

The International Magazine of Rendering

April 2017

Render

Market Report

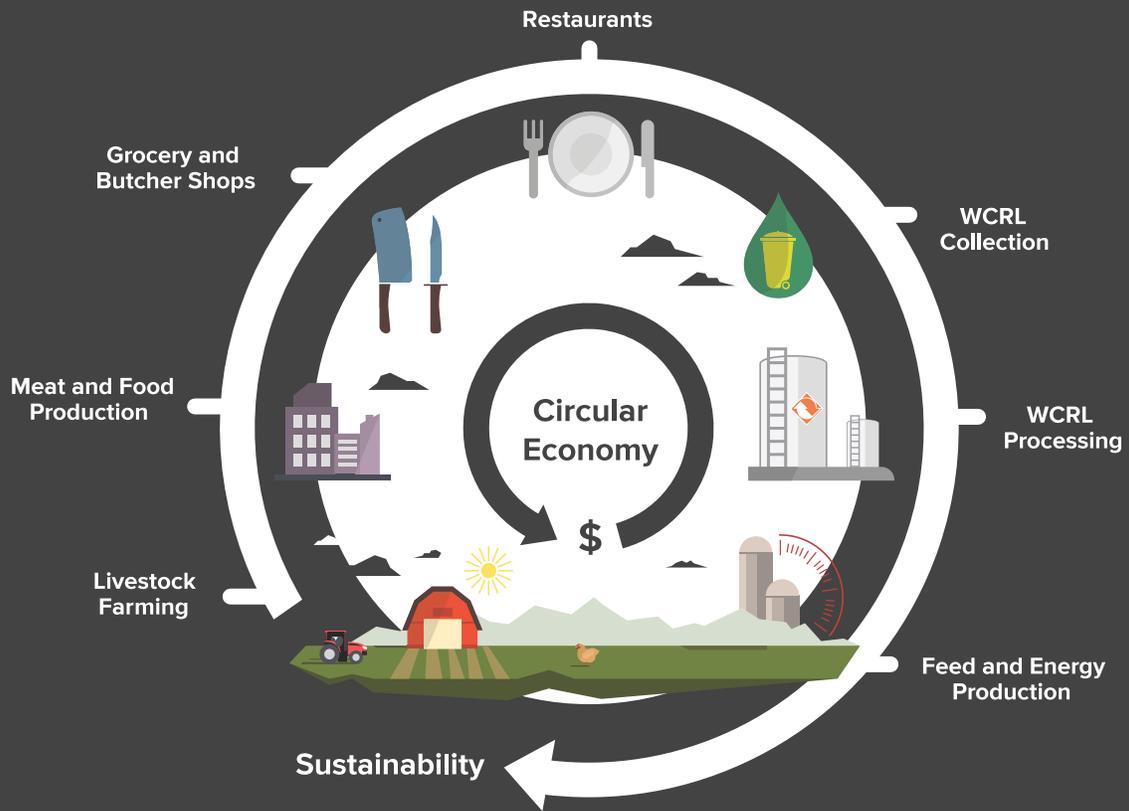
Ups and downs
all around

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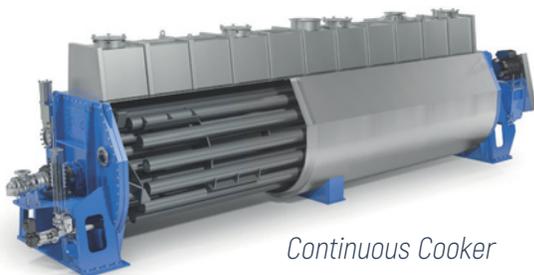
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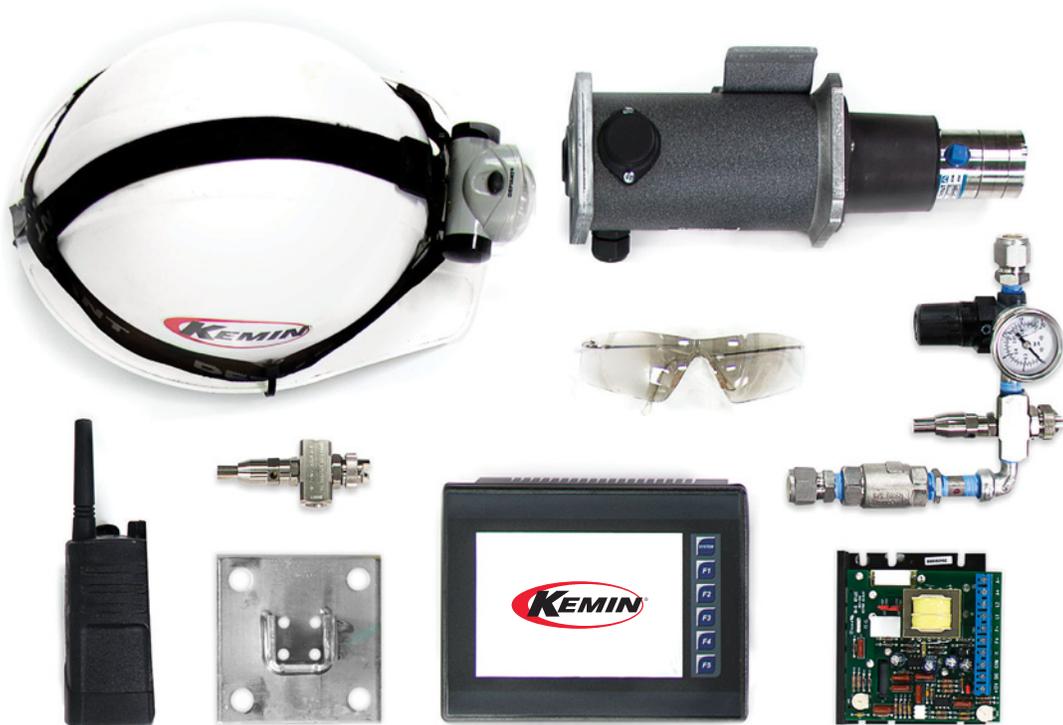


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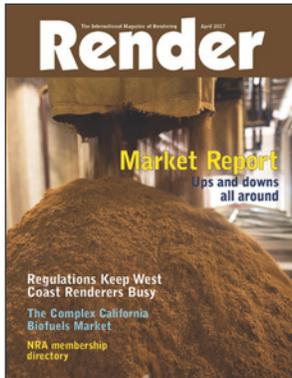
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On the Cover

Although animal protein prices in 2016 were down, demand for rendered products remains high.

p. 10

Photo courtesy of West Coast Reduction Ltd.

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Renderitorial

Walking on to a commercial flight home after attending the world's largest poultry, feed, and meat show in Atlanta, Georgia, my eyes caught a glimpse of a few passengers traveling differently than I had seen in the past. Two dogs were lying comfortably on the carpeted floor in the first row of the airplane.

Companion animals. Therapy dogs. Pets. Fido. Fluffy. Tiger. Whatever they are called, dogs and cats are increasingly becoming a bigger part of consumers' lives. Look around – pet-friendly hotels, dogs riding in the front seats of vehicles, pets being walked or pushed in strollers through crowds or even inside markets.

As confirmed during the pet food seminar at the International Production and Processing Expo, or IPPE, there are now more pets in United States households than children (see "Animal Agriculture more Sustainable due to Rendering" on page 42). Interesting, and surprising, no doubt. Yet it is a trend that renderers need to take note of, along with several others discussed in this issue of *Render*.

Poultry being fed all-vegetarian diets is also on the industry's radar, and for good reason. Much of the fats and proteins renderers produce are used in poultry feed and with this trend predicted to increase in the next five years, as reported in "Market Report" on page 10, poultry nutritionists need to be educated or new outlets for these products will have to be found.

Another closely watched trend is perception of the term "by-product" as a feed ingredient. The Food and Drug Administration believes suppliers and consumers need more transparency on animal food labels so the agency is reviewing and changing American Association of Feed Control Officials' ingredient definitions (see "Regulations Keep West Coast Renderers Busy" on page 16), including rendered fats. It could only be a matter of time before animal proteins are changed next, despite proven studies showing animal by-product meals are nutritious, safe, and economical for all animal foods.

The industry has its work cut out for it keeping up with and influencing some of these trends. **R**



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Time is a Wastin'

The transition from the President Barack Obama era to the President Donald Trump years is a rocky one. As of this writing, it is nearly two months into Trump's administration and there is still no secretary of agriculture, no United States Department of Agriculture (USDA) subcabinet, and no Food and Drug Administration (FDA) commissioner in place. USDA and FDA are the chief regulators of the rendering industry and the use of its products. Both are in idle mode awaiting leadership.

US Senate Democrats are not going out of their way to be cooperative when it comes to the efficient timing of confirmation hearings and floor votes. However, even outspoken opposition to a nominee, e.g., Oklahoma Attorney General Scott Pruitt to be Environmental Protection Agency (EPA) administrator or millionaire GOP activist Betsy DeVos to be education secretary, ultimately does not derail Trump's cabinet choices, it simply delays getting them into office.

Some contend this lack of a "honeymoon" for Trump and his administration is all about undercutting the new president's ability to implement what is arguably the most unconventional presidency in a long time. With no officers and no infantry to follow orders, what is a general to do?

The biggest battle for the White House this spring and early summer will be the nomination of Judge Neil Gorsuch for US Supreme Court associate justice to replace the late Justice Antonin Scalia. Reports from the Senate confirm Gorsuch's reputation, judicial record, and personality will be hard to oppose, and absent a major gaffe during his late March confirmation hearing, his confirmation is highly likely. If confirmed, Gorsuch would be the youngest sitting Supreme Court justice since Clarence Thomas, as well as the first Protestant to sit on the high court since Justice John Paul Stevens' retirement in 2010.

By the time you read this – fingers crossed – Sonny Perdue's Senate Agriculture Committee confirmation hearing to be secretary of agriculture, and perhaps even his full Senate floor vote, will be done. Perdue, the former two-term governor of Georgia, is likely the least controversial and most popular of Trump's cabinet nominations so why it has taken so long to get his formal nomination conveyed to the ag panel – a packet of documents including his Federal Bureau of Investigation background check, financial disclosure information, and ethics review – is anyone's guess.

With the confirmation of Representative Tom Price (R-GA) to be secretary of Health and Human Services (HHS), Trump's pick for FDA commissioner, Dr. Scott Gottlieb, is popular among both regulated industry and Capitol Hill. To name other than a respected medico or a scientist to lead the agency responsible for the safety of 70 to 80 percent of the nation's food, the safety and efficacy of animal foods, human and animal drugs, and medical devices would have been counterproductive to say the least.

If getting Trump department secretaries and agency administrators and commissioners vetted, nominated, and

confirmed is the big political rock being pushed uphill right now, then a truly Herculean task will be successfully getting over 500 subcabinet jobs across the administration filled. When asked about the lack of subcabinet nominations, Trump told Fox News back in mid-February that he may intentionally leave some of these posts vacant.

