper that provides shipment details for the movement of freight.
	Electronic Data Interchange (EDI)	The computer-to-computer exchange of structured information, by agreed message standards, from one computer application to another by electronic means and with a minimum of human intervention.
	Global Trade Item Number® (GTIN®)	The globally unique GS1 System identification number for products and services. A GTIN may be 8, 12, 13, or 14 digits in length. The GTIN-14 has been selected for use in the PTI.
	EDI 856	Electronic Data Interchange transaction for Advance Ship Notice.
• Produce Broker	Not Applicable	One who negotiates a sale of produce between buyers and sellers.
	Serial Shipping Container Code (SSCC)	The globally unique GS1 System identification number for logistic units, such as pallets, cases, and cartons. The SSCC, an 18-digit number, acts as a "license plate" to effectively move products from one trading partner to another.

Scenario 1: Direct Shipment Orders of Grower/Shipper Brand Products to Customer via Advance Ship Notice (ASN)
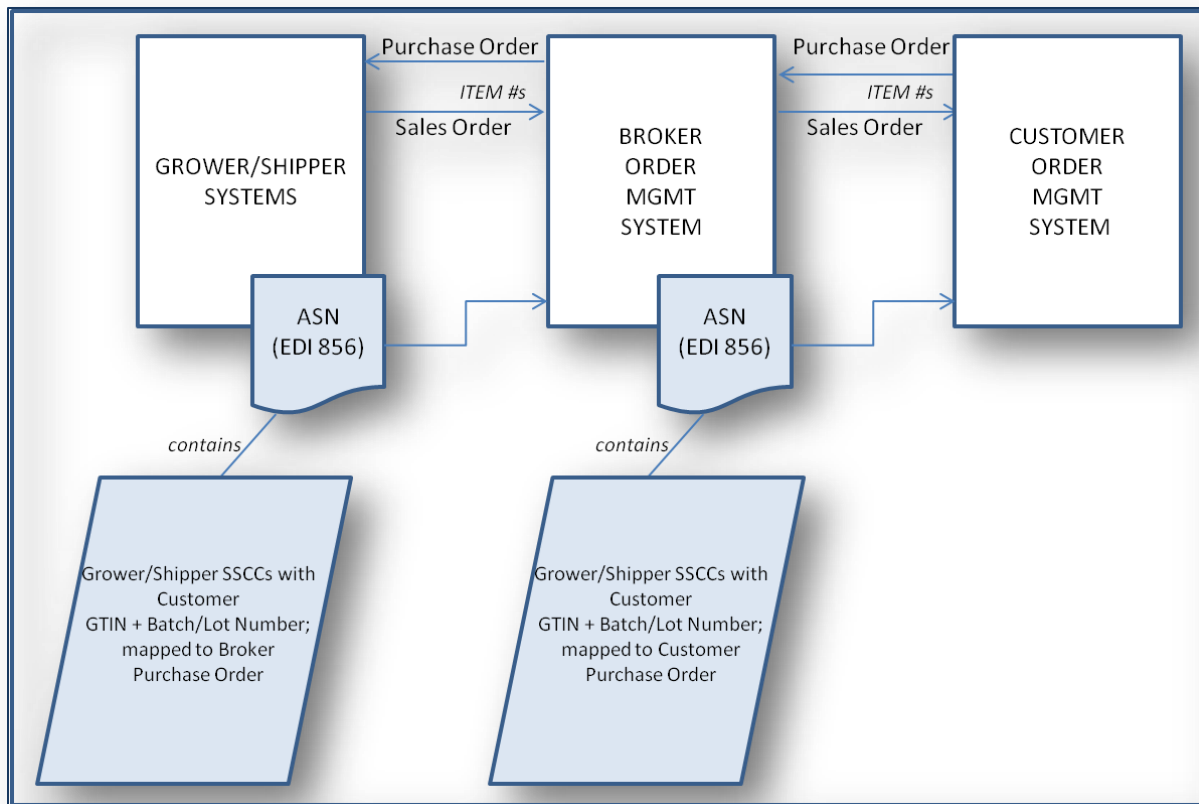

Grower/shipper batch/lot numbers are accepted "as is" without need for batch/lot number format synchronization with broker or customer. This may require the manual relay of ASN from broker to customer.

