Featuring

The Election’s Connection to the Feed Industry
# Table of Contents

## ON THE COVER

### LEGISLATIVE OUTLOOK

2016—Achieve the Unachievable

## FEATURES

### NEW FEED FACILITY OF THE YEAR PROGRAM

Bigger, Better and Applicable to Five Feed Sectors

### FEED MANUFACTURING LIFETIME ACHIEVEMENT AWARD

First Recipient since 2003

### VETERINARY FEED DIRECTIVE

Top Five Must Knows for Medicated Feed Firms

### WILKINSON Completes Texas Ag Leaders Program

Shares Benefits of Jam-packed Learning Opportunity

---

**Send Us Your Story Ideas!**

Topic we should cover?

Email Miranda McDaniel at: mmcdaniel@afia.org
The AFIA Journal is published for the members, association friends and affiliates of the American Feed Industry Association twice per year. Mail contributions to the AFIA Journal, Attn: Miranda McDaniel, 2101 Wilson Blvd., Ste. 916, Arlington, VA 22201. The AFIA Journal team welcomes your comments, contributions and suggestions. ©2016 AFIA

Visit the AFIA Journal online: www.afia.org/afiajournal

LinkedIn, Facebook and YouTube: search for American Feed Industry Association

Twitter: @FeedFolks

Advertise in Journal!
Email Sarah Novak at: snovak@afia.org or call: 703.558.3574

Please recycle this journal when you are through enjoying it.
Illustrating the American Feed Industry Association’s primary role of legislative and regulatory representation, there are several positive updates and/or accomplishments on critical industry issues throughout this issue of “AFIA Journal.” From our commitment to the genetically engineered labeling legislation the president made a law in July to the Food Safety Modernization Act, sustainability issues and the upcoming election, 2016 is one for the books—and it’s not over yet.

The national GE labeling law preempts state legislation, like Vermont’s GE labeling law for human food passed in 2015, and exempts animal feed and pet food. We at AFIA could not be more grateful for the tremendous member participation. More than 400 messages were sent from our online advocacy tool to your respective representatives. Thank you for urging an “aye” vote on this important legislation.

As AFIA’s shared in previous issues, your foundation, the Institute for Feed Education & Research (IFEEDER), is instrumental in supporting our legislative and regulatory efforts. A current, and very timely example, is the funding of the University of Minnesota’s Center for Animal Health and Food Safety’s development of a generic hazard analysis for animal food facilities.

The study is the basis of the industry’s food safety plan development for facilities, as required with FSMA implementation. The credible, independent study, will provide both the industry and the U.S. Food and Drug Administration with one comprehensive and up-to-date feed risk summary. It is also expected to significantly reduce the cost of compliance for a majority of our members.

In today’s world, AFIA is also speaking out on non-legislative issues that affect (or will in the future) our industry and your businesses. One example is our disagreement with the continuous push for “Meatless Mondays,” and the overall reduction in animal protein consumption—environmental effects cited as a top reason. With the support of many of our members, the AFIA Sustainability Task Force and IFEEDER are working together in creative ways to educate policymakers about the facts versus the emotional and inaccurate information extreme parties are basing their positions.

In April, Frank Mitloehner, Ph.D., a professor at University of California, Davis, released a white paper to the public, specifically targeting the current administration, U.S. Department of Agriculture and media. The purpose: To make people aware of the accurate data available on the poultry and livestock industries in regards to greenhouse gas emissions. The paper also identifies the continuous improvements made by the poultry and livestock industries, and specific, non-agriculture industries with room for improvement. Information on the white paper is available in the “AFIA Journal” Sustainability section on page 20.

And as it is 2016, who can forget that an election is on the horizon. As you read this issue, both the Republican and Democratic national conventions will have concluded, and now it is a rapid race toward the White House. This is definitely a campaign unlike any previous, at least in my lifetime! It certainly illustrates the significant divide, frustration and differing expectations our U.S. population feels for our government and presidential leadership. This is not new; however, the roots of this divide are reflective of congressional members sent to Washington, D.C., from all parts of our country throughout the last two election cycles.

I hope each of you exercise your privilege to vote come November. And as a bipartisan organization, I assure you AFIA will continue to represent your interests with the new administration, and do so with zeal!
TO UPDATE YOUR ACCOUNT, PLEASE FOLLOW THESE SIMPLE STEPS:

2. Click “member login” in the top right corner.
3. Enter your username and password. If you forgot your password, click on “forgot password” to have it sent to you via email.
4. Once you have logged in, choose “personal profile” on the right-hand navigation options to update your contact information.

Do you want to get the most current information from the American Feed Industry Association? Be sure to log into the members-only section of the website at www.afia.org to stay up-to-date!
A synopsis of significant actions taken by AFIA on behalf of member companies in the legislative and regulatory arenas. For additional information on any of these items, please contact AFIA staff.

<table>
<thead>
<tr>
<th>JULY - FEB. 2016</th>
<th>ACCOMPLISHMENT</th>
<th>MEMBER VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GE LABELING:</strong> AFIA backed Sen. Pat Roberts’ (R-Kan.) bill as part of the Coalition for Safe Affordable Food urging a federal labeling solution, not a patchwork of state laws, that recognizes the safety of genetically engineered ingredients. Roberts and ranking member Debbie Stabenow (D-Mich.) on the Senate Committee on Agriculture, Nutrition and Forestry, in July, developed an agreement, which AFIA and its members pushed forward.</td>
<td>The agreement, which overrides states like Vermont’s genetically engineered labeling laws, passed in the Senate, the House and was signed by the president shortly thereafter. The feed industry faired superior to most, as disclosure is required for human food only. Products derived from animals fed genetically engineered ingredients are also not required to display a label. State preemption in the law does apply to all human and animal food, thereby ensuring one national standard.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>JUNE 2016</th>
<th>ACCOMPLISHMENT</th>
<th>MEMBER VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CFTC:</strong> AFIA responded to the Commodity Futures Trading Commission’s supplemental notice of proposed rulemaking in regards to “Position Limits for Derivatives: Certain Exemptions and Guidance.”</td>
<td>AFIA strongly encouraged CFTC to finalize the position limits rule before the end of the calendar year. AFIA requested more clarification in the final rule of the review process and said the creation of a new 504 form imposes reporting requirements to track and distinguish between hedge types. AFIA suggested hedge exemptions be granted under the new procedure.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>JUNE 2016</th>
<th>ACCOMPLISHMENT</th>
<th>MEMBER VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ANIMAL WELFARE:</strong> AFIA, as part of the Farm Animal Welfare Coalition, asked the House of Representatives to support a floor amendment to the defense appropriations bill by Rep. Adrian Smith (R-Neb.) to block efforts supported by the Humane Society of the United States to impose so-called “Meatless Mondays” on the armed forces as the action has no basis in science.</td>
<td>Meatless Mondays is a political ploy favored by animal rights groups, designed to increasingly erode consumer demand for meat, poultry and dairy. The Department of Defense is a major market for U.S. farmers and ranchers, and to arbitrarily reduce its purchases of meat and dairy would have a serious negative economic impact on U.S. animal agriculture. A study out of University of California, Davis, which AFIA strongly advocates, was included in information to the House. This measure did not pass.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>MAY 2016</th>
<th>ACCOMPLISHMENT</th>
<th>MEMBER VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DEPARTMENT OF LABOR:</strong> AFIA stated in a news release following the Department of Labor’s publishing of the final overtime rule, consideration of the feed industry’s comments was not apparent in the end result. The department marginally decreased the salary threshold, versus what was proposed, from $50,440 annually to $47,476 annually.</td>
<td>The final rule is one-size-fits-all. Many feed industry small business owners and managers will face difficult decisions as implementation begins. The department did acknowledge AFIA’s minimum request for a compliance period—six months—and the automatic annual salary threshold update requirements were elevated to once every three years.</td>
<td></td>
</tr>
</tbody>
</table>
As part of the Coalition to Promote U.S. Agricultural Exports, AFIA urged support from the House Committee on Appropriations to maintain vital funding for USDA’s important export programs, Market Access Program (MAP) and Foreign Market Development (FMD) program while considering the budget for FY2017. AFIA requested following funding authorized in the 2014 Farm Bill—$200 million and $34.5 million, respectively.

AFIA explained its disagreement with the establishment of a task force on AMR in the chosen countries; requested any activity focused on alternatives to antibiotics that go beyond the impact of food safety be deleted; and indicated Codex should remain focused on post-harvest guidance work, as other sources are already focused on antimicrobial resistance.

Credit availability in tough times may mean the difference between producers staying put or being forced to abandon their operations. The Farm Credit System ensures agricultural producers, and their sector partners, have access to financial tools vital to their success.

The project, due to be released to members in late fall, will develop a generic hazard analysis that can be used by facilities to determine what, if any, “known or reasonably foreseeable” hazards need to be addressed. The cost of the project is $170,000, but has the potential to save companies far more.

The regulation of how chemicals are used in commerce impacts the feed industry. The alliance stated there is a need for a federal, not state, standard. However, the reform to the Toxic Substances Control Act created a transparent, evidence-based, cohesive national program. It was signed into law in July.

AFIA does not approve of a GIPSA program to facilitate the marketing of co-products produced as a result of ethanol production because (1) facilitating trade of processed grain products is not within the scope of the defined role of GIPSA under the United States Grain Standards Act; and (2) GIPSA has already established marketing and trading standards for products such as cereal grains, corn, wheat and sorghum.

MAP, forms a highly successful partnership between nonprofit U.S. agricultural trade associations, farmer cooperatives, nonprofit state/ regional trade groups, small businesses and USDA to share the cost of international marketing and promotional activities such as consumer promotions, market research, trade shows and trade servicing. The FMD program benefits U.S. producers, processors and exporters by assisting the organizations in developing new foreign markets and increasing market share in existing markets.
<table>
<thead>
<tr>
<th>ACCLOMPLISHMENT</th>
<th>MEMBER VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ANTIBIOTICS:</strong> AFIA, as a member of the International Feed Industry Federation (IFIF), submitted comments to determine the focus of a second assignment for CCVRDF environmental working group. The comments state the environmental working group should remain focused on the unintentional carryover of drug residues in feed, and of approved drugs, used at approved levels.</td>
<td>The Code of Practice on Good Animal Feeding (CAC/RCP 54-2004) is the most appropriate place to address unintentional carryover of veterinary drugs. While medicated feed use is addressed in the current Code (Sec. 5), an annex with more specific GMPs for medicated feed would provide additional details to address this issue. IFIF supports the development of such annex to the current Codex Code of Practice on Good Animal Feeding (CAC/RCP 54-2004), through a codex task force specifically tasked with this initiative.</td>
</tr>
<tr>
<td><strong>BUDGET:</strong> AFIA joined agriculture community and farm member organizations, along with ag private sector, by signing a letter in support of the president’s proposed FY2017 budget. The letter to the House Committee on Appropriations funds the USDA, including the Foreign Agriculture Service and the Animal and Plant Health Inspection Service, to be housed in Cuba.</td>
<td>Providing USDA boots on the ground in Cuba will help provide U.S. agribusinesses the opportunity to obtain commodity market supply and demand figures, support the marketing efforts of U.S. exporters, assist in resolving phytosanitary barriers, and safeguard U.S. agriculture from the threat of new pests and diseases.</td>
</tr>
<tr>
<td><strong>OSHA:</strong> AFIA submitted comments on the draft 2016-17 Regulatory Cooperation Council Work Plan for Workplace Chemicals.</td>
<td>While AFIA was pleased the Occupational Safety and Health Administration and Health Canada were able to coordinate implementation smoothly, it asked the Regulatory Cooperation Council to (1) consider guidance to clarify the applicability of U.S. and Canadian requirements for hazard communication standard (HCS) labeling and safety data sheets (SDS) for animal feed and feed ingredients; and (2) explore steps to better align current feed and feed ingredient HCS labeling and SDS requirements.</td>
</tr>
<tr>
<td><strong>TRADE:</strong> AFIA submitted a letter to the Canadian Food Inspection Agency’s Animal Feed Division providing comments on the Feed Framework Proposal as the modernization of the agency’s feed regulatory framework could improve the growing trade relations between the U.S. and Canada.</td>
<td>Ensuring a positive outcome to Canada’s modernization of its feed regulations will allow U.S. companies to export more easily to Canada and compete in the Canadian market on a more level playing field.</td>
</tr>
<tr>
<td><strong>HAWAII H.B. 1999:</strong> In January, AFIA submitted comments to Hawaii’s House Ag Committee in support of H.B.1999, “Qualified Feed Developer Grants, Livestock Revitalization Program; Local Feed Source Survey; Appropriations.” AFIA wrote a letter with similar information in March to the Hawaii Senate Committee on Water, Land and Agriculture.</td>
<td>AFIA believes H.B. 1999 would assist in re-developing the feed industry in Hawaii, as the last standing feed mill left the state in the 1990s. Feed industry growth in the state will also lower the cost of meat, milk and eggs because currently feed is shipped at a high cost from the mainland. The bill was signed into law in June.</td>
</tr>
<tr>
<td><strong>VERMONT H. 872:</strong> AFIA, the Pet Food Institute, and the Northeast Agribusiness and Feed Alliance wrote to Vermont’s Senate Ag &amp; Finance Committee about concerns regarding a proposed increase of more than 20 percent in product registration fees contained in “an act relating to Executive Branch fees.”</td>
<td>The three associations support reasonable increases; however, 20 percent, as they wrote, will not support large fees that are put toward things that should be funded through general funds (i.e. water quality). The bill was signed into law in May with the original fee proposed increases and allocations.</td>
</tr>
<tr>
<td><strong>BUDGET:</strong> To ensure proper funding for FSMA, AFIA with like organizations, signed on to numerous letters to House and Senate committees requesting proper financing of the FDA for FY2017 but not including mandatory regulatory fees.</td>
<td>In order to support food inspection activities and FSMA implementation, FDA needs additional funding for FY2017, which should come from congressional funding and the appropriations process and not new taxes and regulatory fees.</td>
</tr>
<tr>
<td><strong>TPP:</strong> AFIA urged Congress to approve the Trans-Pacific Partnership—via news release—post signing ceremony in New Zealand.</td>
<td>International trade offers the greatest potential for the U.S. animal food industry’s future growth, through both direct feed and ingredient exports, and the increased overseas sale of U.S. livestock, poultry and dairy products. Free trade agreements, such as TPP, are the tools that open those international markets and make continued U.S. growth possible.</td>
</tr>
<tr>
<td><strong>BUDGET:</strong> As part of the Animal Agriculture Coalition, AFIA signed on to a letter to the House Appropriations Committee urging funding for FY2017 for agriculture, rural development and the FDA.</td>
<td>The funding requested by the group ensures a safe and plentiful food supply, defense of animal and plant resources from agricultural pests and diseases, and advancing ag research.</td>
</tr>
</tbody>
</table>
Congress is slogging back to Washington, D.C., having enjoyed its longest summer “recess” in 30 years. With the full House and one-third of the Senate campaigning for reelection—and with both raucous national conventions behind them—all reelection candidates in both parties are in serious campaign mode, and all September activity—Congress “recesses” again at the end of the month until after the Nov. 8, election—is geared toward either protecting turf or wresting control away from the opposition. This means there will be even more talk about issues, but even less action lets one party hand the other an election “victory.”