"A lot of those jobs I don't want to appoint someone because they're unnecessary to have," Trump said. "In government, we have too many people."

However, in many ways, subcabinet posts (i.e., deputies and under and assistant secretaries) are more critical to the day-to-day operations of federal programs and services than the person at the top of the department or agency. Secretaries and administrators may be the public face of government policy, but the subcabinet appointees run the show, particularly in cases where the top dog is not deeply experienced in his/her department programs.

At the same time, federal commissions overseeing everything from trade to communications to the nation's futures markets are stuck given that many of them are sitting with less than their full complement of presidentially appointed commissioners. A great example is the Commodity Futures Trading Commission (CFTC). As of this writing, the five-person commission charged with regulating futures markets, including writing regulations to implement Dodd-Frank financial protections, is sitting with just two commissioners – one Republican, one Democrat. While GOP acting Chairman J. Christopher Giancarlo has now been nominated to formally chair the commission, until the full complement is in place, the CFTC can finalize nothing, publishing only information. While it can bang on rulemakings behind the scenes, none of that work will see the light of day until the commission is back up to its full membership.

It is also important to note that absent these administrators, program and service delivery, regulatory enforcement, and policy evolution are left to career bureaucrats, many of whom have forgotten more about federal programs than their bosses will ever know. However, unless elevated by the chief executive, the career bureaucrat lacks the authority and, in many cases, the incentive to get out front on policy issues. This means generally the government idles in neutral until a new boss shows up.

This broad uncertainty over who is on first when it comes to government operations makes industry nervous. As mentioned, career bureaucrats without a White House portfolio are not as aggressive as many would like to see, nor are they generally privy to policy formation discussions.

This lack of subcabinet heads also makes other Trump actions more complicated. Given a major priority for Trump and the broad business community is regulatory reform – he says he will cut federal regulations "75 percent, maybe more" – Trump has volleyed targeted executive orders and has signed a separate executive order requiring every department and

independent federal agency to create a “regulatory reform task force.” His “Enforcing the Regulatory Reform Agenda” executive order tells each task force it has 90 days to identify existing regulations for repeal or modification. The head of each task force is to be named by the chief executive of the agency or department. These reform officers will be tasked with enforcing Trump’s regulatory priorities going forward, including the president’s previous executive order requiring agencies to repeal two rules for every new rule they issue.

The challenge to the efficiency of the broad regulatory rollback, however, is that many of the agencies will lack an executive beholden to the White House, so naming task force leaders and fulfilling the administration mandate will be, at the very least, problematic.

Another looming reality for the Trump administration is that based upon campaign promises he is rushing to fulfill, he is quickly reaching the bottom of the list of those changes/reforms he can implement using his executive authority. This means the big ticket items – repeal/replace the Affordable Care Act, comprehensive tax reform, or infrastructure investment – can only be achieved if there is a group hug among the White House, the House, and the Senate.

For itself, the House has moved nearly as quickly as Trump in reshaping the regulatory world in which business operates. Trump has garnered headlines across agriculture for beginning the process of killing the existing “waters of the US” rule. Yet the mainstream media is focusing on the president’s so-called travel ban that temporarily halts immigration from six predominantly Muslim countries in the Mideast and Africa – a list developed by Obama’s team to identify terrorism-

friendly strongholds – and his executive orders on immigration enforcement.

In early March, a total of 49 Congressional Review Act (CRA) resolutions had been introduced to nullify 28 existing federal regulations across the government. The targeted rules range from EPA clean air, smog, and water quality rules, to Dodd-Frank regulation of the oil and gas industries, Security Exchange Commission rules, and Bureau of Land Management restrictions on oil and gas exploration on federal lands.

The CRA gives Congress the authority to nullify recently adopted rules with a simple majority vote of the House and Senate. The CRA also carries a second secret weapon – if the resolution of disapproval of any regulation is successful (i.e., the president signs it into law), any future administration is prohibited from repropounding the rule in “substantially the same form,” unless Congress expressly reauthorizes it.

Three CRA resolutions have been signed into law by Trump. Congress has until early May to take action on the remaining pending proposals. It is interesting to note that prior to this Congress, the CRA had only been used once successfully back during President Bill Clinton’s administration to kill off a one-size-fits-all Occupational Safety and Health Administration repetitive motion workplace injury rule.

So the typical too-many-chiefs-not-enough-Indians status plaguing the federal machine is turned on its head right now. However, with Congress dedicated to tax reform, a new health care law, infrastructure investment, renegotiating the North American Free Trade Agreement, trying to hammer out a bilateral trade deal with Japan, the 2008 farm bill evolution, and various and sundry GOP pledges, time is a wastin’. **R**



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Baker Commodities Celebrates 80 Years

Baker Commodities Inc., one of the leading providers of rendering and grease removal services in the United States, is celebrating its 80-year anniversary this year. Founded in 1937, today three generations of the Andreoli family oversee day-to-day operations and have been responsible for growing the business by expanding into new fields such as biodiesel production and cold storage.

In the Beginning

Baker Commodities' story began in 1926 when three brothers – Frank, Paul, and Varney Jerome – started a fertilizer hauling business in a suburb of Los Angeles, California. They moved their venture to the Imperial Valley four years later and seven years after that, they were major players in the rendering industry.

To service the dairies located in the valley, the Jeromes began collecting dead stock in a 1921 Studebaker touring car. Their “modern” plant consisted of an open tank filled with water that was heated to boiling with live steam. The dead stock was skinned and boiled to render the fat that was then barreled and, along with the hides, sold in Los Angeles.

Once the Jeromes began their rendering business, it did not take long for them to expand. Within 25 years of the first cow being rendered, the company had opened rendering plants and hog farms in Arizona and New Mexico; began a solvent extraction plant in Southern California; acquired rendering, tallow, and packing operations, including one in Honolulu, Hawaii; and established trade routes in Asia.

One of their key purchases occurred in 1948. Frank and his brothers bought a defunct rendering business named Baker Rendering Company, previously owned by Phil Baker. The property where the company was located was converted to a fish reduction plant named Harbor By-Products (which became a subsidiary of Baker Rendering Company) and Baker Rendering was reestablished and relocated to Bandini

Boulevard in Vernon, California. Baker's headquarters today is just down the street from that original location.

As the business grew, Frank realized he needed qualified employees. From 1950 until 1960, he hired several key individuals who would eventually become part of the Baker family. One of those key employees was Jim Andreoli Sr. who was brought onboard in 1951 as chief accountant after leaving his position at a public accounting firm.

Since mechanization of existing facilities and new construction were important to the company at this time, Frank became acquainted with Jack Keith, an engineer who, together with the Jeromes, formed Keith Engineering Company. That business was instrumental in developing new rendering processes beneficial to Baker, including the first continuous rendering system that revolutionized the industry in 1960. Keith Engineering also developed the Keith Press, which later became known as the Duke Pressor when Keith Engineering was sold to The Dupps Company.

In 1961, the Jeromes formed Baker Commodities Inc., naming the brothers and other pivotal employees, such as Andreoli, as owners.

Growth Continues

From 1961 until the mid-1980s, Baker acquired a number of small rendering companies, primarily in California. In 1974, Baker ventured into the Korean market by establishing Samyang Baker Tank Terminal in Incheon, Korea, with Sam Yang Foods as co-owner. In 1976, Baker Commodities was sold to Canadian Pacific Enterprises, a subsidiary of Canadian Pacific Railroad. Under this new ownership, the growth continued, including the acquisition of Corenco Corporation headquartered outside Boston, Massachusetts. Corenco was formed in 1898 as Lowell Fertilizer Company by the Swift family, owners of Swift Meat Packing.

In 1982, Baker purchased several rendering companies in New York, including a plant in Rochester (Wm. Stappenbeck Inc.) that began operation in 1892 as A-Peterson.



Three generations of Andreolis include (from left) Tony, Jim Jr., Jim Sr., Andy, Jason, and Jimmy...



...in addition to these third-generation Andreolis (from left), Ana, Andy Jr., and Shannon.

Andreoli, who was a key player when Baker first incorporated, became a notable part of the company's history when he reacquired the company from Canadian Pacific in 1985. It was at this same time that his three sons, Jim Jr., Tony, and Andy, became renderers alongside their father.

Under Andreoli's leadership, Baker Commodities continued to thrive, acquiring additional companies throughout the Western United States and on the East Coast. Baker is both a manufacturer and a merchandiser, not only selling its own products of tallow, feed fat, and meat and bone meal, but also buying products from other renderers for resale.

Baker Today

Baker is completely committed to being a fully sustainable company, recycling everything it picks up and turning it into highly valuable ingredients in feed, fuel, and various industrial products such as soaps, paints and varnishes, cosmetics, explosives, pharmaceuticals, textiles, and lubricants.

In 2014, Baker committed itself to the biodiesel industry with the purchase of New Leaf Biofuel in San Diego, California, which processes used cooking oil from more than a thousand local restaurants, hotels, schools, hospitals, casinos, and industrial kitchens throughout the state. Baker also provides yellow grease and tallow to other biodiesel production facilities around the world. In addition, the rendering company built and owns a brand new 250,000-square-foot cold storage facility within the Port of Long Beach, California. Managed by leading third-party logistics provider Lineage Logistics, this state-of-the-art facility features a freezer, cooler, and refrigerated cross dock for truck, container, and rail service. The environmentally-friendly building opened earlier this year and is the second cold storage facility Baker owns.

What the Jeromes started back in 1937 is now a completely sustainable nationwide company. As three generations of the Andreoli family – Jim, his three sons, and their adult children – celebrate 80 years of being in business, they also celebrate 80 years of "Recycling For Life," ensuring that the environment is protected for many generations to come.