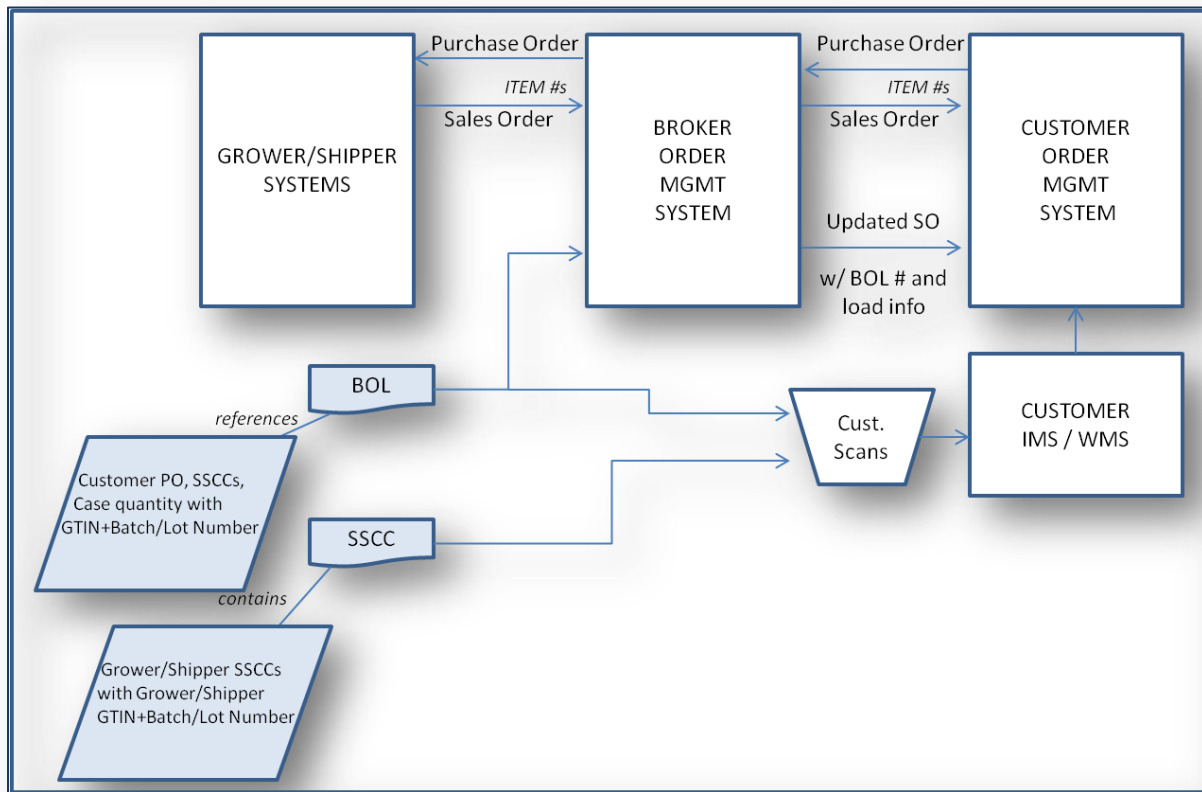## Scenario 2: Direct Shipment Orders of Broker Brand Products to Customer via ASN

Grower/shipper must either be provided with broker batch/lot number, or broker must confirm that grower/shipper is providing a unique batch/lot number if they are not the single grower/shipper for the broker's GTIN. This may require the manual relay of ASN from broker to customer.

Scenario 3: Direct Shipment Orders of Customer Brand Products to Customer via ASN
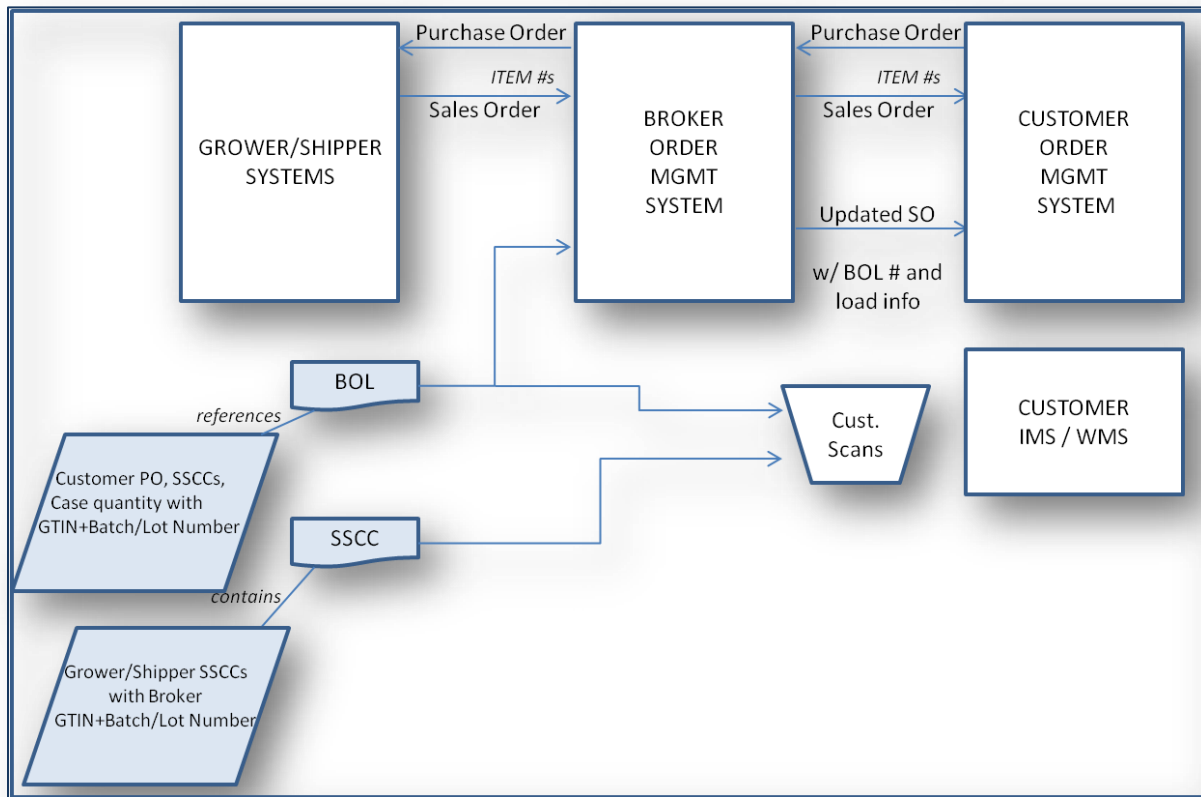