The overriding drama will be the presidential election battle between Democrat Hillary Clinton and Republican Donald Trump, and the confrontation is promising to be one of the ugliest in recent memory. Depending on the degree you love politics, polling and punditry, this is either going to be the most fascinating autumn in recent memory or the longest 60 days ever.

Accomplished before Congress left town in mid-July were generally bipartisan, “B List” initiatives. The really heavy lifting—if it occurs—has been left until the post-election lame duck session, and what happens, or doesn’t, during those two weeks or so all depends on who will occupy the White House come Jan. 20, 2017. The party in control of the Executive Mansion has two options: First, it can try and clear the decks of ugly and contentious issues so that the incoming president can start with a clean slate. Second, it can opt to block most major legislation, arguing the new chief executive has the right to vet bills for signature or not.

The lone exception to the kick-it-to-lame duck strategy was the July 14, enactment of S. 764, a bipartisan federal solution to the emerging patchwork of state laws mandating the labeling of foods—often including animal feeds and pet foods—for the presence of genetically engineered (GE) ingredients.

The legislation to federally preempt all state and local GE labeling laws, while creating within the U.S. Department of Agriculture program on-label options for consumer access to ingredient information, was overwhelmingly approved in the Senate on a 63-30 vote and by the House by a 320-117 margin. The president signed the bill on July 28.

All state laws became null and void when President Barack Obama signed the bill, including Vermont’s controversial food labeling mandate that went into effect July 1. Other states with variations of GE labeling mandates that die include Maine, Massachusetts, Connecticut and Alaska. Further, no state or locality will be allowed to enact a labeling law that doesn’t conform to the federal law.

Animal food manufacturers are protected under the new law by including feed and pet food products under the federal preemption section, but exempting animal foods of all kinds from any new labeling requirements by limiting the scope of mandatory ingredient disclosure to food for human consumption only. Also exempt from the new law are meat and dairy products. While private, third-party certification programs, such as the Non-GMO Project, granting food and feed producers a voluntary “non-GMO” label, will continue, the law allows USDA-certified organic food products to be labeled “non-GMO” as well.

The House action ended more than 18 months of battling by the agriculture and food industries. Critical to the effort was the Coalition for Safe Affordable Food (CFSAF), a partnership of production agriculture, input industries, including feed and grain, and commercial food companies, co-chaired by the National Council of Farmer Cooperatives and the Grocery Manufacturers Association. The American Feed Industry Association was active in the CFSAF effort, organizing both member involvement and state association support for the federal initiative. The coalition, which began as a group of 40 national organizations, swelled to more than 1,100 national, state and local agriculture and food associations, as well as hundreds of individual companies, all pushing for swift congressional action.

Included in the new law is a first-ever federal definition of “biotechnology,” and language protecting new and emerging technologies developed using biotechnology and genetic engineering.

The new mandate gives USDA two years to craft a program under which food companies will provide consumers means by which they can learn more about a product’s ingredients. These options include a straight declaration of GE ingredient use; the use of a symbol to be designed by USDA indicating the use of biotechnology; the use of smart phone-scannable quick review codes and website addresses. Small companies will be allowed a longer time to come into compliance with the new program once it’s finalized, while very small companies would be exempt from on-label disclosure.

continues on page 5
WHAT'S LEFT TO DO?

Returning to the list of what will and won’t get done before the end of this Congress, the only must-pass legislation between now and the Nov. 8, election is a continuing resolution (CR) to keep the federal government operating past Sept. 30, the end of the federal fiscal year. While both appropriations committees continue to markup the 12 individual appropriations bills, only a few have seen floor time, and many of those have drawn veto threats from Obama because they carry language seeking to undo administration rulemakings and policy on waters of the U.S. (WOTUS), the White House’s rules on ozone, CO2 recapTURE and others.

While there are some who vainly argue Congress should approve a CR running through March 2017, any lame duck session will be dominated by debate and approval of a fiscal year 2017 omnibus spending package, the go-to tactic of both chambers and both sides of the aisle when it comes to funding the government. The omnibus is crafted by taking current spending permissions, melding those with a hybrid combination of House and Senate committee-approved individual appropriations bills, arguing over what policy riders will be allowed, and presenting the package to both chambers for an up or down vote. This is usually timed to threaten either Thanksgiving or Christmas recesses, just to add a little incentive to move beyond political posturing.

Clinton and running mate Sen. Tim Kaine (R-Va.) and Trump and vice presidential pick Gov. Mike Pence (R-Ind.) are formally locked in battle for the White House, their respective party platforms in hand but getting little attention. The media made much of various planks in the respective party’s platforms, documents formalized with concessions made to also, ran presidential wannabes to bring those particular party documents in line with what the candidates have preached at rallies and in debates for the last 18 months. The ultimate hope is that party platforms will appeal to those voters who aren’t crazy about the ultimate party nominee.

When all is said and done, running mates and party platforms no longer affect the outcome of a presidential election as they once did. At the same time, campaign pledges and promises are viewed as temporary indicators of “fluid” candidate thinking, not how he/she will eventually act as president. While fodder for the media, these “evolving” issue positions will likely never turn into program or policy changes for the winner who moves into the White House in January, 2017. The great reality check is Congress; there’s very little a president can do without the cooperation and agreement of Congress.

Speaking of Congress, another clue to what won’t get done this session, but what’s coming up in the 115th Congress beginning in January 2017, is the political strategy of the House GOP caucus. When it comes to the importance, or lack thereof of party platforms, no one recognizes their symbolic status more than House Speaker Paul Ryan (R-Wis.), the man who would have been vice president had Gov. Mitt Romney won the White House in 2012.

Ryan, personally, politically, professionally and publicly struggling with Trump as his party’s standard bearer, preempted his party’s platform writing committee—and the Trump campaign—by releasing in July just before Congress recessed and before Republicans descended on Cleveland, Ohio, six policy manifestos under the banner of “A Better Way.” These policy briefs represent Ryan’s effort to unite his party around major policy positions going into the next Congress, with attention paid to the conservative wing of the House GOP, many of whom don’t believe Trump is “conservative enough.”

Also referred to as “A Better GOP,” the plans cover House Republican thinking on how to reinvigorate the economy; how to comprehensively reform the federal tax code for both individuals and companies; steps to address poverty; how to strengthen national security; how to maintain and preserve constitutional protections, particularly the separation of powers; and how to reform health care. Details of this policy roadmap can be found at http://www.speaker.gov/general/we-are-offering-better-way.

These six key issue areas and the House GOP game plan differ in many ways from the public positions and postures of the GOP platform and the Trump campaign. Ryan is making a clear statement that the winner of the presidency on Nov. 8, ignores Congress—or at least the House—at their peril. The Senate Republican majority has been quiet on the House package, signaling there’s likely greater agreement with the House direction than not. Given there are far more toss-up Senate races than House races and Senate Majority Leader Mitch McConnell (R-Ky.) is fighting to keep his job, nothing controversial will get public mention by threatened GOP Senators.

For congressional Democrats, there’s no comprehensive 115th Congress policy document. Almost all political energy is concentrated on keeping the White House and, it’s hoped, the Senate. For both House and Senate Democrats, it’s about candidate Clinton embracing her party’s platform. She’s been forced to adopt, at least for the election cycle, core positions taken by Sen. Bernie Sanders (I-Vt.), and pundits estimate about 80 percent of the Sanders philosophy made it into the approved Democrat platform. Clinton’s campaign moved left of where her political record indicates she’d most likely be at this point in time, getting out of the way of free college tuition, forgiveness of student loan debt, free health care, Sanders’ version of tax reform, Wall Street and trade.

Both presidential candidates suffer from distrust and poor approval ratings by the majority of voters. In mid-July, according to realclearpolitics.com, the two candidates shared nearly identical and unprecedented negative ratings, with 56 percent holding an unfavorable opinion of Clinton, and about 57 percent feeling negative about Trump. President Obama’s negative rating at the same time was just under 50 percent.

Trump’s biggest challenge is to appear and to sound presidential. A dearth of public endorsements by elected Republicans is explained by the fact Trump didn’t dial down the volume early on, and most House and Senate Republicans continue to hope he will moderate some of this positions and ad libs as the election nears. While many praise the New York real estate executive for giving voice to the frustrations of so-called “disaffected” Americans—Trump won a record number of GOP votes and generated record turnouts throughout the primary season—his style and “shoot-from-the-lip” performances make many moderate Republicans and right-leaning independents uncomfortable.

For Clinton, the issue is a lack of trust and warmth. As mentioned, the presumed inheritance of the Obama voter base has not materialized for Clinton yet, and her trust issues are making it increasingly difficult to attract 18-to-35-year-old voters, as well as Hispanics and female voters. Despite the Philadelphia convention drumbeat, the first-woman-president distinction isn’t resonating nearly as strongly as Obama’s first-black-president excitement and voter turnout in 2008.

Take the political baggage she carries from her husband’s presidency and her time as first lady, her time in the Senate and her four years as Obama’s secretary of state, then layer over this summer’s release of the FBI’s report of its investigation into her mishandling of classified emails on her private email server—stopping short of recommending a criminal indictment—Clinton’s resume, rather than instilling confidence in her experience, brands her as a big cog in the vilified inside-Washington establishment.

To those who say Trump will win handily, consider the following: Clinton has never lost an election where she was the anointed candidate; Clinton has the money and the political connections—President Obama, Michelle Obama, former President Bill Clinton, former Senate colleagues, governors and Hollywood—to hammer the voting public for as long as she wants. When the
Legislative Outlook/AAFCO Review

AAFCO Approves New Definition of “Business Grade” at Annual Meeting; Welcomes New Officers

The Association of American Feed Control Officials held its annual meeting July 31 to Aug. 3, in Pittsburgh, Pa. While attending AAFCO’s meeting, the American Feed Industry Association hosted two committee meetings; the Feed Regulatory Committee (FRC) met on July 31, and the Ingredient Approval and Definition Committee (IADC) met on Aug. 1.

Nearly 65 people attended AFIA’s FRC meeting. Issues were discussed in preparation of the upcoming AAFCO committee meetings, as well as updates provided on state and federal regulatory issues. Officials from AAFCO and the U.S. Food and Drug Administration’s Center for Veterinary Medicine also joined the committee to discuss issues of importance.

The IADC had 69 AFIA members in attendance and spent time discussing the results of a survey sponsored by AFIA’s foundation, the Institute for Feed Education & Research (IFEEDER), and conducted by Informa Economics regarding the economic impact of the delays and changes in the AAFCO OP process for these ingredients to be included in the Generally Recognized as Safe (GRAS) Notification Program and received a “no questions letter.” AFIA is involved in this work and will continue to work toward a process for these ingredients to be included in the AAFCO OP, opening this review process for more companies that have not used it as some state feed officials currently do not recognize such notified ingredients under their state law.

Thirty-one states were present or participated via phone/webinar during this meeting, with a total attendance of more than 380 participants—one of the largest meetings in recent history. Industry continues to provide the overwhelming majority of attendees at these AAFCO meetings.

The AAFCO mid-year meeting will take place Jan. 15-18, 2017, in Mobile, Ala.

For more information, contact Leah Wilkinson, AFIA vice president of legislative, regulatory and state affairs, at (703) 558-3560 or lwilkinson@afia.org.

For more information on legislative issues, contact Steve Kopperud, AFIA government affairs consultant and principal of SLK Strategies, at (202) 568-6991 or steve@slkstrategies.com.
Q: What is the Feed Facility of the Year program?
A: It’s the new face of the previous Feed Mill of the Year award. Essentially, it is a benchmarking program specifically designed for various sectors within the feed industry. Many American Feed Industry Association members want to know how their operations—whether they are liquid feed facilities, pet food facilities, integrators, etc.—compare to others in the business. AFIA, along with Feedstuffs, is excited to launch its Feed Facility of the Year (FFY) awards program, an improved and expanded version of the former Feed Mill of the Year awards program.

Q: What does the benchmarking program offer?
A: FFY provides companies the opportunity to access important, anonymous benchmarking information and the chance of public industry recognition through one application. The program recognizes overall excellence in feed manufacturing operations by emphasizing safety, quality, regulatory compliance, operating efficiencies and employee development. All facilities that submit an application will receive a report to compare their data to all the other facilities in the same category.

Q: What types of facilities should apply?
A: There are five categories within the FFY awards program: commercial dry livestock feed facility, integrator feed facility, liquid feed facility, pet food facility or premix manufacturing facility, are eligible to apply. An overall FFY winner will also be selected.

Q: How do I apply?

Q: Is there a cost?
A: There is an application fee of $35 per facility.

Q: Who can I contact if I have more questions?
A: For questions about FFY, please contact Gary Huddleston, AFIA manager of feed manufacturing safety and environmental affairs, at (703) 666-8854 or ghuddleston@afia.org.
AFIA CONTINUES WORK ON ISO/TC 293

In April 2014, the Standardization Administration of the People’s Republic of China (SAC) submitted proposal TS/P244 to the International Organization for Standardization (ISO) to establish the Feed Machinery Technical Committee for an international standardization for feed machinery. The U.S. voted against the establishment of a technical committee to develop an international standard for feed machinery out of concern that 1) there has not been an inherent need for an international standard for feed machinery and 2) without appropriate engagement from various parties globally, and with the initiative being led by SAC at the behest of Chinese industry, there is a serious concern that the final ISO standard for feed machinery could be detrimental to the U.S. feed machinery manufacturing industry’s interests and ability to export in the future.