R

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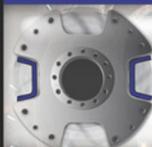
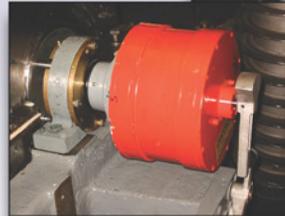
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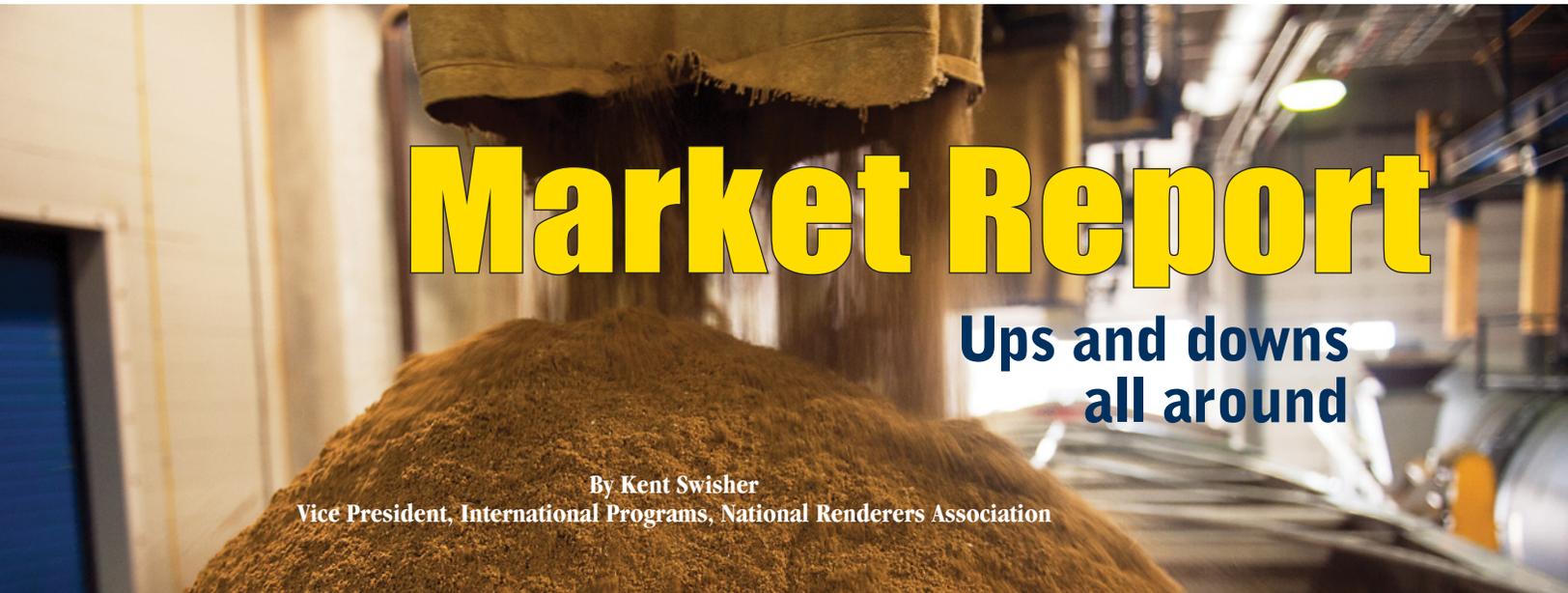
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Political unrest was a major theme in many countries around the world in 2016. In June, the United Kingdom voted to leave the European Union, giving way to the new term “Brexit.” In July, there was a failed coup in Turkey and presidents in Brazil and South Korea were impeached. Come November, real estate mogul and billionaire Donald Trump was elected president of the United States (US) in what some consider a strong nationalist movement. The International Monetary Fund is projecting the world’s economic growth rate declined slightly in 2016 to 3.1 percent from 3.2 percent in 2015. World growth is forecasted at 3.4 percent in 2017 driven by developing nations while the growth rate in developed countries is expected to remain low.

High pathogenic avian influenza was reported in Dubois County, Indiana, in January 2016 and although most US trading partners now accept that heat-treated rendered products are safe, a ban on exports of rendered poultry products followed.

live weight increased to 1,363 pounds, up 3 pounds, a trend that is continuing. In the last 15 years, cattle slaughter weights have risen 9 percent. Swine and poultry slaughter continues to surge as well. Despite swine slaughter declining 5 percent in 2014 due to the mortalities caused by porcine epidemic diarrhea virus, the industry rebounded in 2015, and in 2016 swine slaughter grew more than 2 percent to just over 118 million head, an 11 percent bump from 2014. Live weight decreased slightly from 283 pounds in 2015 to 282 pounds in 2016.

Broiler production grew 1 percent in 2016 totaling over 8.9 billion birds slaughtered while live weight was up 1 percent from 2015 from 6.12 pounds per bird to 6.16 pounds per bird signaling an upward trend of heavier birds for slaughter. In the last 15 years, slaughter weights for broilers have gone up 12 percent. This increased livestock and poultry production led to 400,000 metric tons more of rendered fats and proteins being produced in 2016 over 2015, a 4.2 percent growth.



Market Report

Ups and downs all around

By Kent Swisher
Vice President, International Programs, National Renderers Association

In addition, an “all-vegetarian diet” trend in the US poultry industry continues to lower demand for rendered products. According to Informa Economics, over 20 percent of broilers and 25 percent of layers are now fed all-vegetarian diets. Informa estimates this trend will expand to 30 to 35 percent and 50 percent, respectively, in the next five years further establishing the importance of access to global markets for rendered products.

Partly due to this vegetarian trend in poultry diets, prices for processed animal protein meals declined an average of 17 percent in 2016 while exports grew 28 percent. One highlight last year was that the first exports of tallow to China since 2003 arrived and were well received. This concluded over 10 years of market access negotiations for tallow between the United States and China, with support from the National Renderers Association (NRA). Exports are expected to increase as more US companies get approved to ship tallow to China.

Domestic Developments

Supply

Cattle slaughter in 2016 was 30.5 million head, up 6 percent over 2015, the first year of growth since 2010. In addition,

Production and consumption data for the rendering industry was traditionally reported in the US Census Bureau’s *M311K – Fats and Oils: Production, Consumption, and Stocks* report, but this report was discontinued in July 2011 after government cutbacks. In subsequent industry market reports, the data in table 2 was derived by NRA using historic relationships between livestock production as reported by the National Agricultural Statistics Service (NASS) and rendered product production. However, in May 2015, NASS began surveying rendered product production with 2016 being the first full year of data NASS has released. Hence, 2016 production in table 2 is derived from the NASS *Fats and Oils: Oilseed Crushings, Production, Consumption, and Stocks Annual Summary* report that was released in March.

Using the 21 months of NASS data compiled as a baseline to derive historic production, some of the 2011-2015 data in table 2 has been revised, leading to higher tallow, poultry fat, and protein meal production figures than previously reported. For 2016, NASS also included two new products in its report – technical tallow and other fat. Yellow grease production in table 2 for 2016 is NASS data, but prior years are calculated using the relationship between yellow grease production numbers in the

2010 Informa Economics report, *A Profile of the North American Rendering Industry*, and cooking oil consumption as reported by the US Department of Agriculture (USDA). However, since the NASS publication does not include consumption, the data in table 2 for rendered fats use in biodiesel/renewable fuel is compiled from the Energy Information Agency (EIA) *Monthly Biodiesel Production Report*. Other consumption data is derived by subtracting production estimates from export estimates and biodiesel/renewable fuel usage.

Following the trend in increased slaughter and slaughter weights, rendered product production grew in 2016. Total tallow production was up 6.6 percent to more than 2.5 million metric tons. This includes about 1.6 million metric tons of inedible tallow, up 6.3 percent from 2015; 563,000 metric tons of technical tallow, up 9 percent; and 410,000 metric tons of edible tallow, up 6 percent from 2015. White grease production followed the rise in pork slaughter and was up 1.4

Demand

The rendering industry produces commodities for the livestock feed, pet food, energy, and oleochemical industries along with edible products for food. The largest demand sector comes from livestock feed and pet food. According to the 2017 Alltech Global Feed Survey, the United States produced 169.7 million metric tons of feed in 2016, down 2 percent from 173.7 million metric tons in 2015. The largest market for rendered fats continues to be the feed sector followed by the oleochemical and biofuel industries. Reliable data for fat use in oleochemicals is not available; however, in the biodiesel and renewable fuel industry, EIA reports about 1.1 million metric tons of rendered fat was used for biofuel in 2016, down slightly from 2015. This demand is somewhat a function of price but also of the Environmental Protection Agency's Renewable Fuel Standard and other state regulations, including the Low Carbon Fuel Standard Program in California.

Table 1. Average annual prices of select rendered products, 2011-2016 (per metric ton)

Product (Location)	2011	2012	2013	2014	2015	2016	% Change 15/16
Fats							
Beef tallow, packer (Chicago)	\$1,095	\$963	\$887	\$801	\$581	\$638	10
Choice white grease (Missouri River)	\$1,020	\$926	\$846	\$711	\$498	\$537	8
Edible tallow (Chicago)	\$1,176	\$1,068	\$946	\$865	\$638	\$714	12
Edible tallow (Gulf)	\$1,180	\$1,034	\$966	\$803	\$563	\$746	32
Lard (Chicago)	\$1,093	\$1,279	\$1,081	\$959	\$670	\$708	6
Poultry fat (Mid-south)	\$992	\$864	\$793	\$660	\$502	\$546	9
Yellow grease (Missouri River)	\$932	\$788	\$727	\$612	\$462	\$505	9
Protein meals							
Blood meal, porcine (Midwest)	\$1,047	\$1,214	\$1,308	\$1,643	\$1,086	\$899	-17
Blood meal, ruminant (Missouri River)	\$949	\$1,122	\$1,232	\$1,580	\$1,070	\$857	-2
Feather meal (Mid-south)	\$565	\$715	\$701	\$772	\$521	\$391	-25
Meat and bone meal, porcine (Missouri River)	\$462	\$552	\$527	\$556	\$377	\$314	-17
Meat and bone meal, ruminant (Missouri River)	\$413	\$473	\$464	\$502	\$359	\$294	-18
Poultry by-product meal (57% protein, Mid-south)	\$524	\$594	\$582	\$610	\$447	\$330	-26
Poultry by-product meal (67% protein, Mid-south)	\$795	\$919	\$821	\$871	\$602	\$614	2

Source: The Jacobsen.

percent to 788,000 metric tons in 2016. Lard rose 3.7 percent to 167,000 metric tons while choice white grease production was 620,000 metric tons, up nearly 1 percent over 2015.

Yellow grease/used cooking oil (UCO) production was approximately 916,000 metric tons last year. The production of yellow grease and UCO are lumped together in the NASS report so there is no reliable figure for UCO production as a stand-alone product. Other grease production was 336,000 metric tons in 2016, which includes fats and blends of fats that do not fall under the definition of previously reported categories. In total, fat production in 2016 was 5.7 million metric tons, up 208,000 metric tons, or 3.8 percent, from 2015.

It must be noted the cattle cycle finally reversed itself in 2016 and production will continue to grow into the foreseeable future. Meat and bone meal production – which includes ruminant, porcine, and mixed species – was 2.7 million metric tons in 2016, up 5 percent from 2015. Poultry meal production was around 1.4 million metric tons last year, a 3.3 percent increase from the previous year, while feather meal production was 527,000 metric tons, up 2.8 percent. Total processed animal protein production in 2016 grew 4.2 percent to 4.6 million metric tons, 180,000 metric tons more than in 2015.

Overall domestic demand for rendered products in 2016 was roughly 8.7 million metric tons, up 2.5 percent from 2015. Exports of rendered products were 1.6 million metric tons, up 13 percent. Domestic consumption of fat was about 5.0 million metric tons last year, up 4 percent from the previous year. Consumption of fat in the food, feed, fatty acid, carryover, and other category was just over 3.8 million metric tons, a 6.3 percent increase from 2015. Tallow consumption in this category was 2.0 million metric tons, up 12 percent, while yellow grease and “other grease” consumption was 336,000 metric tons, down more than 10 percent from 2015. Total fat consumption in this segment accounted for 67 percent of total rendered fat production.