Grower/shipper must either be provided with customer batch/lot number, or customer's GTIN must draw from a single grower/shipper to ensure a unique batch/lot number by supplier. This may require the manual relay of ASN from broker to customer.

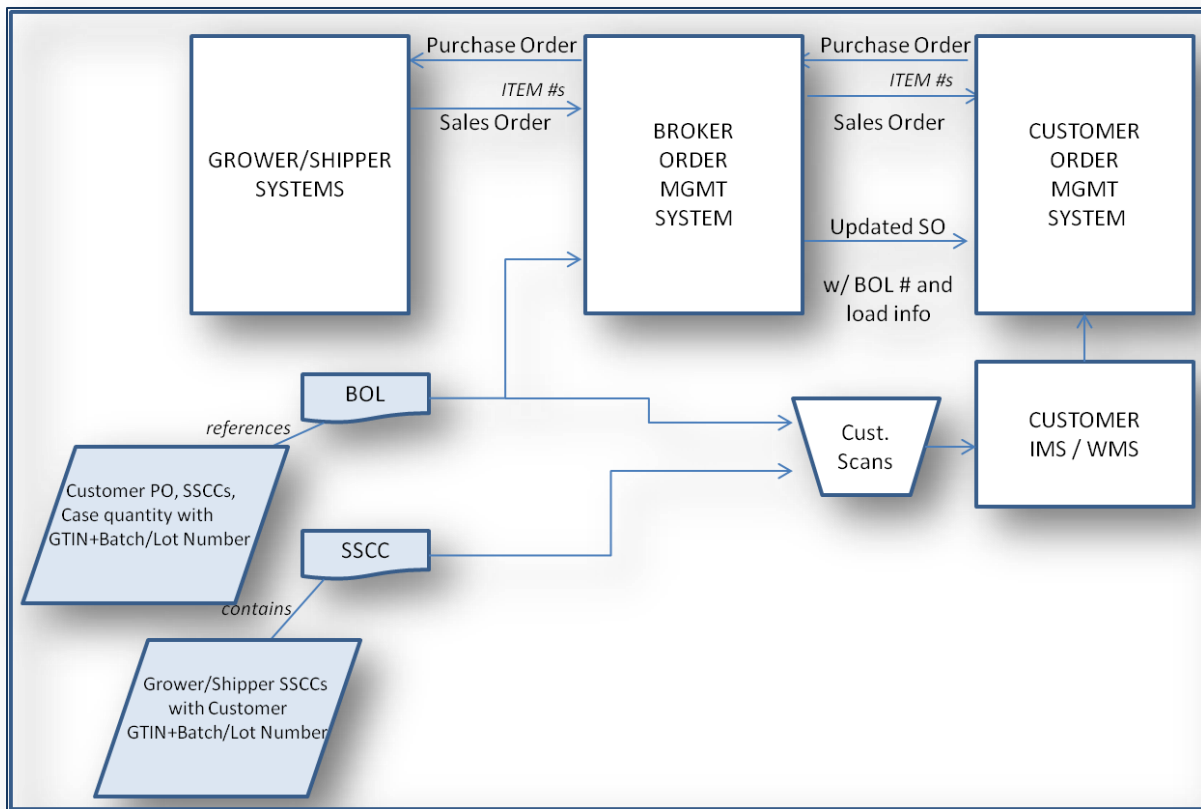## Scenario 4: Direct Shipment Orders of Grower/Shipper Brand Products to Customer without ASN

This scenario will require the customer to scan or manually record BOL and SSCCs for data load into systems. Grower/shipper lots are accepted "as is" without need for batch/lot number with broker or customer. Also requires manual relay of BOL in most systems from grower/shipper to broker.

Scenario 5: Direct Shipment Orders of Broker Brand Products to Customer without ASN

This scenario will require customer scanning of BOL and SSCCs for data load into systems. The grower/shipper must either be provided with broker batch/lot numbers or broker must confirm that grower/shipper is providing a unique batch/lot numbers if they are not the single grower/shipper for the broker's GTIN. This also requires manual relay of BOL in most systems from grower/shipper to broker.

Scenario 6: Direct Shipment Orders of Customer Brand Products to Customer without ASN

This scenario will require customer scanning of BOL and SSCCs for data load into systems. The grower/shipper must either be provided with customer batch/lot numbers, or customer's GTIN must draw from a single grower/shipper to ensure a unique batch/lot numbers by grower/shipper. This also requires manual relay of BOL in most systems from grower/shipper to broker.