The U.S. feed machinery manufacturing industry’s concerns are about the ability of the U.S. industry to adequately ensure a positive and rational outcome in the establishment of ISO standards for feed machinery. Sixteen countries approved the proposal, three disapproved (Japan, France and U.S.) and 17 abstained. This proposal was approved by the ISO Technical Management Board as the 293rd Technical Committee.

The American National Standard Institute accredited the American Society of Agricultural and Biological Engineers (ASABE) to administer the U.S. Technical Advisory Group (TAG) for ISO/TC 293, a committee consisting of industry sector volunteers who provide the U.S. input as international work items are considered. While the U.S. feed machinery manufacturing industry was not supportive of this proposal for the establishment of ISO standards for the feed industry, U.S. feed machinery manufacturing companies are proactively engaged in the process to monitor progress and represent U.S. interests. Gary Huddleston, AFIA’s manager of feed manufacturing safety and environmental affairs, was appointed chair of the U.S. TAG in August 2015.

For several months, the ISO/TC 293 work was carried on through three formed ad hoc groups in the areas of terminology, safety and equipment hygiene. Two of the ad hoc groups completed initial draft reports in May and were informed by the chairman of ISO/TC 293 that the SAC had posted a series of documents that included ballots on nine new work item proposals (NWIP) for developing sets of feed machinery terminology. In June, information was provided that another NWIP was posted for forming three working groups to work on the nine sets of terminology. The proposed sets of terminology are:

1. Terms of feed processing technology
2. Terminology for feed crushing equipment
3. Terminology of batching and mixing equipment for feed processing
4. Terminology for feed pelleting equipment
5. Terminology for feed conditioning and grading equipment
6. Terminology for liquid addition and coating equipment for feed processing
7. Terminology for feed cleaning and grading equipment
8. Terminology for feed conditioning equipment
9. Terminology for auxiliary equipment in feed processing

After much review and debate, the U.S. TAG determined that the proposal made by the SAC would be very complex and time consuming. The U.S. TAG made the decision to enter a vote of “no” on all NWIP ballots. Experts on the U.S. TAG also worked together to formulate comments on all NWIPs to submit “no” votes as well as a proposal for a more streamlined process for terminology. The U.S. TAG has reached out to several European countries to let them know of these concerns with the SAC proposal and asked for their support. Even with all of these efforts, the SAC may still have enough votes to push the proposals through as-is.

On a brighter note, AFIA learned that ASABE was awarded a $260,000 grant through the U.S. Department of Commerce 2016 Market Development Cooperator Program. AFIA staff assisted ASABE in completing the application for this grant. The funding will support the U.S. feed machinery industry’s efforts in participating in the U.S. TAG and Technical Committee meetings, and allow the U.S. industry to support efforts to establish thoughtful, useful and logical international standards.

If AFIA member companies have experts who would agree to work on the standards process to help ensure a positive and rational outcome in the establishment of ISO standards for feed machinery, please contact Gary Huddleston, AFIA manager of feed manufacturing safety and environmental affairs, at (703) 666-8854 or ghuddleston@afia.org.
While China urgently needs to increase production efficiency, profitability and safety in feed production and use; historically, it has lacked effective regulation. Additionally, outdated production technology and techniques, environmental pollution and low-quality inputs have confounded China’s efforts to upgrade its feed production. According to the U.S. Department of Agriculture’s Economic Research Service (ERS) in its 2015 publication, “China’s Growing Demand for Agricultural Imports,” poor machinery and low management expertise in small-scale operations have contributed to feed safety problems in China.

The Chinese government is responding with increased regulation and policies that encourage consolidation in animal production. The government introduced, among others, a risk management regulation for feed in 2009, nationwide quality control guidelines in 2012 and specific safety management regulations in 2014. China’s animal production agriculture and feed industry will continue to consolidate and embrace advanced technology to improve feed quality, and the Chinese government will increasingly regulate the use and import of feed products.

Adoption of technology will provide the opportunity to continue to introduce new types of feed that will continue to change the way feed is formulated and how animals are produced. ERS also noted as inexpensive feed sources become increasingly limited, feed mills look for options to reduce feed cost and improve feed conversion rates. Any ingredients that improve feed conversion will most likely be adopted for feed inclusion.

Food safety will continue to be a top priority and is an issue that will ultimately be addressed at all levels in the food chain, including feed production. The overall impact has been and will continue to push feed mills to improve efficiency and regulatory compliance, especially in food and feed safety. Specific examples include the adoption of Decree 118 which requires foreign plant registration in order to export to China (adopted in 2009). The result of the implementation of these regulations is increased regulatory compliance requirements in order for U.S. companies to continue to export to the Chinese market—a continuing and growing burden.

While individual product categories have particular market constraints, the key constraint for feed products and pet food, as a group, are the regulations. The regulations are complicated, not easily available in annotated form in English and not well understood. Feed products are complicated to register under these new and updated regulations; the broad array of products has overwhelmed the U.S. and Chinese registration systems.

Chinese authorities have a general understanding of the quality of U.S. regulations and their implementation. However, the lack of understanding about the scope of Chinese regulations and lack of technical exchange programs has meant that the U.S. has not effectively responded to Chinese requirements.

In an effort to keep up with third country competitors in the Chinese feed product market, to address the regulatory constraints and to support implementation of China’s new regulatory requirements, the American Feed Industry Association is actively engaging with and supporting the efforts of the relevant U.S. government agencies. AFIA needs to ensure existing market access continues for U.S. feed and pet food products in China, as well as place the U.S. industry in a position to best take advantage of new market opportunities in China.

For more information on China exports, contact Gina Tumbarello, AFIA director of international policy and trade, at (703) 558-3561 or gtumbarello@afia.org.
The American Feed Industry Association has six staff members and one consultant laboring to understand, interpret and advocate for changes of the seven Food Safety Modernization Act final rules. The same staff members develop training programs and guidance documents to aid in members’ compliance with the rules.

The FSMA rules are a complicated and sometimes overwhelming set of requirements that the U.S. Food and Drug Administration says will move food and animal feed safety forward.

“We knew FSMA would be complicated when working on the legislation more than six years ago,” said Richard Sellers, AFIA’s senior vice president for public policy and education. “However, we think FDA has made it even more so by making the rules parallel to the human food rules, thereby driving up the cost substantially. Now we’re doing our best to keep those costs down with a number of steps,” said Sellers.

AFIA works with FDA to reach agreement that not all animal food (i.e. feed, ingredients and pet food) will need preventive controls under the “Current Good Manufacturing Practice, Hazard Analysis and Risk-based Preventive Controls for Animal Food” final rule. This single agreement can save the industry hundreds of millions of dollars.

AFIA is working with a commercial video production firm to develop a short qualified individual (QI) feed hygiene and training video that will assist firms in meeting the requirement to train all employees that assist in manufacturing, processing, packing or holding feed. AFIA considers this to be everyone working inside a feed facility.

In order to reach the largest number of facilities in the feed industry, AFIA has partnered with its members and Feedstuffs to host four, two-and-a-half hour, free webinars that explain the FSMA animal food rule in detail. The webinars will remain available to anyone to view for free for one year.

AFIA’s foundation, the Institute for Feed Education & Research, signed an agreement with the University of Minnesota’s Center for Animal Health and Food Safety in the College of Veterinary Medicine to develop a generic hazard analysis report based on the final animal food rule. The National Grain and Feed Association, and its foundation, the National Grain and Feed Foundation, are AFIA/IFEEDER’s partners in this endeavor.

After the generic hazard analysis report is delivered to AFIA, the association will host two workshops to explain the report; one in December in Arlington, Va., and the second in January at the International Production & Processing Expo in Atlanta, Ga.

Many efforts are under discussion to find more tools to help with FSMA compliance. AFIA actively solicits input for these tools.

For more information, please contact Preston Buff, AFIA director of regulatory affairs, at (703) 558-3568 or pbuff@afia.org.
2016 STATE LEGISLATIVE SESSION RECAP

This year was more normal than last year for state legislative issues for the animal food industry. At least 11 states had active bills that either rewrote the state’s commercial feed law, proposed fee increases, instituted new fines or sought to prohibit antimicrobials from being used in livestock feed. Below is a brief summary of bills that became law.

**Arizona:** SB 1344 provided several amendments to the commercial feed law brought forward by the state livestock industry. One provision took $50,000 per year from the commercial feed trust fund to execute the “ALIRT Agreement,” which is an Arizona livestock incident response team agreement between the Arizona Department of Agriculture and a university.

**Connecticut:** HB 5317 established a new facility registration fee for Connecticut facilities and creates fines for those who fail to register. The bill also contained administrative fines for any other violations for which a penalty was not already established in the feed law. This law goes into effect on Oct. 1.

**Hawaii:** HB 1999 established a grant program for qualified feed developers, appropriated funds for the Feed Developer Grant Program, provided reimbursements to qualified producers for feed costs and required a survey of local feed ingredient sources.

**Maryland:** SB 526 amended the commercial feed law to allow the Maryland Department of Agriculture to exempt products via regulations instead of being specifically written in law. The bill sponsor introduced the measure at the request of a farmer who gets donated spent grains and other food products.

**Vermont:** HB 872 adjusted fees throughout the government and allocated the increases to fund water quality projects in the state. For feed, the product registration fee increased from $85 to $105 and took effect on July 1.

**Wisconsin:** SB 514 proposed civil penalties for feed in the same way they are used for violations in fertilizer. The state industry association supported the legislation.

American Feed Industry Association thanks the state feed and grain associations with whom it has a cooperative agreement, for their strong local presence and partnering with AFIA on the discussions and activities. AFIA looks forward to continuing these strong relationships and doing even more great work in 2017!

AFIA staff divide the U.S. into two areas with Richard Sellers (rsellers@afia.org) and Preston Buff (pbuff@afia.org) dealing with the southeastern part of the U.S. and Leah Wilkinson (wilkinson@afia.org) handling part of the Midwest and the northeast as well as the western portion of the country. Please contact the appropriate staff if you hear of bills/rules being proposed or to get involved in states where changes are being considered.
AFIA UPDATE: DEPARTMENT OF LABOR AND ENVIRONMENTAL PROTECTION AGENCY

OBAMA’S LAST YEAR LEGACY: A PLETHORA OF COSTLY BUSINESS RULES

As President Barack Obama winds down his presidency, the White House and the agencies have remained as busy as ever, moving regulations through the pipeline. A partial list of significant actions is below, with a special focus on environmental, health and safety. While some rules are stalled by court challenges, many are expected to pile on new compliance costs and paperwork requirements on top of the growing regulatory burdens that U.S. industry has already shouldered under the current administration.

ENVIRONMENTAL PROTECTION AGENCY

“Waters of the U.S.” Rule – EPA’s controversial rule attempts to clarify what waters and wetlands are regulated under the Clean Water Act, but the rule would disrupt and limit land use decisions nationwide. Landowners and business groups are fighting the rule in Congress and the courts, which have stayed the rule for now.

These are only a sampling of what’s underway this year as the administration, Congress and the courts wrestle over the final months of Obama’s regulatory agenda. It is typical of federal agencies in the final year of a presidential administration to issue more than normal rules and policy changes. This year is not an exception as the Obama administration looks to better define its legacy.

DEPARTMENT OF LABOR

Electronic Reporting – The Occupational Safety and Health Administration in May issued a final rule to require employers to electronically report injury and illness records, which OSHA for the first time will publish on its website. The agency also gave itself new powers to issue "whistleblower" citations on its own without an employee complaint if it believes company safety incentive programs keep workers from reporting an injury or illness.

"Volks" Recordkeeping Rule – A top OSHA priority is to finish a rule that would allow it to retroactively cite employers for recordkeeping violations going back five years. The current limitation on OSHA is six months. Congress and employers have criticized the administration for seeking a rule that overturns the major federal Volks case ruling that limited OSHA’s penalty authority to six months for recordkeeping problems.

OSHA Penalties – OSHA penalties will increase for the first time since 1990, with new maximum fines scheduled to increase by 82 percent and take effect Aug. 1. Action on this issue was actually taken by Congress, not the Obama Administration. Expect maximum fines to go from $70,000 for repeat and willful violations to $125,438, and the current $7,000 maximum fine for serious violations to rise to $12,744.

Overtime Rule – The new rule from DOL’s Wage and Hour Division will double the salary threshold below, which workers are automatically eligible for overtime pay. The new cutoff is $47,476 and is effective Dec. 1. While some argue the measure gives certainty for employers about who is owed overtime, business groups are arguing that, among other flaws, the rule will lead to more lawsuits against employers.

Persuader Rule – The Department of Labor finalized a major new rule in April that businesses have argued would “chill free speech” for employers. The so-called “Persuader” regulation would force employers to publicly disclose a range of information about its conversations and advice from outside attorneys and consultants pertaining to union, human resource and employment matters. A federal judge in Texas just blocked the rule with a nationwide injunction on June 27, before it went into effect on July 1.
The Institute for Feed Education & Research, the American Feed Industry Association’s foundation, recently announced the expansion of its Research Committee and its Marketing and Education Committee. The committees were expanded to gain additional input needed from the broader industry, and also outside resources from government and academia. The newly expanded committees will enhance the ability to carry out IFEEDER’s core mission.

For more information on IFEEDER, contact AFIA and IFEEDER President Joel G. Newman at jnewman@afia.org.
The purpose of the Research Committee is to define research priorities that are critical to the future feed industry, within the four IFEEDER research pillars—policy support, food/feed safety, sustainability, and animal nutrition and wellbeing. Working with broader membership, and the academic and government research advisory board, the committee annually identifies prioritized gaps for new research work, engages appropriate entities to fulfill this research, and communicates the priorities and results to the industry.

The roles and responsibilities include:

• Review funding requests and make decisions on what to recommend for funding;
• Present funding requests to the Board of Trustees for approval;
• Solicit proposals based on the gap analysis and membership research priorities;
• Monitor progress of ongoing projects;
• Work with IFEEDER’s Marketing and Education Committee to disseminate research results and findings;
• Finalize gap analysis based on input from membership and advisory board; and
• Publish annual gap analysis and research summary paper.