Consumption of rendered fats in the biofuel segment was 1.1 million metric tons in 2016, down 3.7 percent from 2015. Biofuel production accounted for 20 percent of the rendered fats produced last year. Consumption of animal fat in the renewable fuel sector was 512,000 metric tons, down 11 percent, while use of recycled oils in biofuel production was over 630,000 metric tons, up nearly 3 percent from 2015.

Continued on page 13

Table 2. US production, consumption, and export of rendered products, 2011-2016 (000 metric tons)

Category	2011	2012	2013	2014	2015	2016	% Change 15/16
Production							
Tallow	2,646.2	2,617.6	2,598.2	2,449.7	2,393.9	2,559.5	6.9
Inedible tallow	1,650.7	1,632.9	1,620.7	1,528.1	1,493.3	1,587.4	6.3
Technical tallow	569.0	562.9	558.7	526.8	514.8	562.5	9.3
Edible tallow	426.5	421.9	418.7	394.8	385.8	409.6	6.2
Poultry fat	1,004.9	1,005.2	1,019.9	1,035.9	1,067.6	1,113.3	4.3
Yellow grease/used cooking oil	906.4	885.9	896.4	933.2	926.4	916.4	-1.1
White grease	721.5	737.1	735.1	724.1	776.7	787.6	1.4
Choice white grease	571.6	584.0	582.3	573.7	615.3	620.3	0.8
Lard	149.9	153.2	152.7	150.5	161.4	167.3	3.7
Other greases	345.2	346.7	344.9	332.1	339.9	336.0	-1.1
Subtotal	5,624.1	5,592.5	5,594.4	5,475.0	5,504.4	5,712.8	3.8
Meat and bone meal	2,624.0	2,635.3	2,621.5	2,524.2	2,583.5	2,711.5	5.0
Poultry by-product meal	1,258.9	1,259.3	1,277.7	1,297.7	1,337.4	1,382.1	3.3
Feather meal	482.5	482.7	489.7	497.4	512.6	527.2	2.8
Subtotal	4,365.4	4,377.2	4,388.9	4,319.4	4,433.5	4,620.8	4.2
Total	9,989.4	9,969.8	9,983.3	9,794.5	9,938.0	10,333.6	4.0
Consumption							
Feed, food, fatty acids, carryover, other	3,475.4	3,626.7	3,618.4	3,606.6	3,620.3	3,846.4	6.3
Tallow	1,792.3	1,880.9	1,939.7	1,845.4	1,791.0	2,005.6	12.0
Poultry fat	896.0	896.3	932.0	937.9	965.2	999.0	3.5
White grease	442.4	525.8	493.7	488.5	490.0	506.0	3.3
Yellow and other greases	344.7	323.8	252.9	334.7	374.1	335.9	-10.2
Biodiesel and renewable fuel	886.8	896.3	1,116.7	1,051.8	1,187.0	1,142.6	-3.7
Animal fat	584.7	461.3	500.7	468.5	572.7	512.3	-10.6
White grease	241.8	185.1	211.4	213.6	266.8	262.2	-1.7
Tallow	195.5	174.6	205.0	161.0	195.0	150.5	-22.8
Poultry fat	108.9	79.8	73.0	79.8	86.0	99.6	15.8
Other	38.6	21.8	11.3	14.1	24.9	n/a	
Recycled oils	302.1	435.0	616.0	583.3	614.3	630.3	2.6
Yellow grease/used cooking oil	213.6	303.9	475.4	493.5	558.9	630.3	12.8
Other	88.5	131.1	140.6	89.8	55.4	n/a	
Subtotal	4,362.1	4,523.0	4,735.1	4,658.4	4,807.3	4,989.0	3.8
Animal protein meals	3,267.0	3,336.9	3,319.2	3,258.3	3,273.2	3,265.7	-0.2
Feather meal	419.7	390.5	310.9	331.5	425.6	463.3	8.9
Subtotal	3,686.8	3,727.4	3,630.1	3,589.8	3,698.8	3,729.0	0.8
Total	8,048.9	8,250.5	8,365.2	8,248.1	8,506.1	8,718.1	2.5
Exports							
Yellow grease	566.2	452.1	361.0	333.1	253.0	286.2	13.1
Inedible tallow	598.4	486.7	382.3	402.5	343.1	283.3	-17.4
Edible tallow	60.0	75.4	71.1	40.8	64.8	120.1	85.5
Lard	34.8	24.8	29.4	21.4	19.7	19.1	-3.5
Poultry fat	n/a	29.1	14.9	18.2	16.4	14.7	-10.1
Choice white grease	2.5	1.4	0.5	0.6	0.2	0.4	85.2
Subtotal	1,261.9	1,069.5	859.3	816.7	697.2	723.8	3.8
Animal protein meals	615.8	557.6	580.0	563.7	647.7	827.9	27.8
Feather meal	62.8	92.2	178.8	166.0	87.0	63.9	-26.6
Subtotal	678.6	649.8	758.8	729.7	734.7	891.8	21.4
Total	1,940.5	1,719.3	1,618.1	1,546.3	1,431.9	1,615.5	12.8

Sources: Global Trade Atlas for exports, US Energy Information Agency for biodiesel inputs, and USDA/NASS - Fats and Oils: Oilseed Crushings, Production, Consumption, and Stocks Annual Summary for 2016 production.
Note: n/a = not available

Table 3. US annual livestock and poultry slaughter, 2011-2016 (thousand head)

Species	2011	2012	2013	2014	2015	2016	% Change 15/16
Broilers/Mature chickens	8,683,643	8,576,195	8,648,756	8,669,628	8,822,692	8,909,014	1.0
Cattle	34,087	32,951	32,462	30,266	28,843	30,565	6.0
Hogs	110,860	113,163	112,077	106,958	115,512	118,202	2.3
Turkeys	246,844	250,192	239,404	236,617	232,389	243,255	4.7

Source: USDA/NASS.

Domestic demand from both traditional uses and biofuel remained strong last year and continues to pull fat off the export market.

Domestic consumption of processed animal protein meals was almost 3.3 million metric tons in 2016, down slightly from 2015, while consumption of feather meal was 463,000 metric tons, up 9 percent. Exports of processed animal proteins were nearly 828,000 metric tons, up about 28 percent, yet feather meal exports were down 27 percent to 64,000 metric tons mainly because of decreased demand from Indonesia.

In 2016, prices for rendered fats rebounded whereas prices for processed animal proteins declined greatly. Increases in fat prices can be attributed to biodiesel and renewable fuel demand both in the United States and in export markets. On average, fat prices rose 12 percent in 2016 compared to 2015, yet processed animal protein and feather meal prices dropped 17 percent on average to levels not seen in over 10 years. The decreases are a result of low demand for animal proteins due to the previously mentioned all-vegetarian diet trend within the US poultry industry along with a greater supply of competing protein meals in the marketplace. Export markets for processed animal protein meals are now more important than ever to the US rendering industry.

Outlook

Cattle slaughter in 2016 rebounded, ending the downward cycle in the beef industry in previous years. According to USDA's Economic Research Service (ERS), beef production in the United States is predicted to grow 11 percent in the next 10 years. During the same time period, projections are for the production of pork to rise 14 percent, poultry to be up 10 percent, and turkey to increase 12 percent. Hence, the production outlook is very bullish for rendered products over the next 10 years.

However, the domestic demand for processed animal protein meals looks uncertain as more poultry operations are predicted to switch to an all-vegetarian diet for marketing reasons. Informa Economics estimates that in the next five years this trend will expand from 20 percent in broilers to 30 to 35 percent and from 25 percent to 50 percent in layers. Fat demand faces the same challenges regarding the all-vegetarian diets along with large increases in distillers corn oil production and consumption in the United States. However, unlike processed animal proteins, animal fat has additional demand from the oleochemical and biofuel industries both domestically and globally.

International Market Conditions

Protein Meals

Global demand for protein meals from the livestock, aquatic, and pet food sectors was very strong in 2016. According to the 2017 Alltech Global Feed Survey, global feed production set a new record in 2016 at over 1 billion metric tons, a 4 percent growth from 2015. The largest feed producer in the world is China, followed by the United States and Brazil. In addition, China is the largest importer of feed ingredients in the world. In 2016, China produced 187.2 million metric tons of feed, up 4 percent from 2015. As a region, Asia is the

largest feed sector, producing 367.6 million metric tons last year, 5 percent more than the previous year.

Feed production in Europe, the second largest producer by region, grew from 240.6 million metric tons in 2015 to 249.4 million metric tons in 2016, while North America, the third largest region, produced 191.1 million metric tons of feed last year, down 2.5 percent from the previous year. Feed production in Latin America, the fourth largest region, was 157.5 million metric tons in 2016, up 3.4 percent from 152.3 million metric tons in 2015. The modest expansion in the global feed sector reflects back on the added demand for feed ingredients produced by the rendering industry.

Globally, processed animal protein meals go primarily into poultry, aquatic, and pet food diets and to a lesser degree into swine rations with the largest growth market being aquaculture feed. Processed animal protein meals have nutritional and palatability advantages in aqua rations over vegetable-based diets and a price advantage over fish meal. Processed animal protein meals also have a sustainability advantage over these alternatives. Additionally, inclusion rates for processed animal proteins in aqua feed rations are normally higher than in terrestrial animal feeds, hence the aqua feed sector is an important market for renderers.

In 2016, global aqua feed production was 39.9 million metric tons, up more than 12 percent from 35.5 million metric tons in 2015. Poultry feed production last year was estimated at 451.6 million metric tons, down 3 percent from the previous year primarily due to the all-vegetarian diet trend in the United States along with increased efficiencies in the poultry industry. Pet food production was reported at 25.0 million metric tons, up 11 percent.

Total processed animal protein meal exports from the United States were almost 828,000 metric tons in 2016, up 28 percent from 2015. The largest importer was Indonesia with over 384,000 metric tons, up 35 percent. Exports to China grew a dramatic 121 percent last year, from 63,000 metric tons in 2015 to 138,000 metric tons in 2016. Exports to Mexico dropped 4 percent last year to approximately 100,000 metric tons while exports to Chile fell 50 percent due to decreased salmon production caused by algae blooms in production areas. Total US feather meal exports declined 27 percent in 2016. Overall prices in the protein meal sector have been soft because of an oversupply of inexpensive soybeans, dried distillers grains, and decreased domestic demand as mentioned earlier.

Fats and Greases

The export market for all US rendered fats showed slight improvement in 2016, growing 4 percent. Exports of inedible tallow, which includes technical tallow, continued to drop dramatically last year, falling 17 percent to 283,000 metric tons. This was due to increased domestic demand along with a large supply of competing oils such as palm and soybean in the global marketplace. Edible tallow exports grew 86 percent in 2016 to reach over 120,000 metric tons because of the explosive growth of exports to Mexico, while yellow grease exports were 286,000 metric tons, up more than 13 percent as a result of higher exports to Europe for use in biodiesel.