Beginning in 2016, the IFEEDER Research Committee will be joined by an advisory board, including additional members, academic and government research experts, in an annual process of:

• Providing input on the research priorities of most value to the industry, within the four research pillars;
• Providing input to identify current research gaps in the four research pillars;
• Suggesting appropriate projects to address these gaps;
• Reviewing and providing feedback on completed projects; and
• Helping to define longer term research priorities and areas.

Annual research gap and priorities, as well as research results reports, will be developed for the foundation funders, members, government agencies and universities.

The purpose of the Marketing and Education Committee is to provide overall education and marketing direction for IFEEDER, develop strategic communications and marketing recommendations in conjunction with the AFIA Sustainability Oversight Committee and other allied organizations, and promote food and agriculture career opportunities.

The roles and responsibilities include:

• Provide oversight and recommendations coordinated with the AFIA Sustainability Oversight Committee and allied organizations for:
  • Education projects supporting the AFIA consumer communications initiative;
  • Future direction of scholarships at selected universities; and
  • Promote food and agriculture career opportunities with prospective students.
• Support the IFEEDER endowment campaign;
• Develop a future IFEEDER marketing plan with review of prior recommendations and previous marketing direction;
• Identify a new membership awareness event to replace the silent auction;
• Work with IFEEDER’s Research Committee to disseminate research results and findings; and
• Monitor progress of ongoing projects.
The American Feed Industry Association honored Eugene Wagester with the AFIA-Kansas State University Feed Manufacturing Lifetime Achievement Award for his impressive engineering developments. Wagester received the award May 4, at the AFIA Board of Directors dinner in Arlington, Va.

The AFIA-KSU Feed Manufacturing Lifetime Achievement Award recognizes and honors U.S. feed industry retirees—or those who are no longer serving the industry or allied industries—who have made significant contributions to animal feed manufacturing in the U.S. over the length of their careers. Individuals are nominated in the areas of business, science and technology. The award began in 1995 and has only been awarded to 18 individuals, with the last recipient in 2003.

Wagester has more than 50 years of experience in engineering. In 1975, he founded Wagester Engineering, which is now known as WL Port-Land Systems, Inc. “One of Eugene’s most notable contributions to the industry was his assistance in the design and development of what was known to be the largest capacity feed mill in the industry in 1992,” said Gary Huddleston, AFIA manager of feed manufacturing safety and environmental affairs.

Wagester also was known for the slip form concrete structure design and constructing a round bin hopper for ingredient and finish feed storage.

Wagester earned a bachelor’s degree in civil engineering at Michigan State University. He is a member of the American Society of Civil Engineers and the American Concrete Institute, and is a licensed professional civil and structural engineer in multiple states.

For more information on this award, please contact Gary Huddleston, AFIA manager of feed manufacturing safety and environmental affairs, at (703) 666-8854 or ghuddleston@afia.org.
Richard Sellers, American Feed Industry Association senior vice president of public policy and education, was part of the team that drafted the veterinary feed directive concept in 1995. It was signed into law as part of the Animal Drug Availability Act of 1996. The first VFD drug was approved later that year. Below is a list, developed by Sellers, of the top five things medicated feed manufacturers need to know to comply with the changes to animal drugs that will become VFD drugs Jan. 1, 2017.

1. **A VFD is an order from a licensed veterinarian that allows an animal producer to use a VFD medicated feed in a way authorized by the veterinarian. The VFD is both the form and the drug. If the VFD expires during the use period authorized by the VFD, the farmer or rancher must obtain another VFD to continue using the feed. When feed distributors receive a VFD they should note the expiration date, and if the VFD expires during the use period they should remind the farmer or rancher to obtain a new VFD to prevent a break in treatment.**

2. **The veterinarian should be licensed in the state where the animals are located. It’s not necessary for the feed mill or feed distributor to be in any particular state, as this is a federal law and feed mills can be anywhere in the U.S., while veterinarians are licensed by state practice boards to practice in one or more states.**

3. **There are some 19 drug compounds with more than 280 uses that could come under the control of a veterinarian via the VFD rule changes, and the strongest impact of this change will likely be felt by the swine industry. Three of these are already VFD approved animal drugs, but many antibiotics that are used in human medicine fall into this category. Exempt from this change are ionophore, dewormers, bacitracin, carbadox, bambermycins and a few others.**

4. **FDA said after Jan. 1, 2017, any medically important antibiotics used for both humans and animals will need to stop being used for growth promotion, feed efficiency or other production claims to decrease the incidence of antibiotic resistance. That means all premixes with those claims and products used from those premixes on Jan. 1, 2017, will need to be distributed under a VFD only. AFIA is surveying its members about the premixes with production claims that may remain in their control to request from the U.S. Food and Drug Administration reasonable time to exhaust supply of the premixes.**

5. **One VFD form may cover more than one location, but usually only from one feed mill. However, feed mills under the same ownership may be allowed to fill the same VFD in extenuating circumstances.**

Sellers advises firms wanting more information to go to the following FDA website and review the question and answer guidance document: http://bit.ly/2b49GY3.

FDA has also published two helpful brochures for feed distributors:

**For more information, contact Sellers at rsellers@afia.org.**
The American Feed Industry Association named Cathy Bandyk, Ph.D., of Westway Feed Products LLC, and Ronny Moser, Ph.D., of JBS United, Inc., its Members of the Year during a ceremony at the Board of Directors dinner May 4, in Arlington, Va. Bandyk is known for her many accomplishments with AFIA’s foundation, the Institute for Feed Education & Research. Moser was a key participant in informing AFIA membership of preventative measures concerning porcine epidemic diarrhea virus.

The Member of the Year Award is presented to an AFIA member or members who exhibit the utmost support throughout the year to help the organization achieve its goals and objectives. With the exception of the 83 members on the Food Safety Modernization Act Work Group who received the 2014 Member of the Year Award, only 34 individuals prior have been honored. Rarely are two members honored in the same year.

Bandyk serves on IFEEDER’s Board of Trustees, playing an instrumental part in the realignment of IFEEDER’s future to better benefit AFIA membership and the industry. She is an active member of the Liquid Feed Committee, and led a major update of the committee’s Liquid Feed Handbook and the development of an educational PowerPoint slide show to share with academia and the industry.

“At the 2015 Liquid Feed Symposium, Cathy presented a liquid feed historical timeline that featured six decades of industry and individual accomplishments,” said AFIA President and CEO Joel G. Newman. “The timeline was a perfect portrayal of the successes and advancements liquid feed has undergone and the future it holds.”

Bandyk is the technical sales and support manager at Westway Feed Products LLC, and was the former nutritionist/product manager at Quality Liquid Feeds for 13 years.

Moser serves on AFIA’s Nutrition Committee, non-ruminant subcommittee and chaired the Animal Feed and Health Biosecurity Task Force.

“On the task force, Ron spearheaded the recreation of AFIA’s Biosecurity Awareness Document that now serves the industry as a benchmark for disease spread prevention in feed and ingredient manufacturing facilities,” said Richard Sellers, AFIA senior vice president of public policy and education.

“His efforts were crucial when directing next steps for AFIA members impacted by PEDV in 2014 and also when the poultry industry was affected by the highly pathogenic avian influenza in 2015,” said Sellers.

Moser has 18 years of experience as a nutritionist in the feed industry and is the managing director of research innovation and technical service for JBS United, Inc.

For more information about this award, please contact Richard Sellers, AFIA senior vice president of public policy and education, at rsellers@afia.org.
The American Feed Industry Association honored Donald Orr, Jr., Ph.D., with its 2016 Distinguished Service Award for his life-long contributions to the feed industry and to AFIA. Orr received the award May 4, at the AFIA Board of Directors dinner in Arlington, Va.

The Distinguished Service Award is AFIA’s highest honor, given to only 32 individuals since 1981. Recipients are elite members of the U.S. feed industry that have, throughout their careers, provided outstanding support to AFIA and the entire feed industry.

Orr served as president of JBS United, Inc., Sheridan, Ind., for 18 years and currently serves as president emeritus. He has been recognized for a plethora of industry awards and has circled the globe advocating for agriculture.

“From day one, Don has been very involved in the association’s growth and success,” said AFIA President and CEO Joel G. Newman. “While serving as Chairman of the former Non-dues Revenue Task Force, he was an instrumental part in the creation and structure of AFIA’s foundation, the Institute for Feed Education & Research.”

Orr served on AFIA’s Board of Directors and Executive Committee from 1995 to 2015, including a stint as AFIA’s chairman in 2008-09. He has also provided his support to AFIA’s Nutrition Committee and initiated the former Energy Task Force.

Orr earned his bachelor’s degree in animal science from Purdue University, master’s degree in animal industry from Pennsylvania State University and a doctorate in animal husbandry from Michigan State University.

For more information on the award, please contact Richard Sellers, AFIA senior vice president of public policy and education, at rsellers@afia.org.
In May, I walked into an early morning meeting in Washington, D.C., and opened the doors to the diverse group of people who would be starting their first year on the American Feed Industry Association’s Board of Directors. While the members in this group came from across the country to serve on the Board, what I learned that day, and since, is far greater.

A few days before, Joel G. Newman, president and CEO of AFIA, sent me a copy of the biographies for the new Board members. It was a 20-page booklet that listed the Board of Directors for the Class of 2019. Several names on the list were people I had served with before and/or knew from prior meetings. However, many of them were new to me.

They came from all walks of life, some attending notable universities such as the United States Military Academy (West Point), and others earning degrees from smaller colleges like I did. Many graduated from master’s-level courses, and a few even obtaining their doctorate degrees. Some were from small towns, and others large cities, stretching across the U.S.; one person in the group was originally from South Africa!

Their professional backgrounds were as diverse as their personal. They were involved in animal nutrition, regulations and legislation, grain trading, liquid feed, pet food, fertilizer, farming, corporate purchasing, swine and poultry, and banking. Their titles were extensive and impressive: president and CEO, vice president, general manager, chairman, etc.

However, what I found to be most intriguing about this group from the moment I met them was not their upbringings, educational backgrounds or job titles. It wasn’t my former or new relationships with each individual. What I found most amazing was each and every person in that room was united for the same reason. They were there to serve AFIA; to better the animal food industry. Their schedules were cleared of the hectic day-to-day to become involved and take part of the great things this association is doing and will do. I stood grateful as I thought about their email boxes filling up, the meetings back at the office they might be missing and their families at home. However, they made the conscious decision that the needs of our association and the feed industry are of vital and urgent importance to the future.

While these 16 new Board members and their tasks are essential, what is equally noteworthy is all the wonderful people who give their time for our cause. A few examples of these generous individuals are feed industry professionals who join AFIA committees and task forces; those who attend one of the many AFIA conferences and networking events each year; those who take a few minutes to write a letter to their representative in support of AFIA issues; or those who simply pass on the important regulatory information within their own organizations.

I applaud each of you for your involvement, taking a stand, and helping AFIA strive to reach our vision for a strong and united feed industry. With your help and support, we are carrying the torch that was passed to us by prior generations in hopes to create a better future for ourselves and our children.

As the Chairman of the American Feed Industry Association for 2016-17, I would like to say thank you for the hard work and support shown by our members. I look forward to the opportunity of serving with the Board of Directors, the committees and the members to help achieve AFIA’s vision for the coming year.

Best Regards,

Written by Paul Phillips
Forget Finger Pointing, Focus on Facts of GHG Emissions

In an effort to provide clarity on the clouded topic of greenhouse gas emissions, a recent report out of the University of California, Davis, focuses on animal agriculture’s contribution to GHG—believed to drive climate change—challenging naysayers with surprising and encouraging new evidence.

The American Feed Industry Association strongly backs the “Livestock’s Contribution to Climate Change: Facts and Fiction” white paper, which states globally and in the U.S., energy production and use, as well as the transportation sector, are the largest anthropogenic contributors of GHG. The document, produced by UC-Davis’ Frank Mitloehner, Ph.D., details research from the U.S. Environmental Protection Agency stating animal agriculture contributes only 4.2 percent GHG emissions, not the 18 percent to 51 percent often wrongfully cited.

“Comparing the 4.2 percent GHG contribution from livestock to the 27 percent from the transportation sector, or 31 percent from the energy sector in the U.S., brings all contributions to GHG into perspective,” wrote Mitloehner in the document.

“It is no wonder why there is so much confusion today surrounding the topic of greenhouse gases. With anti-agriculture groups shouting inaccurate data about ‘cows causing climate change’ and ‘ag being to blame,’ it is hard for anyone to focus on, or even to find, the facts,” said AFIA President and CEO, Joel G. Newman.

However, the facts are clear, especially surrounding where the most effective opportunities are for decreasing GHG emissions in various sectors, adds Newman.

The white paper denounces “Meatless Mondays,” stating the program is not as efficient as its advocates lead the public to believe.

If all Americans practiced Meatless Mondays, only a 0.6 percent reduction of GHG emissions would be seen in the U.S. If the U.S. population instead replaced their incandescent lightbulbs with Energy Star bulbs, double the reduction would be seen (1.2 percent).

“One certainly cannot neglect emissions from the livestock sector, but to compare them to the main emission sources would put us on a wrong path to solutions, namely to significantly reduce our anthropogenic carbon footprint to reduce climate change,” Mitloehner stated in the paper.

“It may come as a surprise, but the U.S. livestock sector—looked at on a global scale—has the lowest carbon footprint per unit of livestock produced (i.e. meat, milk, eggs). We want to educate others in the feed, livestock and poultry sectors worldwide on using research, new technologies and best practices to achieve this as well,” said Newman.

To accurately and fairly assess emissions, as well as identify an overall path toward providing abundant food for years to come, Mitloehner AFIA are part of a multi-stakeholder partnership project hosted by the Food and Agriculture Organization of the United Nations’ (FAO) titled “Livestock Environmental Assessment and Performance Partnership”—a globally harmonized life cycle assessment (LCA) methodology for all livestock species and the feed sector. The first three-year phase project was finalized in December 2015 producing six publicly available LCA guidelines.

The white paper reminds, “Now is the time to end the rhetoric and separate facts from fiction around the numerous sectors that contribute emissions, and to identify solutions for the global food supply that allow us to reduce our impact on the planet and its resources.”