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Table 4. US export customers by product, 2011-2016 (in metric tons)

Product/Country	2011	2012	2013	2014	2015	2016	% Change 15/16
Inedible tallow							
Mexico	314,069	271,378	238,079	235,843	227,876	145,640	-36
Singapore	0	5,000	0	5,000	14,275	46,312	224
Canada	20,013	12,772	14,841	18,493	20,812	22,600	9
Guatemala	29,584	19,117	13,332	21,470	20,449	20,094	-2
Turkey	90,649	79,495	45,871	59,474	20,898	19,249	-8
Honduras	19,457	24,597	14,097	11,499	9,000	8,240	-8
Morocco	16,913	10,501	5,000	9,000	7,000	7,198	3
Dominican Republic	0	2,000	2,499	3,000	3,500	4,550	30
Nicaragua	8,098	7,749	3,199	4,325	3,700	3,550	-4
El Salvador	7,499	4,699	4,199	3,750	2,900	3,000	3
Finland	0	0	0	0	0	2,000	
Panama	400	400	0	800	800	500	-38
Haiti	7,540	1,750	4,519	8,348	917	275	-70
Colombia	8,099	7,199	3,899	6,100	8,000	78	-99
Dominica	2,799	4,199	4,649	2,800	2,800	0	
Trinidad and Tobago	997	122	179	264	205	0	
Venezuela	23,369	18,589	18,799	3,800	0	0	
Pakistan	4,000	0	4,000	8,000	0	0	
Nigeria	0	0	20	496	0	0	
Peru	21,981	15,000	4,080	0	0	0	
South Korea	17,800	2,000	0	0	0	0	
Total	598,355	486,735	382,263	402,548	343,130	283,284	-17
Yellow grease (includes used cooking oil)							
European Union-28	222,722	154,095	147,289	153,813	128,128	184,984	44
Mexico	131,831	113,534	95,892	95,574	72,564	50,014	-31
Canada	26,547	15,604	11,533	10,604	11,716	11,045	-6
Dominican Republic	30,460	17,629	18,082	15,518	9,585	10,639	11
Honduras	7,236	6,920	3,605	5,890	7,057	9,071	29
Guatemala	10,224	7,611	3,799	7,125	6,066	6,939	14
Bosnia and Herzegovina	1,608	520	1,567	499	3,883	1,846	-52
Trinidad and Tobago	1,572	1,455	2,447	1,144	2,193	1,568	-28
Singapore	706	1,656	2,593	2,675	1,755	1,541	-12
Jamaica	6,630	4,802	6,991	7,300	1,310	1,362	4
Colombia	578	584	388	439	593	1,350	128
El Salvador	11,239	3,695	3,599	3,526	511	651	27
South Korea	2870	385	502	552	961	353	-63
Haiti	5,292	5,284	1,250	1,250	947	76	-92
Venezuela	91,490	104,869	56,896	19,851	0	0	
Total	566,246	452,067	361,031	333,133	252,959	286,189	13
Edible tallow							
Mexico	54,459	70,205	66,278	35,840	61,076	114,154	87
Canada	5,283	5,163	4,870	4,807	3,657	5,706	56
Trinidad and Tobago	184	26	0	0	0	100	
Total	60,043	75,399	71,148	40,783	64,762	120,146	86
Lard							
Mexico	32,878	23,487	28,299	18,848	17,691	16,924	-4
Canada	1,016	598	596	612	393	988	151
Russia	0	0	0	0	301	829	175
Total	34,776	24,825	29,444	21,392	19,741	19,050	-4
Choice white grease							
China	-	27	38	0	58	136	134
Colombia	-	99	31	250	50	100	100
Mexico	-	92	33	208	27	67	148
Total	-	1,387	491	639	202	374	85
Poultry fat							
Canada	-	10,667	11,065	13,072	10,942	9,320	-15
Mexico	-	806	854	1,731	2,418	2,139	-12
Peru	-	-	0	0	0	958	
Dominican Republic	-	513	644	577	616	671	9
Guatemala	-	287	370	458	446	516	16
Spain	-	-	-	-	-	320	
Total	-	14,536	14,895	18,173	16,376	14,728	-10

Table 4. US export customers by product, 2011-2016 (in metric tons), continued

Product/Country	2011	2012	2013	2014	2015	2016	% Change 15/16
Animal protein meals							
Indonesia ¹	387,336	224,219	233,906	222,561	285,282	384,686	35
China	16,356	43,421	48,986	82,697	62,591	138,043	121
Mexico ²	91,425	99,049	83,334	74,866	103,779	99,581	-4
Canada	30,333	38,044	43,368	48,690	58,773	64,298	9
European Union-28	5,379	5,518	5,682	7,022	14,007	29,345	110
Chile ³	21,587	57,394	35,970	37,852	57,084	28,898	-49
Vietnam	3,017	2,050	1,780	1,613	8,201	28,387	246
Honduras	167	900	3,406	1,100	3,704	11,746	217
Ecuador ³	7,200	6,400	9,400	10,034	8,218	11,077	35
Philippines	4,466	33,035	29,704	12,462	10,734	8,990	-16
Guatemala	10	1,037	12,595	7,399	1,381	4,130	199
Malaysia	0	2,060	16,902	13,300	1,446	3,900	170
Costa Rica	1,948	349	781	749	1,176	3,800	223
Thailand	11,512	12,884	14,951	5,740	5,163	3,479	-33
Peru	337	680	1,156	994	846	2,646	213
Colombia	1,001	724	2,276	1,523	950	2,260	138
Bangladesh	0	1,277	3,425	1,505	3,820	1,501	-61
Brazil	-	76	-	-	256	296	16
Dominican Republic	1,773	881	-	307	1,352	14	-99
Total	615,784	557,608	579,967	563,706	647,708	827,889	28
Feather meal							
Indonesia	36,011	46,929	110,087	98,990	41,750	27,659	-34
Canada	11,632	17,035	8,961	16,227	15,573	16,879	8
Chile	13,697	25,667	52,972	48,135	24,403	10,046	-59
China	0	0	183	1,265	977	7,391	656
Vietnam	625	95	4,120	7	2,637	1,440	-45
Philippines	0	0	0	0	100	200	100
Colombia	0	0	0	-	-	150	
Total	62,791	92,195	178,815	165,952	87,000	63,873	-27

Source: Global Trade Atlas.

¹NRA estimates.²From Mexico customs office.³From Data Sur.**Market Report** *Continued from page 13*

Globally, the rendered fat market is increasingly becoming reliant on the biodiesel and renewable diesel industries both from direct demand and the rising interest for competing products like palm oil and soy oil. In the last five years, the use of animal fat in the global biodiesel industry has gone up 88 percent from 1.5 million metric tons in 2011 to 2.8 million metric tons in 2016. In addition, UCO consumption in the global biodiesel and renewable fuel industries grew 199 percent over the last five years from 1.1 million metric tons to 3.1 million metric tons. Combined, the demand for both UCO and animal fat was 5.9 million metric tons in 2016. This is a market that was virtually non-existent 10 years ago.

Even though tallow exports were down overall, there are two positive items to report in 2016. First, exports to Singapore grew to 46,000 metric tons in 2016, a 224 percent jump from 2015. Second, after more than 12 years of negotiations, the United States regained market access to China for tallow with the first US exporter registered in July 2016, followed by its first sale in August and its first shipment arriving at the soap buyer's factory in October.

The multi-year effort to gain market access into China would not have been possible without NRA's cooperative

relationship with USDA's Animal and Plant Health Inspection Service and Foreign Agricultural Service. NRA predicts that even though trade will begin slowly, exports of US beef tallow to China could reach \$3 million in 2017 and exceed \$10 million by the end of 2018.

Outlook

The supply outlook for rendered products shows growth over the next 10 years due to increased production of beef, swine, broilers, and turkeys. This increased meat output will result in more rendered product production leading to a larger supply of animal fats and proteins.

On the demand side, domestic use of rendered protein meals will continue to be under pressure as the all-vegetarian diet trend continues in the poultry sector adding importance to export markets. The global aquaculture and poultry markets will continue to expand along with pet food demand that is beginning to emerge in developing countries.

With regard to rendered fats, the traditional feed market will remain important especially due to the all-vegetarian trend in poultry and further replacement by distillers corn oil. Hence, demand from the oleochemical industry and the global biodiesel and renewable fuel industries remains very important.

R

Regulations Keep West Coast Renderers Busy

By Tina Caparella

“As renderers, we’ve always had challenges,” commented Doug Smith of Baker Commodities Inc. and president of the Pacific Coast Renderers Association (PCRA) at the group’s annual convention in early March. “Today it seems to be coming from the regulatory arena,” such as the Food Safety Modernization Act (FSMA) and feed ingredient definition review and changes by the Food and Drug Administration (FDA) and American Association of Feed Control Officials (AAFCO).

“FSMA does change our world quite a bit as it makes it clear rendering is part of the feed and food chain,” added Ross Hamilton, Darling Ingredients Inc. He showed the perfect storm brewing for the rendering industry not only includes FSMA and ingredient definition review and changes but also export requirements dictated by importing countries and the increasing trends of no animal by-products in pet food and vegetarian diets for poultry and swine.

“Many of these trends are not sustainable, are solely driven by marketing, and are counterintuitive,” Hamilton continued. “Veg diets for chickens are ridiculous as they eat everything.”

FDA has indicated it is reviewing and changing AAFCO ingredient definitions so suppliers and consumers know exactly what they are getting. However, the process does not follow government rulemaking procedures, is consensus-driven and influenced by FDA, and is often not scientific or nutritionally based, Hamilton stated. So far, the definition for feed-grade fat has been removed, animal fat has been modified to include tallow and white grease, and yellow grease has been revised to show a mixture of animal fat and used cooking oil. Hamilton warned protein meal definitions could be reviewed next and encouraged industry involvement to ensure the most accurate terminology is used.

“We need to encourage pet food companies and the consumer that by-products are a good and nutritious part of a pet’s diet,” he remarked.

As for FSMA, Hamilton commended the National Renderers Association (NRA) for a great job preparing the industry for compliance although discussions with FDA need to continue to ensure inspector interpretation of the regulations are accurate. One concern is states will begin adopting and expanding FSMA requirements, leading to unnecessary and costly compliance.

What these threats have in common, according to Hamilton, are they all require a greater assurance of transparency, traceability, product safety, disease control, and an awareness of what rendering entails. Besides regulatory concerns, other issues renderers need to be aware of and address are numerous and include:

- potential changes in FDA compliance policy that could affect dead stock following the recent recall of dog food that tested positive for pentobarbital;
- FDA Center for Veterinary Medicine approval required before diverting adulterated human food to animal food (the United States Department of Agriculture relies on rendering to address condemned/recalled/contaminated meat); and
- food waste reduction legislation at the federal and state level.