Visit http://bit.ly/2aVJsnh to download the paper.

For additional information on AFIA’s sustainability work, contact AFIA President and CEO, Joel G. Newman, at jnewman@afia.org.
The number of certified facilities continues to grow since the American Feed Industry Association updated the Safe Feed/Safe Food guidance document in March 2015. Thus far, the number FSC36 certified facilities has increased by 35 percent, with a 30 percent increase across all certification options. Members continue to look for tools to help them implement processes and programs to support compliance with the Food Safety Modernization Act final animal food rule.

While the FSC36 Safe Feed/Safe Food Certification Program grows in popularity, many companies are stepping up to the next level and seeking certification with FSC34 Manufacture of Animal Feeds or FSC32 Manufacture of Pet Food. Both of these certifications are GFSI benchmarked.

Certified facilities receive a regular newsletter from AFIA devoted to continuous improvement in feed safety and technical assistance.

Are you certified yet? If you have questions about Safe Feed/Safe Food, please contact Henry Turlington, AFIA director of quality, education and training, at (703) 650-0146 or hturlington@afia.org.

<table>
<thead>
<tr>
<th>Certification Type</th>
<th>U.S.</th>
<th>CANADA</th>
<th>OTHER</th>
</tr>
</thead>
<tbody>
<tr>
<td>FSC36 Safe Feed/Safe Food</td>
<td>295</td>
<td>11</td>
<td>N/A</td>
</tr>
<tr>
<td>FSC34 Manufacture of Animal Feeds</td>
<td>16</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>FSC32 Manufacture of Pet Food</td>
<td>65</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>International Safe Feed/Safe Food</td>
<td>27</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>
## SAFE FEED/SAFE FOOD CERTIFICATIONS COMPLETED BY CERTIFYING BODIES

<table>
<thead>
<tr>
<th></th>
<th>EUROFINS</th>
<th>NSF INTERNATIONAL</th>
<th>SGS</th>
<th>VALIDUS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FSC36 SAFE FEED/SAFE FOOD</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>FSC34 MANUFACTURE OF ANIMAL FEEDS</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>FSC32 MANUFACTURE OF PET FOOD</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>INTERNATIONAL SAFE FEED/SAFE FOOD</strong></td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### KEY CONTACT

- **Crista Righi**  
  Operations Manager  
  D: (515) 299-6946  
  P: (515) 299-6979  
  CristaRighi@eurofinsus.com

- **George Hazard**  
  Lead Auditor  
  Animal Welfare, Supply Chain Food Safety  
  P: (734) 478-2954  
  ghazard@nsf.org

- **Amy Cheng**  
  Systems & Services Certification  
  SGS North America Inc.  
  P: (201) 508-3089  
  shun.cheng@sgs.com

- **Brian Bennett**  
  Director of Feed Auditing Services  
  D: (571) 830-6603  
  P: (866) 320-7751  
  bennettb@validusservices.com

## THE FOLLOWING ARE FSC36 SAFE FEED/SAFE FOOD NEWLY CERTIFIED FACILITIES

<table>
<thead>
<tr>
<th>SUPPLIER NAME</th>
<th>CITY, STATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>A/B Technologies International, Inc.</td>
<td>Springfield, Oregon</td>
</tr>
<tr>
<td>Bio D International, Inc. MPL, Inc.</td>
<td></td>
</tr>
<tr>
<td>American Proteins, Inc.</td>
<td>Cumming, Georgia</td>
</tr>
<tr>
<td>American Proteins, Inc.</td>
<td>Alma, Georgia</td>
</tr>
<tr>
<td>American Proteins, Inc.</td>
<td>Cuthbert, Georgia</td>
</tr>
<tr>
<td>Amer-Mills</td>
<td>Saint Joseph, Missouri</td>
</tr>
<tr>
<td>Chemorse, Ltd</td>
<td>Des Moines, Iowa</td>
</tr>
<tr>
<td>CHS Nutrition</td>
<td>Hermiston, Oregon</td>
</tr>
<tr>
<td>CHS Nutrition Conson</td>
<td>Brandon, South Dakota</td>
</tr>
<tr>
<td>CHS Nutrition Gettysburg</td>
<td>Gettysburg, South Dakota</td>
</tr>
<tr>
<td>CHS Nutrition Great Falls</td>
<td>Great Falls, Montana</td>
</tr>
<tr>
<td>CHS Nutrition Harrisburg</td>
<td>Harrisburg, Oregon</td>
</tr>
<tr>
<td>CHS Nutrition Tillamook</td>
<td>Tillamook, Oregon</td>
</tr>
<tr>
<td>Gerber &amp; Sons, Inc.</td>
<td>Baltic, Ohio</td>
</tr>
<tr>
<td>Helena Chemical Co./Helena Phosphate</td>
<td>Fremont, North Carolina</td>
</tr>
<tr>
<td>Nutra Blend, LLC - St. Albans</td>
<td>St. Albans, Vermont</td>
</tr>
<tr>
<td>One Stop Manufacturing</td>
<td>Florence, Alabama</td>
</tr>
<tr>
<td>Origination Inc. (DBA Feed Products North)</td>
<td>Rosemount, Minnesota</td>
</tr>
<tr>
<td>Quality Roasting Inc</td>
<td>Owen, Wisconsin</td>
</tr>
<tr>
<td>Quality Roasting Inc</td>
<td>Valders, Wisconsin</td>
</tr>
<tr>
<td>Sebs Feed</td>
<td>Teretont, Idaho</td>
</tr>
<tr>
<td>Southern Commodities LLC</td>
<td>Uvalde, Texas</td>
</tr>
<tr>
<td>Watco Terminal and Port Services</td>
<td>Omaha, Nebraska</td>
</tr>
<tr>
<td>Western Milling, LLC</td>
<td>Goshen, California</td>
</tr>
<tr>
<td>Wilbur-Ellis Company</td>
<td>Paffrey, South Carolina</td>
</tr>
<tr>
<td>Witmer’s Feed and Grain, Inc.</td>
<td>Columbiana, Ohio</td>
</tr>
</tbody>
</table>
Members of the American Feed Industry Association’s Board of Directors met May 4-5, in Washington, D.C., to discuss priority issues affecting the animal food industry. The Board, comprised of more than 40 industry representatives, took up the issues—including the cumbersome Food Safety Modernization Act—with various legislators during the association’s annual spring visit to the nation’s capital.

Board members promoted AFIA positions on proposed legislation for genetically engineering labeling, Food and Drug Administration Animal Food Amendments Act and the Trans-Pacific Partnership. The group also attended a legislative briefing at the U.S. Capitol Building during the trip and was briefed by federal officials on trade and TPP, and current activities at FDA’s Center for Veterinary Medicine.

AFIA’s Board met to recognize Rob Sheffer, Waycrosse, for his leadership as the association’s chair during the 2015-16 year, welcome his successor, Paul Phillips, Maxi-Lift Inc./Southwest Agri-Plastics Inc., and announce its chair-elect—Lee Hall of Hallway Feeds—and incoming directors, and elect new members to the organization’s Executive Committee.

“Rob has been very instrumental in the development process of AFIA’s Consumer Communication Project for our industry,” said AFIA President and CEO Joel G. Newman. “This project will educate key influencers about our industry contributions and also educate members on how to communicate with their consumers.”

“As the new AFIA chairman, Paul has been involved in various facets of the association, and we are confident that he will bring growth and innovation to the table for this upcoming year,” Newman said.

Phillips is president of Maxi-Lift Inc., and vice president of Southwest Agri-Plastics, Inc., in Addison, Texas. He earned a bachelor’s degree in marketing from West Texas A&M University. Phillips’ one-year term began May 1.

The following individuals were elected to three-year terms on the AFIA Board and began their service during the May meeting: George Betton, Perdue Farms; Jeff Cannon, Diamond V; Paul Davis, Tennessee Farmers Cooperative; Marc de Beer, DSM Nutritional Products; Phil Greene, Foster Farms Inc.; Jonathan Griffin, Balchem Corporation; Rurik Halaby, AgriCapital Corporation; Gye Harari, Adisseo USA Inc.; Marty Hudak-Roos, Nature’s Variety; Paul Kalmbach, Kalmbach Feeds, Inc.; Mark Lueking, Cargill Animal Nutrition; Dan Meagher, Agrivida Inc.; Chad Risley, Berg-Schmidt America, LLC; Mike Van Koevering, Elanco Animal Health; Doug Webel, JBS United, Inc.; and Russ Wylie, Zinpro Corporation.

The six nominated individuals chosen as additions to AFIA’s Executive Committee were approved: Cory Berg, Quality Liquid Feeds; Scott Drucker, Church & Dwight Company; John Howe, Manna Pro Products; Mike Hudspith, Ridley, Inc.; Diane Loiselle, Hill’s Pet Nutrition; and Mike Manning, F. L. Emmert Company.

Rob Sheffer, Waycrosse, was elected chair, and Dean Warras, Phibro Animal Health, was elected vice-chair, of IFEEDER. AFIA’s Board elected Tim Belstra, Belstra Milling, and Mike Manning, F. L. Emmert Company, as new trustees to the IFEEDER Board of Trustees. Their terms expire April 2019.

IFEEDER was created by AFIA in 2009 to addresses the education and research challenges the U.S. food and feed production industries will face in the next 40 years and beyond, as the world’s population grows by almost 2.5 billion people.

For more information on the spring board meeting, contact AFIA President and CEO Joel G. Newman at jnewman@afia.org.
ChampionUSA has expanded its JustiFLY™ line of fly control products to provide five highly economical options for beef, dairy and calf fly control.

FIVE Fly Control Options Now Available:

- **JustiFLY™ 3%** — High concentration formulation reduces freight, per-head costs
- **JustiFLY™ 3% Add-Pak Option** — One pre-measured Add-Pak per 50-lbs. of mineral for pasture and confinement fly control
- **JustiFLY™ 0.67%** — Ideal for both confinement AND pasture cattle
- **JustiFLY™ 0.04%** — Perfect for large dairies and feedyards mixing their own feed
- **JustiFLY™ 0.16% for milk replacers** — Low-cost advantage over competitive IGRs

JustiFLY™ Benefits

1. Same active diflubenzuron and dosage rates as competitive IGR product
2. Controls four major fly pests — horn flies, face flies, stable flies and houseflies
3. Priced to make fly control more economical

Contact Dr. Steve McKinley, CHPUSA Sales Manager for pricing and ordering at steve@aglandconsulting.com

Always read and follow label directions.
Five Animal Science Experts Receive Annual AFIA Awards

The American Feed Industry Association, in partnership with the Poultry Science Association (PSA), recognized Aaron Cowieson, Ph.D., principal scientist for DSM Nutritional Products, July 14, for his contributions to poultry nutrition. Janet Remus of Dupont presented the Poultry Nutrition Research Award to Cowieson during the annual 105th PSA meeting in New Orleans, La.

Prior to joining DSM Nutritional Products, Cowieson was director of the Poultry Research Foundation in the Faculty of Veterinary Science at the University of Sydney, Australia.

“Cowieson has an impressive 20 years of experience working in feed enzyme research and development,” said Richard Sellers, AFIA senior vice president of public policy and education. “In addition to his work at DSM, he’s also retained as an adjunct professor of poultry nutrition by the University of Sydney.”

Cowieson earned a master’s degree in analytical chemistry and a doctorate in poultry nutrition at the University of Aberdeen (Scotland). He also completed a postdoctoral research fellowship at the Scottish Agricultural College.

The Poultry Nutrition Research Award is sponsored jointly by AFIA as part of its continuing awards program, which dates back to 1948.

Donald Mahan, Ph.D., a retired professor from The Ohio State University, was presented with the New Frontiers in Animal Nutrition FASS-AFIA Award July 19. The award is the equivalent to a lifetime achievement award, and was presented to Mahan during a conference of animal science societies in Salt Lake City, Utah.

The award is co-sponsored by AFIA and Federation of Animal Science Societies (FASS). A committee of past recipients of this award selected Mahan for the honor. The award was presented by Juan Tricarico, Innovation Center for U.S. Dairy, on FASS’s behalf.

This is the 69th year AFIA has presented the Nutrition Research Awards, and the 13th consecutive year the organization has sponsored the FASS award. The purpose of the New Frontiers in Animal Nutrition Award is to stimulate, acknowledge and reward pioneering and innovative research relevant to animal nutrition. The award recipient must demonstrate outstanding and innovative contributions to nutrition research concerning animals that benefit mankind and/or the nutritional value of food from animals.

Mahan is a leader in swine nutrition and focused his attention mainly on vitamin and mineral requirements.

“Donald is a leader in swine nutrition and is well known nationally and internationally for his selenium and vitamin E research in pigs,” said Sellers. “His extensive research set the foundation for FDA’s approval of organic and inorganic selenium. Donald’s work also reflected the importance of vitamin E for sows and neonatal/nursing piglets,” said Sellers.

Clint Krehbiel, Ph.D., and Dean Boyd, Ph.D., received the Ruminant Animal Nutrition Award and Non-ruminant Animal Nutrition Award, respectively, from AFIA and the American Society of Animal Science. Helen Lapierre, was presented with an award from AFIA and the American Dairy Science Association for her dedicated research on dairy cows. All three individuals were honored at the ASAS-ADSA Joint Annual Meeting in Salt Lake City, Utah, July 19-23.

“It’s an honor to see such exceptional individuals awarded as they have each contributed significantly to the animal agriculture industry,” said Sellers. “Their research has helped the industry provide better nutrition for swine and dairy.”

Cathy Bandyk, Ph.D., of Westway Feed Products, on behalf of AFIA, awarded Krehbiel the Ruminant Animal Nutrition Award. Krehbiel is a professor at Oklahoma State University, where he teaches rumenology, animal nutrition techniques, and laboratory methods and protein nutrition in ruminants.

His research interests include metabolism in ruminants regarding protein, regulation of lipids, tissue and whole-animal energy, and improving efficiency of nutrient utilization in growing and finishing ruminants.

Krehbiel earned both his bachelor’s and master’s degrees in animal science and industry from Kansas State University, and a doctorate in animal science (ruminant nutrition) from the University of Nebraska-Lincoln.

Chad Risley, Ph.D., of Berg-Schmidt America LLC, on behalf of AFIA, awarded Boyd the Non-ruminant Animal Nutrition Award. Boyd is a technical director for The Hanor Company, Inc. He manages nutrition for 88,000 sows and 2.1 million pigs annually.

Prior to The Hanor Company, Boyd was the global director of nutrition for the Pig Improvement Company and a faculty member in the Department of Animal Science for Cornell University.

He earned a bachelor’s degree in animal nutrition from Colorado State University and a doctorate from the University of Nebraska.

The Dairy Nutrition Research Award was presented to Lapierre by Jack Garrett of QualiTech, Inc., during the Joint Annual Meeting, on behalf of AFIA. AFIA sponsors this award annually, and has done so for 69 years.

Lapierre is a research scientist for Agriculture and Agri-Food Canada’s Sherbrooke Research and Development Center. Her research focuses on gaining a better understanding of intermediary metabolism in dairy cows in order to improve the efficiency of nitrogen utilization.

The National Research Council appointed Lapierre to serve on the committee to revise the next edition of Nutrient Requirements in Dairy Cattle. She is author and/or co-author to more than 150 peer-reviewed papers and 250 communications and extension papers, and speaks across the globe at scientific and extension meetings and universities.

The three awards are sponsored by AFIA as part of its continuing awards program that dates back to 1948. The ruminant and non-ruminant awards were an addition to the overall awards program in 1998.

For more information about the nutrition awards, contact Preston Buff, AFIA director of regulatory affairs, at (703) 558-3568 or pbuff@afia.org.
“Cowieson has an impressive 20 years of experience working in feed enzyme research and development,” —Richard Sellers

“It’s an honor to see such exceptional individuals awarded as they have each contributed significantly to the animal agriculture industry,” —Richard Sellers
Role of Science in Practical Ag
Kevin Folta, Ph.D., University of Florida

The keynote address, the “Role of Science in Practical Ag,” by Kevin Folta, Ph.D., will be presented in the “What is Shaking for our Customers?” segment of the Liquid Feed Symposium.

Kevin Folta, Ph.D., is a professor in and chair of the Horticultural Sciences Department at the University of Florida, Gainesville. Folta researches the functional genomics of small fruit crops, the plant transformation, the genetic basis of flavors, and studies of photomorphogenesis and flowering. He earned a doctorate in molecular biology from the University of Illinois, Chicago.

Kevin M. Folta is a professor and chair of the horticultural sciences department at the University of Florida. With a Ph.D. in molecular biology, Dr. Folta researches the functional genomics of plants and is well known for his interest in teaching and educating the public on the hard scientific information about the strengths and limitations of biotechnology.

Although he is an accomplished scientist, Folta is respected by his peers and many others for his ability to communicate in a polite, thoughtful and provocative manner. Folta has been described as a “gifted communicator” and teaches and engages the public through his use of social media and various outreach programs. As one colleague stated, “He treats everyone with tremendous respect. He often transforms conflict-riddled situations into true learning moments.”

A teacher, mentor, researcher and organizer, Folta focuses on clear, credible information. He knows how to communicate science to non-scientific audiences—and how to train scientists, farmers, physicians and students to perform public outreach on scientific or controversial topics. With his passion for science, knowledge and understanding, Folta was honored with the 2016 Borlaug CAST Communication Award.
KENNEY BERG RESEARCH & EDUCATION FUND

Contributions to the Kenny Berg Research and Education Fund are used to fund research that will further enhance the growth and development of the liquid feed industry. Recent research done by the University of Florida on the addition of bypass methionine or bypass protein to liquid supplements will be reported at the 2016 Liquid Feed Symposium. Visit the AFIA booth and see a list of some of the important studies that have been funded.

2016 CONTRIBUTORS

**PRESIDENT’S CLUB**
- Quality Liquid Feeds
- Westway Feed Products
- XF Enterprises, Inc.

**EXECUTIVE CLUB**
- DSM Nutritional Products
- FMF Specialty Agri Products
- ILC Resources

**PACESETTER’S CLUB**
- Sunnyside Feeds

**LIST OF EXHIBITORS BOOTH**

<table>
<thead>
<tr>
<th>LIST OF EXHIBITORS</th>
<th>BOOTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADF Engineering, Inc.</td>
<td>105</td>
</tr>
<tr>
<td>Adisseo</td>
<td>209</td>
</tr>
<tr>
<td>AG Product Innovations (API)</td>
<td>302 &amp; 304</td>
</tr>
<tr>
<td>Alliance Tank Service, LLC</td>
<td>202</td>
</tr>
<tr>
<td>Central Life Sciences</td>
<td>205</td>
</tr>
<tr>
<td>Diamond V</td>
<td>109</td>
</tr>
<tr>
<td>Double S Liquid Feed Services</td>
<td>101</td>
</tr>
<tr>
<td>DPI Global</td>
<td>207</td>
</tr>
<tr>
<td>DSM Nutritional Products</td>
<td>206</td>
</tr>
<tr>
<td>Dura Cast Products</td>
<td>301</td>
</tr>
<tr>
<td>Elanco</td>
<td>201</td>
</tr>
<tr>
<td>ILC Resources</td>
<td>306</td>
</tr>
<tr>
<td>Lebermuth Co.</td>
<td>300</td>
</tr>
<tr>
<td>LevelCon-A brand of Micro-Design, Inc.</td>
<td>106</td>
</tr>
<tr>
<td>Micronutrients</td>
<td>107</td>
</tr>
<tr>
<td>Novus International</td>
<td>110</td>
</tr>
<tr>
<td>NuTech Bioscience</td>
<td>102 &amp; 104</td>
</tr>
<tr>
<td>Penny Newman Grain Co.</td>
<td>303</td>
</tr>
<tr>
<td>PolyTank Inc.</td>
<td>308</td>
</tr>
<tr>
<td>Prinova (Animal Nutrition Div.)</td>
<td>203</td>
</tr>
<tr>
<td>Provitas LLC</td>
<td>108</td>
</tr>
<tr>
<td>QualiTech, Inc</td>
<td>204</td>
</tr>
<tr>
<td>R &amp; D LifeSciences, LLC</td>
<td>103</td>
</tr>
<tr>
<td>Runyon Industries</td>
<td>309</td>
</tr>
<tr>
<td>Skinner Tank Company (STC)</td>
<td>200</td>
</tr>
</tbody>
</table>

SPECIAL THANKS TO OUR 2016 LIQUID FEED SYMPOSIUM SPONSORS

---

ILC RESOURCES
The American Feed Industry Association surpassed its prior attendance record at its biannual Feed Industry Institute welcoming 187 attendees. The event, defined by attendees as an outstanding opportunity to become acquainted with the animal feed industry, was established in 1980 as a week-long training program on feed ingredients for new industry employees, and a refresher course for seasoned personnel. Today, FII covers not just ingredients but the entire industry, with topics ranging from amino acids to feed formulation and feed safety programs to quality assurance.

Leah Wilkinson, AFIA vice president of legislative, regulatory and state affairs, who served as FII’s moderator, encouraged attendee participation each of the four days with activities recapping the agenda topics.

“One of the most important aspects of FII is for attendees to network with other individuals in their field and create connections that will be beneficial throughout their careers,” said Wilkinson.

FII speakers, who volunteer their time to teach conference attendees on various entry-level topics, included: Brent Babyak, Prince Agri Products, Inc.; Cathy Bandyk, Ph.D., Westway Feed Products LLC; Elliot Block, Ph.D., Arm & Hammer Animal Health; Kristjan Bregendahl, Ph.D., ADM Animal Nutrition; Karl Dawson, Ph.D., Alltech, Inc.; Tom Earleywine, Ph.D., Land O’Lakes Animal Milk Products; Lance Forster, Jr., Ph.D., ADM Processing; Matt Gibson, Ph.D., LifeLine Foods, Inc.; Kevin Halpin, Ph.D., International Ingredient Corporation; Bob Hill, Ph.D.; H.J. Baker & Bro., Inc.; and Dr. Bruce Hoffman, Elanco Animal Health.

Also, Vanessa Iseri, Ph.D., Kemin Animal Nutrition Health; Kate Jackson, Ph.D., Trouw Nutrition USA; Rich Kyllo, Adisseo USA Inc.; Kevin Larson, Diamond V; Brad Lawrence, Ph.D., Novus International, Inc.; Omarh Mendoza, Ph.D., The Maschhoffs; Dr. Steve Moreland, Nutriad, Inc.; Sarah Muirhead, Feedstuffs; Cody Neiss, The Scoular Company; Chad Risley, Ph.D., Berg+Schmidt America, LLC; Alok Singh, Ph.D., WL Port-Land Systems, Inc.; John Thomson, Ph.D., Evonik Industries; and Jason Vickers, Mars Petcare.

Sarah Muirhead, Feedstuffs, covered the difference between genetically engineered and natural foods, and discussed consumer perspectives on the heavily debated topic of food labels.

Communicating with consumers can happen anywhere, whether it is with family, friends or a during a trip to the farmers’ market, said Muirhead.

“Ninety-five percent of consumers make decisions based on taste, cost and nutrition,” Muirhead explained to the audience.

Elanco Animal Health representative Dr. Bruce Hoffman, explained during his presentation the responsible and ethical use of antibiotics in livestock and poultry production, stating “humans and pets use 10 times the amount of antibiotics than what is used in food animal production.”

FII is hosted by AFIA’s Purchasing and Ingredient Suppliers Committee and provides a forum for individuals new to the industry to network and learn about feed and ingredients first hand from highly qualified industry experts. Starting in 2018, AFIA’s Nutrition Committee will resume the duties of hosting the historic event.

For more information on FII, contact Veronica Rovelli, AFIA director of meetings and events, at (703) 558-3563 or vrovelli@afia.org.
The American Feed Industry Association hosted its annual Purchasing & Ingredient Suppliers Conference in New Orleans, La., March 9-10, with record-breaking numbers—630 registrants.

PISC—“Where Business Gets Done!”—is a highly regarded industry opportunity to receive updates on the state of the animal feed industry, hear market analyses, outlooks and perspectives, and join discussions on critical issues affecting the various sectors of the industry. This year’s program offered attendees an overview of avian influenza—past, present and future—what to expect as Food Safety Modernization Act compliance dates inch closer and leadership advice from retired United States Army Lt. Gen. Russel L. Honoré, commander of Joint Task Force Katrina and Global Preparedness Authority, on creating a “culture of preparedness” in America.

During his presentation, Honoré challenged PISC attendees to not fear the impossible, especially as they are faced with a growing issue—the world’s population.

“We would not be here today if generations before us did not attempt the impossible,” Honoré said.

“Things that we think we can’t do today, we’ve got to figure out how to do it,” if not, the generations to come will be left with water, food and energy issues.

Richard Brock, a long-standing PISC speaker, was back to provide a grain outlook and more. Brock noted cotton, corn and oil prices as game changers affecting every industry represented in the room. Other industry updates focused on transportation and commodities.

Alison Van Eenennaam, Ph.D., of the University of California, Davis, also presented, explaining to the room why knowing your audience and tailoring your presentation is a must-do. Van Eenennaam encouraged scientists to get outside of their boxes and tell a story; their story.

“Unfortunately, in the United States, scientists are really unknown. Research shows only one percent of people can name a scientist,” said Van Eenennaam.

She explained the general public wants to hear a story. They want humor and sincerity. This increases the trust between the audience and presenter as well as the believability factor.

Prior to PISC, AFIA’s Nutrition Committee hosted its Nutrition Symposium, March 9, which focused on the struggles between science and perception that shape consumers’ trust in food today.

For more information on PISC, contact Veronica Rovelli, AFIA director of meetings and events, at (703) 558-3563 or vrovelli@afia.org.
The American Feed Industry Association will host several educational programs including its annual Pet Food Conference Tuesday, Jan. 31, a free Feed Production Education Program Wednesday, Feb. 1, and a Food Safety Modernization Act Hazard Analysis Training Thursday, Feb. 2, through Friday, Feb. 3.

AFIA’s partners at the International Production & Processing Expo—U.S. Poultry & Egg Association and the North American Meat Institute—also will host several educational programs including the International Poultry Scientific Forum; Spanish Technical Seminar for Maximizing the Efficiency of the Poultry Industry; Environmental Conference for the Meat & Poultry; Animal Agriculture Sustainability Summit; Worker Safety Conference for the Meat & Poultry Industry; Poultry Market Intelligence Forum; and the International Rendering Symposium education programs will return in 2017.

The 2017 IPPE will feature several new educational programs including important sessions on food safety, consumer trends and international trade. The following programs are new for 2017: Worker Safety Conference for the Meat & Poultry Industry; Listeria monocytogenes Prevention & Control Workshop; Meat Quality Workshop: Know Your Muscle, Know Your Meat; Family Businesses Strategies for Success; U.S. Employment Law Regulatory Update; Meat Industry Regulatory Update and Compliance Session; Setting Up for Success: Processed Meat Product Introductions; Get the Facts with Meat Mythcrushers; Whole Genome Sequencing 101; Understanding and Achieving Operational Excellence; and Toxic Release Inventory Reporting Guidance Workshop.

Resuming in 2017 is the popular “Members to Atlanta” (M2A) program, which waives the registration fee through Dec. 31, for attendees from member firms of all three associations engaged in the production of poultry, eggs and meat for consumption, and feed and pet food manufacturers. The program is supported through the sponsorship of elite IPPE exhibitors. Sponsors include Arm & Hammer, Aviagen, Biomin, Ceva Animal Health, Cobb-Vantress, Diamond V, Elanco Animal Health, Heat and Control, Huvepharma, Incubation Systems, Inc., Jamesway Incubator Co., Kemin, Soybean Meal Information Center, Watt Global Media and Zoetis.

Trade show: More than 1,100 exhibitors and 505,000+ square feet of exhibits!

**Pet Food Conference 2017 Preview**

The 10th annual Pet Food Conference is Tuesday, Jan. 31, from 8 a.m. to 4 p.m. The day-long conference informs pet food industry representatives on the latest industry issues such as the Food Safety Modernization Act, industry sustainability efforts, communications and labeling.

The Pet Food Conference will feature an array of speakers compiled from government agencies, private corporations, universities and AFIA staff covering a range of topics from regulations, production, marketing and nutrition.