Tad Bell, California Grain and Feed Association, examined a new law that took effect January 1, 2017, and allows the California Department of Food and Agriculture (CDFA) to adjust registration and enforcement fees for the state’s inedible kitchen grease program on the recommendation of the Rendering Industry Advisory Board. Initiated by PCRA, the law also authorizes the department to refuse inedible kitchen grease transport registration for up to three years based on violations or failure to pay fines. Bell said 46 digesters and composters were permitted in California in 2016 processing pre- and post-consumer food waste with eight more coming online this year. All received state grants with some digesters looking for meat products to aid their process.

Dennis Albani, California Advocates, covered other legislative issues in California, highlighting a new transportation bill being voted on in April that would increase the state’s diesel fuel tax by 20 cents beginning July 1, 2017. Albani is monitoring an organics recycling bill to ensure rendering remains under CDFA jurisdiction and not pulled under California Department of Resources, Recycling, and Recovery waste hauler regulations. He and his team of lobbyists are using FDA’s Food Recovery Hierarchy to show that rendering and feeding animals are preferred methods of food waste disposal over composting.

NRA’s Dr. David Meeker explained that FSMA has been around for six years with compliance dates now in effect or quickly approaching. Meeker is participating in an AAFCO-led work group aimed at removing the term “by-product” from



Michael Koewler (left), Sacramento Rendering Company, received PCRA’s coveted Tallowmaster award for his devotion and dedication to the organization from Jim Andreoli Jr., Baker Commodities Inc.

some feed ingredient definitions to modernize pet food labels with more understandable ingredients. He also reported on some of the multitude of research projects being conducted under the Fats and Proteins Research Foundation. One jointly-funded study with the Pet Food Institute is investigating the location and influence of impurities on *Salmonella* in poultry fat intended for pet food use.

Meeker next focused on sustainability of rendered products, stating that if animal by-products were removed from feed there would be fewer ingredient options, higher ration costs, and lower overall sustainability of agriculture and pet food. The tenets of rendering sustainability are to:

- produce safe animal food;
- practice environmental stewardship and operate efficiently;
- care for local communities and employees; and
- help feed a hungry world by recycling responsibly.

Michael Beerends, a civil/environmental engineer at GHD Services Inc., discussed the increase in salts and nitrates in California's Central Valley due to human and industrial activities and what that means for renderers. It is estimated that seven metric tons of salt accumulate in the valley's ground water each year so a complex and ambitious initiative began in 2006. A management plan for an "economical and sustainable" approach to preserve agriculture in the region was submitted to the state water board this past December. Beerends said meetings will be held over the next several years for review and public comments. Doug Smith added that renderers need to be aware of this initiative because what has been allowed in the past for water discharge may not work in the future.

Dr. Daniel Whitehead, professor in the Department of Chemistry at Clemson University, presented his research on "nano-enabled odor remediation strategies." Odor levels at California dead stock and rendering facilities were monitored in both winter and summer months with results showing that volatile organic compound levels detected were significantly below federal and state standards. Whitehead commented that humans are growing more sensitive to odors even if those odors are not harmful.

Ridley Bestwick, West Coast Reduction, shared the current Canadian rendering landscape, where six billion pounds of animal by-products are generated each year. The country is currently categorized as controlled risk for bovine spongiform encephalopathy (BSE) by the World Organization for Animal Health (OIE) and will be eligible to be categorized negligible risk per OIE criteria in February 2020, 11 years from the birth date of the last animal with the disease. As a result of BSE in Canada, rendering plants are now species-specific, specified risk material must be processed separately and sent to landfills, and export markets are challenging if not non-existent.

Bestwick noted that Canada's government has become more liberal and younger in the last year so the thinking is different and focused on the environment. The country's Clean Fuel Standard is expected to be final by 2019 and aims to achieve an overall 30 percent greenhouse gas emission reduction below 2005 levels by 2030 using a broad range of lower carbon fuels and alternative energy sources and technologies. Bestwick alerted the group that some of these technologies – such as anaerobic digestion – are disrupting the flow of raw materials to Canadian renderers.

Chart 1. West Coast Reduction defines its placement in the Environmental Protection Agency's Food Recovery Hierarchy



Long known as the invisible industry, West Coast Reduction is now taking a highly visible approach by investing significant resources in communicating its story with federal, provincial, and local governments; the local community; and suppliers, customers, and other stakeholders. The company is also promoting its sustainability record, has incorporated exactly where it fits into FDA's Food Recovery Hierarchy graphic (see chart 1), and is diversifying its strategies this year by expanding its fish silage business and organic by-product recycling with the opening of Harmony Beef in Alberta, Canada.

NRA President Nancy Foster said the rendering industry is pleased that tallow is once again exported to China and is optimistic, albeit cautious regarding biomass-based diesel, about the new presidential administration. A flurry of activity surrounding trade, tax and health care reform, and immigration has kept NRA's eyes and ears on Washington, DC (see From the Association on page 46). NRA is also working on challenges for US renderers in international markets that include gaining market access for meat and bone meal to Mexico, defending exports of used cooking oil into Europe, and finalizing the small ruminant rule to allow rendered product imports from Canada.

PCRA members also heard how industry and government policies and priorities intersect from California Senator Bob Wieckowski (D-Fremont), who chairs the state's Environmental Quality Committee that aims to help reduce greenhouse gas emissions by emphasizing sustainable approaches.

Continued on page 18



PCRA President Doug Smith (left), Baker Commodities Inc., and California Senator Bob Wieckowski.

“I do not know anyone who does that better than the rendering industry,” he commented. “The state needs to continue to support and advance transportation fuels derived from waste products. We are increasing our in-state biodiesel production and our LCFS [low carbon fuel standard] program has expanded the market for biodiesel in California.”

Wieckowski also chairs the Senate’s Budget and Fiscal Review Committee subcommittee that covers food and agriculture, resources, environmental protection, energy, and transportation. The state’s budget contains funds to help California meet its waste diversion and greenhouse gas reduction goals through composting and anaerobic digestion. Several renderers were eager to educate the senator on the service the industry already provides to diverting organics from landfills, which he recognized.

“The members of the Pacific Coast Renderers Association show us how to recycle and create a sustainable future,” Wieckowski stated. “I look forward to partnering with you to advance these goals across all of California.” **R**

US Hide, Skin, and Leather Export Values Down

The United States (US) hide, skin, and leather industry exported more than \$2 billion in cattle hides, pigskins, and semi-processed leather products in 2016. Although total export value remained lower after peaking in 2014, the pace of decline slowed last year compared to 2015. US hides and skins companies – including producers, processors, brokers, and dealers – regularly export more than 90 percent of total US production and are one of the top raw material suppliers to the global leather manufacturing industry.

According to US Department of Agriculture data, US exports of wet-salted cattle hides (hides that have been preserved using brine solutions) dropped to \$1.39 billion in value, a 5 percent decrease from 2015. Exports of wet-blue cattle hides (semi-processed hides that have undergone the first stages of leather tanning) fell 19 percent to \$606 million in value.

China was the largest buyer of cattle hides in 2016, with imports of wet-salted hides valued at over \$861 million and wet-blue hides worth \$217 million. Other large export markets include Korea, Mexico, Vietnam, and the European Union.

US pigskin exports dropped 16 percent in value to \$32 million. Mexico and Taiwan account for the vast majority of all pigskin exports.

This export data reflects sluggish global leather industry market conditions in recent years. A variety of factors, including economic slowdowns in China and reduced leather utilization in footwear globally, have pushed leather demand lower. However, many in the industry see the trend improving in 2017 as leather is reincorporated into more product lines, especially footwear. Given its dependence on trade with foreign markets for its continued livelihood, the industry is also monitoring the global political situation very closely.

“It is our hope that any policy revisions to the existing international trading system will not negatively impact a thriving US industry’s ability to compete just as our market is beginning to expand,” noted Stephen Sothmann, president of the U.S. Hide, Skin, and Leather Association. **R**

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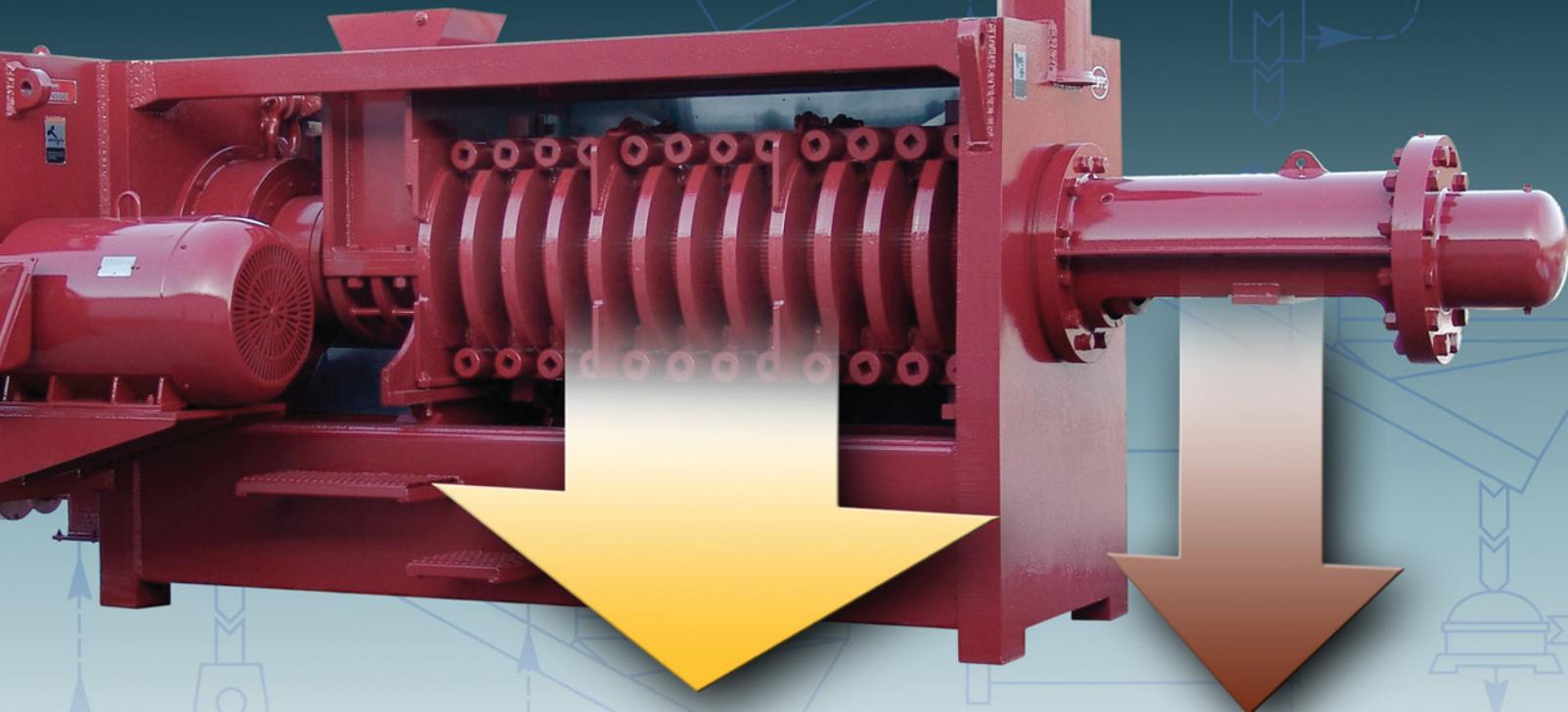


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The Complex California Biofuels Market

By Tina Caparella

“California is the fastest growing market for biofuels thanks to the Low Carbon Fuel Standard,” announced Jennifer Case, president of New Leaf Biofuel and chair of the California Biodiesel Alliance (CBA), at the group’s sixth annual California Biodiesel Conference held in Sacramento, California, on March 1. “But I feel like we’re barely surviving instead of thriving,” as concerns swirl over uncertainty about President Donald Trump’s view of renewable fuels, expired federal tax credits, and a new lawsuit in California that is leading state government to talk of separating biodiesel from the state’s Low Carbon Fuel Standard (LCFS) Program.