The 2017 program will include lunch. The early-bird registration fee is $75 and the on-site fee is $95.
FSMA Hazard Analysis Workshop

The American Feed Industry Association's foundation, the Institute for Feed Education & Research, contracted with the University of Minnesota's Center for Food Safety and Animal Health to prepare a generic hazard analysis as required by the Food Safety Modernization Act's animal food final rule. This workshop will highlight that report and provide processes for determining what applies to feed facilities, including feed mills, pet food plants and ingredient manufacturing and distribution sites. Participants will be given a copy of the hazard analysis for their own use.

The FSMA final rule requires each facility to develop a facility-specific Animal Food Safety Plan that begins with a hazard analysis of the plant, determines the severity and probability of those hazards in the plant's products, and how to mitigate the risks of those hazards. Guiding participants through this maze of requirements is the goal of this workshop. Participants will receive the hazard analysis in advance.

The program will be held from Thursday, Feb. 2, from 8 a.m. to 5 p.m., and Friday, Feb. 3, from 8 a.m. to 1 p.m. This meeting is open to AFIA members only. The early-bird registration fee is $250 and the on-site fee is $350.

Feed Production Education Program

AFIA's Production Compliance Committee is hosting the annual Feed Production Education program again in 2017 from 8 a.m. to 12 p.m., and it is FREE to everyone.

As regulatory requirements for the feed industry continue to expand, this training session will update participants on recent changes from several federal agencies including the Department of Labor, the Department of Transportation, the U.S. Environmental Protection Agency, the U.S. Food and Drug Administration and the Occupational Safety and Health Administration—a true alphabet list of government agencies.

In addition, two important concerns for today's plant managers—pellet quality and product segregation in bins—will be discussed by presenters. Finally, learn more about AFIA's new and improved Feed Facility of the Year Awards Program and the announcement of the 2016 award winner.

For more information about IPPE, contact Sarah Novak, AFIA vice president of membership and public relations, at (703) 558-3574 or snovak@afia.org, Veronica Rovelli, AFIA director of meetings and events, at (703) 558-3563 or vrovelli@afia.org, or Jessica Morse, AFIA manager of meetings and events, at (703) 558-3573 or jmorse@afia.org.
In June, Virginia Gov. Terry McAuliffe appointed Richard Sellers, American Feed Industry Association senior vice president of public policy and education, to the Virginia Board of Agriculture and Consumer Services.

Sellers is filling a vacant term that expires in 2017 as a volunteer citizen board member. He will be eligible for reappointment for two additional terms, each of four years in length. Also serving on the board with Sellers is Kay Johnson Smith, Animal Agriculture Alliance president and CEO.

The board address all matters tending to the promotion of the agricultural interests in the Commonwealth of Virginia. It also advises the governor on the state of the agricultural industry and on promoting the development of the industry; encouraging persons, agencies, organizations and industries to develop the industry; works closely with all agencies concerned with rural resources development; coordinates efforts toward maximum farm and off-farm employment; examines marketing procedures and new techniques for selling farm products; formulates plans for developing new markets for such products; and other matters as the governor may request.

The Board of Agriculture and Consumer Services consists of citizens, practicing farmers and other experts from each Virginia congressional district, as well as two pesticide industry professionals.

“I was able to offer my expertise as a regulatory analyst at the first board meeting I attended recently. It’s clear that a major function of this board, and similar ones, is review and authorization of rules and policies—something I do every day for AFIA,” said Sellers.

For more information, please contact Richard Sellers, AFIA senior vice president of public policy and education, at rsellers@afia.org.
In June, Leah Wilkinson, AFIA vice president of legislative, regulatory and state affairs, finished her participation in the Texas Agricultural Lifetime Leadership (TALL) program. The program’s mission is to create a cadre of Texas leaders to help ensure effective understanding and encourage positive action on key issues, theories, policy and economics that will advance the agriculture industry.

As part of the 28-member TALL XIV class in which Leah participated, there were eight different sessions over the course of the two-year program. These sessions focused on learning more about the agricultural industries in Texas, and state and federal government. Five sessions were held in different regions of Texas, one in Washington, D.C./Pennsylvania/Maryland/New York, and one trip to California. The program concluded with a two-week trip to France, Belgium and Germany, to give the participants the opportunity to interact with international agricultural producers and better understand the global world of agriculture we live in.

“Participating in the two-year long TALL program provided an opportunity to grow as a leader in agriculture in what otherwise would have taken a decade or more to experience and develop,” said Wilkinson. “I highly encourage companies and associations to continue to send individuals to participate in these state-based agriculture development and leadership programs and support them financially with your sponsorships. You will not regret it!”

A video highlighting the TALL XIV international trip can be viewed here: http://bit.ly/2aLpLkI.

For more information, contact Wilkinson, at (703) 558-3560 or lwilkinson@afia.org.
Here’s an all too common scenario these days. You meet with the hiring manager to develop a clear understanding of the skills and attributes they’re looking for in a new hire for a critical opening. Next, you invest the time and effort to write a job posting and upload the ad to a job board or social media site. Then, you sit back and wait … and wait … and wait for the applicants to appear. All you get is the sound of silence, and when your boss wants to know why, you have to figure it out. And, the best way to do that is to ask hard questions.

There is any number of reasons for a low response rate to an ad – ludicrous requirements from the hiring manager and an organization’s lousy employment brand are two that spring to mind. Those are tough to correct, however, so let’s focus on what you can change, by asking yourself three questions.

Possible Correction Number 1: Did you write a job posting that was good enough to attract top talent?

Sadly, far too many job postings today are simply a position description repurposed online. They use a vocabulary only a hiring manager could love – terms like “requirements” and “responsibilities.” If you have any doubt about the impact of such uninspiring words, consider a recent survey of 2 million job postings on 800 job boards.

It found that 75 percent of the ads failed to generate even a single application! That’s right, not one. Was that the job boards’ fault? Maybe. But most job boards today are seeing record traffic, so they’re delivering the prospects. It’s what those prospects are reading that leaves them cold.

Possible Correction Number 2: Did you select the right sites for posting your ad?

There are two behaviors that undermine outcomes when posting an ad online: habit and herds. When you post your openings on the same sites over and over again without (a) evaluating the yield that’s generated or (b) checking to see if any potentially better sites are available, you are putting your yield at risk. Similarly, if you simply follow the herd and post your ad on the “site du jour” – the one everyone else is talking about – you’re exposing it to more competition than would likely be found at other sites. The key to success, therefore, is to shop for posting sites the way you shop for electronics or a car: be a smart consumer and do your homework.

Possible Correction Number 3: Did your applicant tracking system let you down?

If you “test shop” many applicant tracking systems today, you’ll find an appalling candidate experience. In far too many cases, the application form is too long, too cumbersome, too complicated and too bureaucratic to do anything but turn off all but the most desperate of job seekers. In fact, in that survey I mentioned earlier, a hard-to-fathom nine-out-of-ten candidates abandoned the application before completing it! To put it bluntly, many employers are hemorrhaging talent from their systems. Now, corporate legal departments can shoulder some of the blame, but just as often if not more, the fault lies with the development staff at the ATS.

Of course, asking hard questions only gets you part of the way to a solution. It’s also essential that you use the knowledge you’ve acquired to change the way your organization interacts with and ultimately recruits talent. In fact, questions are only hard if we’re too hard-wired to listen to and learn from the answers.

For over 100 years, AFIA has solidified its reputation as the trusted resource for the total feed industry. Helping members interpret regulatory issues and succeed in an ever-changing industry are hallmarks to our association. We offer our members confidential, individualized technical support services including:

- Access to regulatory and inspection expertise and guidance
- Interpretation of legislation and regulations to your business team to comply with industry legislation and regulations
- Certification Programs
  - AFIA offers certification programs that go beyond federal regulations to ensure the highest quality animal feed and pet food production
    - Safe Feed/Safe Food Certification Program
    - International Safe Feed/Safe Food Certification Program with FAMI-QS
    - Pet Food Ingredient Facility Certification Program
    - Pet Food Manufacturing Certification Program
- Counsel and clarification on trade issues
- Strategic public relations and crisis communications advice
- Referral to expert technical and legal services when needed
Let’s Communicate; AFIA Introduces New Member Interest Group

The American Feed Industry Association is excited to announce the recent addition of the Communications Member Interest Group (MIG). The decision for the addition was made during the May Board of Directors meeting as it enhances the organization’s communication and helps to better connect members within the industry.

The Communications MIG’s purpose is to provide members who serve in communication roles—or those simply interested in communication skillsets—the ability to share communication trends and/or articles, sharable items for social media including infographics, pose communication-related questions and to allow AFIA to grow its member communication contacts to efficiently direct messages to the proper audiences via multiple messaging channels.

Miranda McDaniel, AFIA director of communications, is the staff contact for the Communications MIG. She can be reached at (703) 558-3579 or mmcdaniel@afia.org.

Quality And Animal Food Safety Committee

The Quality and Animal Food Safety Committee is an active committee of the American Feed Industry Association. Earlier this year, the AFIA Board of Directors agreed with the committee to change its name to the one presented here, which better promotes the function of the committee. With implementation of the Food Safety Modernization Act pending for the industry, the opportunities for the group to make a difference are many. The following provides an overview of activities:

• One of the primary responsibilities of the committee is serving as the “gatekeeper” for the AFIA Safe Feed/Safe Food Certification Program. Changes to the program have reaped significant benefits with more than a 30 percent increase in the number of Safe Feed/Safe Food certifications in the past year.

• The committee is responsible for maintaining quality and feed reference documents, which are located on the AFIA website under the resources tab. Currently there are 50 various documents available to members that support the development of a quality manual.

• As needed, the committee is charged to advise AFIA on feed safety and quality issues in the industry and make recommendations on rapid response strategies to consumer food safety issues. This includes provide recommendations in regards to Codex Alimentarius Commission, International Code of Good Animal Feeding Practices and liaise with the International Feed Industry Federation.

• The committee works to keep other committees informed about quality and feed and food safety issues that could affect our industry, and makes recommendations to the other committees.

• With implementation of FSMA, education and training are high priority for many AFIA members. The committee is working to launch a new biennial training program called the “Animal Food Safety Summit.” The goal is to hold the first educational program in 2017.

If you are interested in learning more about the Quality and Animal Food Safety Committee, please join the Member Interest Group or contact Henry Turlington, Ph.D., AFIA director of quality, training and education, at (703) 666-0146 or hturlington@afia.org.
Ten AFIA member companies were listed in the 2016 Newsweek Green Rankings—a leading corporate environmental ranking that assess 500 publicly-traded companies in the U.S. and 500 publically-traded companies globally on overall environmental performance.

<table>
<thead>
<tr>
<th>Monsanto Co. – 12th</th>
<th>El du Pont de Nemours &amp; Co. (DuPont) – 221st</th>
</tr>
</thead>
<tbody>
<tr>
<td>Colgate Palmolive (Hill’s Pet Nutrition, Inc.) – 51st</td>
<td>Archer Daniels Midland Co. – 240th</td>
</tr>
<tr>
<td>Merck – 82nd</td>
<td>Zoetis – 315th</td>
</tr>
<tr>
<td>Eli Lilly &amp; Co. (Elanco Animal Health) – 141th</td>
<td>Tyson Foods, Inc. – 328th</td>
</tr>
</tbody>
</table>
The Mosaic Company – 176th | Church & Dwight Company, Inc. – 352nd |
AIMTOP LLC
Sam Shih, Regional Manager
19901 Southwest Freeway, Suite 201
Sugar Land, TX 77479
Tel: (281) 207-1264
Fax: (281) 207-1269
Email: sam.shih@aimtopusa.com
Web: www.aimtopusa.com
Industry Support Services

ALGAL SCIENTIFIC CORPORATION
Shelley Turner, Field Marketing Specialist
14925 Galleon Court
Plymouth, MI 48170
Tel: (844) 254-2324
Fax: (734) 455-9923
Email: shelley.turner@algalscientific.com
Web: www.algalscientific.com
Ingredient Supplier

AMERI-PAC, INC.
Marcia Colescott, Operations Manager
P.O. Box 1088
St. Joseph, MO 64502
Tel: (816) 233-4530
Fax: (816) 233-4536
Email: marcyo@ameri-pac.com
Web: www.ameri-pac.com
Ingredient Supplier

ARDENT MILLS
Tom Black, Director of Regulatory and Strategic Systems
1875 Lawrence Street
Denver, CO 80202
Tel: (303) 882-5914
Fax: (303) 882-5914
Email: tom.black@ardentmills.com
Web: www.ardentmills.com
Ingredient Supplier

ASIA PAC (DONGGUAN) BIO-TECHNOLOGY CO., LTD.
Sullivan Shih, Export Manager
No. 3 North Industrial Road, Songshan Lake National Hi-tech Industrial Development Zone Dongguan City, Guangdong, China 523808
Tel: 86-769-22652132
Fax: 86-769-22652132
Email: shihx@asiapac.cn
Web: www.asiapac.cn
Ingredient Supplier

C6 ADVANTAGE
Patrick Clark, Technical Advisor
1619 Ottawa Road
Salina, KS 67401
Tel: (785) 341-0215
Fax: (785) 341-0215
Email: patrick@c6advantage.com
Web: www.c6advantage.com
Industry Support Services

CCIC NORTH AMERICA INC.
Phillips Richard, Project Manager of Agri-Product and Feed
8835 Haven Avenue
Rancho Cucamonga, CA 91730
Tel: (909) 989-8802 ext. 135
Fax: (909) 989-8903
Email: richard.lee@ccicina.com
Web: www.ccicina.com/ccicnena/
Industry Support Services

CENTRAL PLAINS MILLING LLC
Russ Vering, Managing Member
P.O. Box 396
2321 Road 14
Hollis, NE 68041
Tel: (888) 200-2037
Fax: (402) 986-1243
Email: russv@cpmfeed.com
Web: www.centralplainsmilling.com
Feed Manufacturer

CHAMPION USA, LLC
Steve McKinley, Technical Sales Director
32527 Whimbret Way
Spanish Fort, AL 36527
Tel: (816) 805-6983
Email: steve@cldconsulting.com
Web: www.cldconsulting.com
Ingredient Supplier

CHEMENITY INDUSTRIES
Jeff Wang, President
65-05 Woodhaven Boulevard
Rego Park, NY 11374
Tel: (718) 395-3100 ext. 101
Fax: (718) 997-6228
Email: jwang@chemenity.com
Web: www.chemenity.com
Ingredient Supplier

COLORADO MILLING EQUIPMENT
Claudia McCombs, Business Manager
1707 Randall Road, Suite 370
Elgin, IL 60123
Tel: (815) 226-9150
Fax: (866) 266-1010
Email: claudia@freedomequipment.com
Web: www.coloradomillingequipment.com
Equipment Manufacturer

COMPLETE SOLUTION FOR POULTRY INC.
Michael Officer, Vice President of Global Business
3330 Cumberland Boulevard, Suite 500
Atlanta, GA 30339
Tel: (770) 422-8311
Fax: (866) 266-1010
Email: michaelofficer@cspincusa.com
Web: www.csp-usa.net
Ingredient Supplier

CO-OPERATIVE FEED DEALERS INC.
Lon Stephens, General Manager
380 Broome Corporate Parkway
P.O. Box 670
Conklin, NY 13748
Tel: (807) 352-1340
Fax: (817) 422-8311
Email: lonstephens@co-opfeed.com
Web: www.cfd.coop
Industry Support Services

EASTLAND FEED AND GRAIN INC.
Roger Coulthart, President
210 North Stanton
P.O. Box 200
Shannon, IL 61078
Tel: (217) 716-2723
Email: rcol@efgi.net
Web: www.efgi.net
Feed Manufacturer

EASTPORT FEEDS INC.
Donald Dixon, General Manager
140 East Moriches Boulevard
P.O. Box 127
Eastport, NY 11941
Tel: (631) 325-0077
Fax: (631) 325-0825
Email: dixon eastport@aol.com
Feed Manufacturer

FOREMOST FARMS USA
Doug Wilke, Senior Vice President of Dairy Ingredients
E10889 Penny Lane
Baraboo, WI 53913
Tel: (608) 355-8700
Fax: (608) 355-6710
Email: doug.wilke@foremostfarms.com
Web: www.foremostfarms.com
Feed Manufacturer

FULTON PACIFIC CO.
Rett Schuler, General Manager
1060 Piper Drive
Vacaville, CA 95688
Tel: (707) 446-6020
Fax: (707) 446-6097
Email: rschuler@fultondenver.com
Web: www.fultondenver.com
Industry Support Services

GEORGE’S INC.
Jason Carter, Director of Feed Ingredient Procurement
402 West Robinson
Springdale, AR 72764
Tel: (479) 927-7000
Email: jason.carter@georgesinc.com
Web: www.georgesinc.com
Feed Manufacturer

MAROON GROUP, LLC
Jay McHugh, President
1390 Jayco Road
Avon, OH 44011
Tel: (440) 937-1000
Fax: (440) 937-1001
Email: jmcHugh@cnxdistribution.com
Web: www.maroongroupllc.com
Industry Support Services

NORTH CENTRAL COMPANIES
Troy Grimley
601 Carlson Parkway, Suite 400
Minnetonka, MN 55364
Tel: (952) 937-1000
Fax: (952) 937-1000
Email: jmchugh@cnxdistribution.com
Web: www.northcentralco.com
Industry Support Services

NUTRILINK, LLC
Al Ames, Owner
704 West Hill Road
Hardwick, VT 05843
Tel: (802) 937-1000
Fax: (802) 937-1000
Email: al_ames@nutrilinxllc.com
Web: www.nutrilinxllc.com
Industry Support Services
PALMER FEED & SUPPLY, INC.
Bridget Scott
1318 North Chadbourne
San Angelo, TX 79605
Tel: (325) 234-4777
Email: bridget@palmerfeed.com
Web: www.palmerfeed.com
Feed Manufacturer

RNC CONVEYANCE COMPANY INC.
Reggie White, President
P.O. Box 3161
Salisbury, MD 21802
Tel: (410) 546-0811
Fax: (410) 546-2413
Email: sales@rnc-co.com
Web: www.mc-co.com
Equipment Manufacturer

ROSE ACRE FARMS
Josh Teulker, Director of Feed Safety
P.O. Box 1250
Seymour, IN 47274
Tel: (812) 497-2557
Email: jteulker@roseacre.com
Web: www.goodegg.com
Feed Manufacturer

RUNYON INDUSTRIES
Stan Runyon, Owner
4334 Millington Road
Memphis, TN 38127
Tel: (901) 353-4484
Fax: (901) 353-2718
Email: stan@runyonindustries.com
Web: www.runyonindustries.com
Ingredient Supplier

SOUTHEAST MILK
Jose Rodriguez, Director of Feed Division
P.O. Box 1209
Plant City, FL 33564
Tel: (813) 754-1497
Fax: (813) 754-4765
Email: prodriguez@southeastmilk.org
Web: www.southeastmilk.org
Feed Manufacturer

STAR BLENDS, LLC
Tom Lohr, General Manager
1919 Riley Road
P.O. Box 309
Sparta, WI 54656
Tel: (608) 269-1515
Fax: (608) 269-0697
Email: tlohr@starblends.com
Web: www.starblends.com
Feed Manufacturer

SUNITA HYDROCOLLOIDS INC.
Mohit Hissaria, President
1776 York Town Street
Houston, TX 77056
Tel: (832) 581-2156
Fax: (832) 581-3977
Email: mohit.hissaria@shinc.us
Web: www.shinc.us
Ingredient Supplier

SUNOCO, INC.
Tim Hardy, General Manager
376 Owens Road
Fulton, NY 13069
Tel: (315) 593-0500
Email: twhardy@sunocoinc.com
Web: www.sunocoethanol.com
Ingredient Supplier

THE FUTURE OF FEED; GET TO KNOW AFIA’S FORMER INTERNS

Tayler Etzel
AFIA Intern Summer 2016
- Graduating: 2017
- Iowa State University
- Degrees: agribusiness with a minor in animal sciences
- Future dream job: marketing and sales for an agriculture company

Karla Carrodeguas
AFIA Intern Summer 2015
- Graduated: 2016
- University of Tennessee, Knoxville
- Degree: animal sciences
- Present job: operations associate for Tyson Foods

Zachary Frazier
AFIA Intern Summer 2014
- Graduated: 2016
- Purdue University
- Degrees: agribusiness and animal sciences
- Present job: food safety, quality and regulatory associate for Cargill
AFIA STAFF NEWS

AFIA CONTINUES INTERNAL GROWTH WITH STAFF PROMOTIONS

In May, the American Feed Industry Association announced internal staffing changes. Miranda McDaniel and Allison Crompton both received promotions. The new roles will allow both individuals to best serve the association’s membership and the media while continuing to focus on AFIA’s mission—legislative and regulatory affairs.

McDaniel, who has been on staff since August of 2013 as manager of communications, will now serve as AFIA’s director of communications. She is the editor of “AFIA Journal,” the association’s member e-newsletter, “FeedGram,” and several other member and media communications. She manages AFIA’s media relations, video production and strategic communications efforts, and in the last year, has worked closely with Crompton to redesign both FeedGram and Journal.

“During the last three years, Miranda has shown tremendous dedication to communicating AFIA’s mission and ever-changing priority issues. She’s set the groundwork for our social media, introduced new, innovative ways for members to receive industry information and created, then worked to execute, our strategic communications plan with an ‘all hands on deck’ approach,” said Sarah Novak, AFIA vice president of membership and public relations.

McDaniel is a member of the Public Relations Society of America and serves as communications chair for the Junior League of Washington. She earned a Bachelor’s of Science in telecommunications-news from the University of Florida’s College of Journalism and Communications.

Crompton joined AFIA in March of 2014 as its graphic design and website specialist. Her new title is graphic and web design manager. Crompton serves as the designer of the organization’s “AFIA Journal,” meeting and event promotional materials, and AFIA’s marketing resources. She ensures brand consistency and maintains the organization’s three affiliate websites: www.afia.org, www.ifeeder.org and www.safefeedsafefood.org. Crompton leads design efforts for AFIA, and since her onboarding, has worked to redesign and launch AFIA’s responsive website, AFIA’s overall brand and “four promises” to members.

“There could not have been a better find for AFIA's visual representation in the industry than Allison,” stated Novak. “She has brought vibrancy to our materials through her well-crafted design, resourcefulness and web design execution.”

Crompton’s background is design, pre-press/production and marketing focused. She is a member of AIGA, the professional association for design, DC Web Women and the National Association of Professional Women. She graduated from Virginia Polytechnic Institute and State University with a bachelor’s degree in communication studies and also holds an Associates of Arts degree from the Art Institute of Washington in graphic design.

NEW AFIA TEAM MEMBERS ENHANCE MEMBER BENEFITS

The American Feed Industry Association welcomed Preston Buff, Ph.D. and Erica Burson to its staff earlier this year. Buff joined in March as AFIA’s director of regulatory affairs. Burson joined in July as AFIA’s membership assistant.

Buff is responsible for medicated feed, the veterinary feed directive, AFIA’s Equine and Nutrition committees, technical science issues, and assisting with the legislative and regulatory efforts with the Association of American Feed Control Officials, U.S. Food and Drug Administration, state legislative and regulatory concerns for the southeastern U.S., and the Food Safety Modernization Act.

Buff earned a bachelor’s degree in biology from Southwest Missouri State University, and his master’s and doctorate degrees in animal sciences from the University of Missouri. He is a professional animal scientist and is board certified in equine nutrition by the American College of Animal Nutrition. Buff previously worked for Mars Petcare and Mars Horsecare.

Burson supports the membership, meetings and communication departments. She has a broad background spanning from public policy to writing and member services. Burson was previously a legislative assistant to Sen. Pete Domenici (R-N.M.).

Burson earned a bachelor’s degree in political science from Johns Hopkins University and a master’s degree in public policy from Duke University. She was raised in Greene County, Ohio, and spent many summers at the county fair with 4-H projects.
As the first link in the supply chain, feed is a cornerstone in farm-to-fork food safety. It is essential to the development of safe animal proteins for consumer nutritional wellbeing and is an important component in maintaining optimal standards of health and welfare for animals.

As your partner in feed safety, NSF International offers a wide range of certification and feed safety services:

**Certification Services**
- Safe Feed/Safe Food Certification
- SQF Certification (FSC 32 and 34)
- GMP+ FSA and GMP+ FRA
- FSSC 22000 Certification
- ISO 9001, ISO 14001 & OHSAS 18001
- Sustainability Services
- Organic Certification
- Non-GMO Project Verification

**Feed Safety Services**
- FSMA Readiness Audit
- Strategic Consulting
- Training and Education

789 N. Dixboro Road, Ann Arbor, MI 48105 USA
animalfeed@nsf.org | 1 (877) 893-1325 | www.nsf.org
Thank You to Our Outgoing Committee Members for Dedication

As a membership-driven organization, the American Feed Industry Association depends heavily on the dedication, commitment and involvement of its members to ensure the strength and success of the association’s mission, objectives and programs. AFIA thanks these members, and their member companies, for their service, as many long-term projects are tackled annually due to their extra efforts.

Agriculture Committee
Iva Gaglione, Star Milling Company
Curtis Harms, Diamond V
Neil Sims, The Ocean Stewards Institute
Matthew Zeigler, Zeigler Bros, Inc.

Equine Committee
Aphrodite Crutch, Nutramax Laboratories, Inc.
Brant Gilbert, Purina Animal Nutrition LLC
Jeff Pendleton, Hallway Feeds
Beth Stelzeni, Seminole Feed

Liquid Feed Committee
Cody Chytka, Penny Newman Grain Co., Inc.
Dan Dhuveytter, Ridley Block Operations, Inc.
Cullen Halstead, Feed Energy Company
Michael Peacock, Southern States Cooperative, Inc.
Karlo Schenayder, EDB&Man Liquid Products LLC
Greg Shepard, Double S Liquid Feed Services, Inc.

Networking, Education & Mentoring in Agriculture Committee
Charles Brock, Westway Feed Products LLC
Jennie Cameron, Phibro Animal Health Corporation
Lance Cranney, CIFS Inc.
Renae Cunningham, Purina Animal Nutrition LLC
Martha Forst, Forst-McNess Company
Jeri Harris, Global Bio-Chem Technology Americas Inc.
Vic Heinold, Rich Connell AGRI-SEARCH, Inc.
Ryan Millett, Zoetis
Wendy Plocher, Triton
Janet Renus, DuPont
William Ruck, Bill Barr & Company, Inc.
Leigh Ann Sayen, The Peterson Company
Ty Vaupel, Alfagreen Supreme

Equipment Manufacturers Committee
Doug Baldwin, Wenger Manufacturing, Inc.

Marketing Committee
Mike Hooper, Trouw Nutrition USA, LLC
Jan Powell, JBS United, Inc.
Randy Shanks, Nutra Blend, LLC

Nutrition Committee
Jack Garrett, QualiTech, Inc.
Kevin Halpin, International Ingredient Corporation
Robert Hill, H.J. Baker & Bro., Inc.
William Seymour, Novus International, Inc.
Larry Mack, Seminole Feed

Production Compliance Committee
Mark Teel, Hi-Pro Feeds
Mark Warren, International Ingredient Corporation

Purchasing & Ingredient Suppliers Committee
Dennis Hart, Diversified Ingredients, Inc.
Steve McGinnness, Diamond V
Robert Shoemaker, Tyson Foods, Inc.

Ingredient Approval and Dispensation Committee
Dan Frank, Kent Nutrition Group, Inc.
Anthony Grzeski, Agri-King, Inc.
Emily Helmes, Elanco Animal Health
Robert King, Hill’s Pet Nutrition, Inc.
James La Marta, DSM Nutritional Products
Karen Suemeyer, Cargill Animal Nutrition

Pet Food Committee
George Burdock, Burdock Group
Thomas Dobbs, Darling Ingredients Inc.
Jolene Hoke, ADM Animal Nutrition, Inc.
Megan Kosky, Pilgrim’s Pride Corp.—JBS
Lin Wang, Kent Nutrition Group, Inc.

Quality and Animal Food Safety Committee
Samuel Beverly, DuPont Nutrition & Health
Jeff Cohen, Micronutrients
Brooke Dutton, Bill Barr & Company, Inc.
Gina Hollanday, Kent Nutrition Group, Inc.
Joan Kasprzycki Straus, Omega Protein, Inc.
Scott Ringger, JBS United, Inc.