“Yet among the negative news are bright points that are looking fantastic,” Case went on. One highlight is the estimated 400 million gallons of biodiesel and renewable diesel consumed in California in 2016, almost 10 percent of the 4.2 billion gallons of petroleum diesel used in the state, up substantially from about 30 million gallons of just biodiesel in 2012. With in-state biodiesel production just over 39 million gallons last year, the vast majority of biomass-based diesel consumed in California is imported (more renewable diesel than biodiesel by almost one-third), an amount that is expected to grow, causing concern for in-state producers.

California’s LCFS is a key component of an ambitious target to reduce greenhouse gas (GHG) emissions in the state 40 percent below 1990 levels by 2030 as transportation is the single largest contribution of GHGs. The LCFS’ goal of reducing the carbon intensity (CI) of transportation fuel by at least 10 percent by 2020 could grow the demand for biomass-based diesel to 1.8 billion gallons by 2030, according to California Air Resources Board (CARB) data.

As reported at the conference, half of California’s biodiesel is produced using distillers corn oil as a feedstock, 31 percent is made with used cooking oil, 11 percent utilizes canola oil, while two percent is produced with tallow, one percent is made with soy oil, and five percent uses other feedstocks. The choice of feedstock is usually driven by the CI CARB assigns each oil based on life cycle analyses, with the lower CI feedstocks being preferred by CARB. Currently, used cooking oil has the lowest CI range of 8-28, followed by distillers corn oil at 28-

38, tallow at 28-41, soy oil at 49-60, and canola oil at 51-62. CARB is reevaluating the life cycle analysis of the various oils, including working with one rendering company in California in an effort to get a more facility-specific CI that could lower the current rating for tallow.

Anil Prabhu, manager of CARB’s Fuels Evaluation Center, said the board needs to focus more attention on CI verification, including for used cooking oil, because there is potential for vegetable oil or other higher CI feedstocks to be mislabeled as used cooking oil. CARB wants biomass-based diesel producers to use third-party verification programs such as those offered by EcoEngineers, a private consulting firm and project developer in the renewable energy sector. Shashi Menon, managing partner at EcoEngineers, explained that an LCFS verification program creates market confidence by de-risking the credit marketplace. Based on his experience with the fraudulent use of federal renewable identification number credits, Menon recommended CARB mandate a prescriptive verification program so all biofuel producers must comply.

Floyd Vergara, chief of CARB’s Industrial Strategies Division, stated the agency’s direction is to push for zero or near zero GHG emissions as much as possible and is looking forward to working with the biomass-based diesel industry in order to meet the state’s reduction target.

“The LCFS is a long-term key program that supports many of the objectives here in California and we are here to work with you to make sure these products are being made or brought into California as clean as possible,” Vergara commented.

Don Scott, director of sustainability at the National Biodiesel Board (NBB), reported that a new preliminary indirect land use change model from Purdue University is more accurate than previous models. He described how biodiesel actually helps the food supply by utilizing the excess fat and carbohydrates produced when more protein is grown or raised for an increasing population.

Taking a look at the national biofuels market was NBB Chief Executive Officer Donnell Rehagen, who said domestic production of biomass-based diesel in 2016 was 1.8 billion

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gallons while imports accounted for about 1.0 billion gallons. To help curtail the growing imported fuels, NBB is working with the United States Congress to change the expired blender's tax credit to a producer's credit.

"The industry wants to see a level playing field with incentivized imported fuels," Rehagen commented before confirming there is enough domestic production capacity to meet the nearly 2.9 billion gallons of biomass-based diesel consumed in 2016. He explained NBB's 10x22 vision that calls for biomass-based diesel to comprise 10 percent of the country's diesel fuel by 2022, creating a 4.0-billion-gallon-per-year market, before highlighting various state policies that drive about 1.0 billion gallons of biomass-based diesel usage in the country.

Shelby Neal, director of state government affairs at NBB, dissected CARB's complex LCFS requirements, presenting various scenarios to meet the targeted GHG reductions that include other alternative fuels and zero-emission vehicles. He believes CARB's estimation of 3.5 million zero-emission vehicles and 640,000 hydrogen fuel cell vehicles eventually being driven in the state is aggressive while NBB's more bullish figures mean 1.2 billion gallons more of biomass-based diesel would be needed to meet the target. One way to meet that



CBA Chair Jennifer Case, New Leaf Biofuels, reports on the state of the California biodiesel industry.

threshold would be for CARB to increase the current 20 percent biodiesel blend maximum in the LCFS, although challenges exist from original equipment manufacturer approval, the state's difficult underground storage tank certification program, and the food versus fuel misperceptions.

Tyson Keever, president and chief executive officer of SeSequential, reported that Oregon is a big supporter of biofuels, increasing its renewable fuel standard to 5 percent biodiesel inclusion in the state's petroleum diesel in 2011. The state also offers a 10-cent-per-gallon biomass tax credit on used cooking oil collected and sent for biodiesel production in Oregon that will expire at the end of this year. The Department of Energy reports Oregon is home to 85 of the 209 fuel pumps dispensing 20 percent or higher biodiesel blends nationwide. One bit of news Keever revealed was that there are now more clean energy jobs than fossil fuel jobs in the United States.

Ian Thomson, president of Advanced Biofuels Canada, stated that a discussion paper on Canada's new Clean Fuel Standard was released for public comment on February 24, 2017. Many of Canada's provinces currently have incentives in place for using cleaner fuels, including British Columbia's LCFS that was expanded to 15 percent reduction by 2030. **R**

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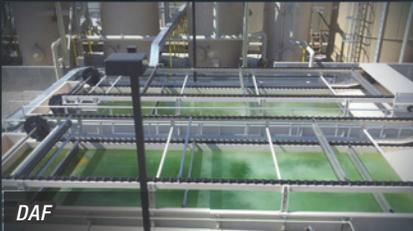
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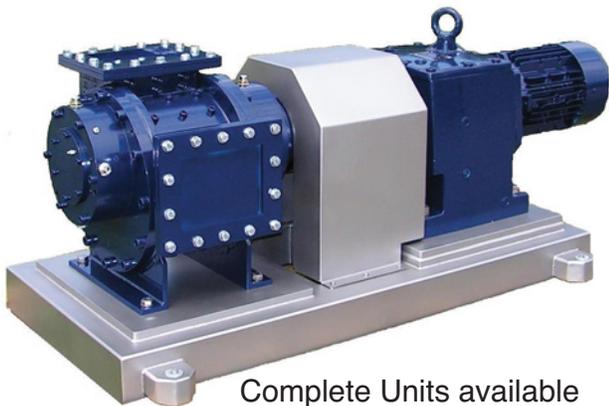
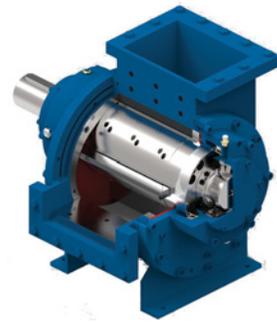
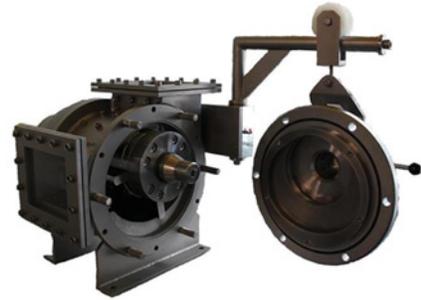


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Region: Central

Terra Renewal

Part of Darling Ingredients Inc.
4221 Alexandria Pike
Cold Spring, KY 41076
www.terrarenewal.com
Phone: 479-668-4503
Region: Central

For rendered fat sales**DAR PRO Ingredients,
a Darling Brand**

www.darpro-ingredients.com
Contact: Michael Rath
Phone: 800-669-1209
Fax: 972-717-1959
E-mail: fats-proteins@
darpro.com
Products: BLF,BR,CN,DL,EQ,ET,
EX,FGAF,HI,LT,RF,SF,ST,TG,YG,
OT (bio-based diesel)

For rendered protein sales**DAR PRO Ingredients,
a Darling Brand**

www.darpro-ingredients.com
Contact: Doyle Nauman
Phone: 877-659-8438
Fax: 859-781-2569
E-mail: fats-proteins@
darpro.com
Products: BLPBM,CM,EQ,EX,
PB,PM,FM,LT,MB,MM,OT
(Organic fertilizer, specialty
proteins, flavor enhancers)

For restaurant services**DAR PRO Solutions, a
Darling/Griffin Brand**

www.darpro-solutions.com
Contact: Todd Mathes
Phone: 972-717-0300
Fax: 972-717-1588
E-mail: recyclingservices@
darpro.com

Rousselot

Part of Darling Ingredients Inc.
1231 S. Rochester Street,
Suite 250
Mukwonago, WI 53149
www.rousselot.com
Contact: Lawrence Jeske
Phone: 262-363-6051
Fax: 262-363-2789
E-mail: larry.jeske@
darlingii.com
Products: Gelatin, hydrolyzed
collagen

Sonac USA LLC

Part of Darling Ingredients Inc.
1231 S. Rochester Street,
Suite 250
Mukwonago, WI 53149
www.sonac.biz
Contact: Lawrence Jeske
Phone: 262-363-6051
Fax: 262-363-2789
E-mail: larry.jeske@
darlingii.com
Products: Spray-dried blood
and plasma products, gelatin,
hydrolyzed collagen, protein
isolates, other functional proteins
Region: Central

Foster Farms

P.O. Box 457
Livingston, CA 95334
www.fosterfarms.com
Contact: Dennis Richmond
Phone: 318-368-4344
Fax: 318-368-4310
E-mail: dennis.richmond@
fosterfarms.com
Products: PM,FM,PF,CM,OT
(organic fertilizers)
Region: Western

G.A. Wintzer & Son Co.

204 W. Auglaize Street
P.O. Box 406
Wapakoneta, OH 45895
www.gawintzer.com
Contact: Gus Wintzer
Phone: 419-739-4900
Fax: 419-738-9058
E-mail: gus@gawintzer.com
Products: EX,RF,SF,TG,FGAF,HI,
MB,FM,PB
Region: Eastern

Gelita USA

Gelita AG
P.O. Box 927
Sioux City, IA 51102
www.gelita.com
Contact: Tonya Hanson
Phone: 712-943-5516
Fax: 712-943-3372
E-mail: tonya.hanson@
gelita.com
Products: MB,SF,Gelatine
Region: Central

Gelita USA - Chicago

10 Wentworth Avenue
Calumet City, IL 60409
Contact: Jim Boguslawski
Phone: 708-730-5513
Fax: 708-891-8432
E-mail: jim.boguslawski@
gelita.com
Products: SF,Gelatine
Region: Central

Holmes By-Products Inc.

3175 T.R. 411
Millersburg, OH 44654
Contact: Abe L. Miller or
Dennis Koshmider
Phone: 330-893-2322
Fax: 330-893-2321
Products: SF,HI,MM,MB,PB,FM
Region: Eastern

Hormel Foods Corp.

1 Hormel Place
Austin, MN 55912
Contact: Tim Carlson
Phone: 507-437-5207
Fax: 507-437-5367
E-mail: tcarlson@hormel.com
Products: MB,HI,SF,BM,Lard,
Deodorized edible lard/tallow
Region: Central

Hormel Foods - Austin

500 14th Avenue NE
Austin, MN 55912
Contact: Dean Steines
Phone: 507-437-5373
Fax: 507-437-5524
E-mail: dwsteines@hormel.com
Products: MB,HI,SF,BM,Lard,
Deodorized edible lard/tallow
Region: Central

Hormel Foods - Fremont

900 S. Platte Avenue
Fremont, NE 68025
Contact: Jim Farnsworth
Phone: 402-721-2300, x3210
Fax: 402-721-0445
E-mail: jlfarnsworth@
hormel.com
Products: MB,HI,SF,BM,Lard
Region: Central

**JBS Swift & Company -
Headquarters**

1770 Promontory Circle
Greeley, CO 80634-9039
Contact: Jim Fisher
Phone: 970-506-8354
Fax: 970-506-8320
E-mail: jim.fisher@jbsa.com
Products: TG,RF,HI,MBM,BM,EX
Region: Western

Plant locations**JBS Swift & Company**

800 N. 8th Avenue
Greeley, CO 80634
Contact: Keith Neddermeyer
Phone: 970-304-7247
Fax: 970-304-7320
E-mail: keith.neddermeyer@
jbsa.com
Products: TG,HI,MB,BM,EX
Region: Western

JBS Swift & Company

410 N. 200 W
Hyrum, UT 84319
Contact: Elton Varner
Phone: 435-245-6456
Fax: 435-245-5207
E-mail: elton.varner@jbsa.com
Products: TG,RF,HI,MBM,BM,EX
Region: Western

JBS Swift & Company

P.O. Box 2137
Grand Island, NE 68801
Contact: Steve Caravan
Phone: 308-384-5330
Fax: 308-389-4834
E-mail: steve.caravan@
jbsa.com
Products: TG,HI,MB,BM,EX
Region: Central

JBS Swift & Company

P.O. Box 524
Dumas, TX 79029
Contact: Needham Carswell
Phone: 806-966-5103
Fax: 806-966-5481
E-mail: needham.carswell@
jbsa.com
Products: TG,HI,MB,BM,EX
Region: Central

JBS Swift & Company

1200 Story Avenue
Louisville, KY 40206
Contact: Dave Dewitt
Phone: 502-582-0235
Fax: 502-582-6295
E-mail: dave.dewitt@jbsa.com
Products: TG,MBM,BM
Region: Eastern

JBS Swift & Company

North & 10th Avenue
Marshalltown, IA 50158
Contact: Jon Holden
Phone: 641-752-7131
Fax: 641-752-8509
E-mail: jon.holden@jbsa.com
Products: TG,MBM,BM
Region: Central

JBS Swift & Company

1700 N.E. Highway 60
Worthington, MN 56187
Contact: Kevin Schweigert
Phone: 507-372-2121
Fax: 507-372-4611
E-mail: kevin.schweigert@jbsa.com
Products: TG,MBM,BM
Region: Central

Mountain View Rendering Company

JBS Souderton Inc.
173 Rocco Road
Edinburg, VA 22824
Contact: Jason Janita
Phone: 540-984-4158
ext. 239
Fax: 540-984-4159
E-mail: jason.janita@jbsa.com
Products: SF,FM,PB,PF,BM,FGAF,OT
Region: Eastern

JBS - MOPAC

JBS Souderton Inc.
P.O. Box 64395
Souderton, PA 18964
Contact: Ken Gilmurray
Phone: 215-703-6085
E-mail: ken.gilmurray@jbsa.com
Products: BLF,BLP,FGAF,SF,TG,EX,LT,MB,PB,BM
Region: Eastern

JBS Packerland Tolleson

651 S. 91st Avenue
Tolleson, AZ 85353
Contact: Jeremy Eatherton
Phone: 970-506-8355
E-mail: jeremy.eatherton@jbsa.com
Products: DT,HI,MB,SF,TG
Region: Western

JBS Packerland Green Bay

P.O. Box 23000
Green Bay, WI 54305
Contact: Jim Holly
Phone: 970-506-8355
E-mail: jim.holly@jbsa.com
Products: DT,HI,MB,SF,TG
Region: Central

Pilgrim's Pride Corp. - Rendering Headquarters

P.O. Box 1268
Mt. Pleasant, TX 75456
www.pilgrims.com
Contact: Mark Glover
Phone: 903-434-1190
Fax: 972-290-8345
E-mail: mark.glover@pilgrims.com
Products: SF,FM,BM,PF,PM
Region: Central

Plant locations**Pilgrim's Pride Corp. - Broadway**

330 Co-Op Drive
Timberville, VA 22853
Contact: Hal Davis
Phone: 540-901-6130
Fax: 540-901-6181
E-mail: hal.davis@pilgrims.com
Products: SF,PM,FM,PB,PF
Region: Eastern

Pilgrim's Pride Corp. - Moorefield

129 Potomac Avenue
Moorefield, WV 26836
Contact: Hal Davis
Phone: 304-538-7834
Fax: 304-538-3540
E-mail: hal.davis@pilgrims.com
Products: SF,PM,FM,PF,PB
Region: Eastern

Pilgrim's Pride Corp. - Mt. Pleasant

1220 Pilgrim Street
Mt. Pleasant, TX 75455
Contact: William Welborn
Phone: 903-575-3909
Fax: 903-575-3901
E-mail: william.welborn@pilgrims.com
Products: SF,PM,FM,BM,PB,PF
Region: Central

Pilgrim's Pride Corp. - Sumter

2050 Highway 15 South
Sumter, SC 29150-8799
Contact: Robert Canty
Phone: 803-481-8555, x5100
Fax: 803-481-4263
E-mail: robert.canty@pilgrims.com
Products: SF,PM,FM,PB,PF
Region: Eastern

John Kuhni Sons Inc.

P.O. Box 15
Nephi, UT 84648
Phone: 435-758-7600
Fax: 435-758-7610
Products: SF,TG,HI,MB,FGAF,OT(Transporter)
Region: Western

Kaluzny Bros. Inc.

1528 Mound Road
Joliet, IL 60436-9808
Contact: David Kaluzny II
Phone: 815-744-1453
Fax: 815-729-5069
E-mail: dkaluzny2@aol.com
Products: SF,TG,DT,BLF,FGAF,HI,CWG,YG
Region: Central

Kruger Commodities Inc. - Headquarters

14344 Y Street, Suite 202
Omaha, NE 68137
www.krugerinc.com
Contact: James H. Kruger
Phone: 402-896-1324
Fax: 402-896-1784
E-mail: jim@krugerinc.com
Region: Central

Kruger Commodities, Inc.

5900 Old Allegan Road
Hamilton, MI 49419
Contact: Terry Pfannenstiel
Phone: 269-751-0560
Fax: 269-751-8929
E-mail: terry@krugerinc.com
Products: FM,MB,TG,YG
Region: Eastern

KCI Restaurant Services

Kruger Commodities Inc.
4125 Dahlman Avenue
Omaha, NE 68107
Contact: Scott Ethridge
Phone: 402-898-4700
Fax: 402-898-4702
Products: YG
Region: Central

KCI Restaurant Services

Kruger Commodities Inc.
3370 L Avenue
Tama, IA 52339
Contact: Bill Farris
Phone: 641-484-3823
Fax: 641-484-3825
Products: DT,TG,YG
Region: Central

Maple Lodge Farms Ltd.

8301 Winston Churchill Blvd.
Brampton, ON, L6Y 0A2
Canada
Contact: David Willison
Phone: 905-455-8340 x 2359
Fax: 905-455-8370
E-mail: dwillison@maplelodgefarms.com
Products: SF,PB,FM
Region: Eastern

Mendota Agri-Products Inc. - Headquarters

712 Essington Road
Joliet, IL 60435
www.mendotaagriproducts.com
Contact: John Mahoney
Phone: 815-730-2080
Fax: 815-730-2087
E-mail: johnm@mahoneyes.com
Products: BLF,DT,FGAF,SF,TG,YG
Region: Central

Mendota Agri-Products Inc.

P.O. Box 439,
448 N. 3973 Road
Mendota, IL 61342
www.mendotaagriproducts.com
Contact: John Setchell
Phone: 815-539-5633
Fax: 815-539-7943
E-mail: johns@mendag.com
Products: BLF,DT,FGAF,SF,TG,MB,YG
Region: Central

Mahoney Environmental

712 Essington
Joliet, IL 60435
www.mahoneyenvironmental.com
Contact: Rick Sabol
Phone: 815-302-3912
Fax: 815-730-2087
E-mail: ricks@mahoneyes.com
Product codes: BLF,FGAF,LG,YG,TG

Mountaire Farms of Delaware

Mountaire Corporation
P.O. Box 1320
29093 John J. Williams Hwy
Millsboro, DE 19966
www.mountaire.com
Contact: Brian Schoeberl
Phone: 302-934-4178
Fax: 302-934-3445
E-mail: bschoeberl@mountaire.com
Products: SF,PB,FM
Region: Eastern

National Beef Packing Company LLC - Headquarters
P.O. Box 20046
Kansas City, MO 64195-0046
www.nationalbeef.com
Contact: Doyle Leefers
Phone: 800-449-2333
Fax: 816-713-8859
E-mail: doyle.leefers@nationalbeef.com
Products: SF,TG,HI,MM,MB, BM,EX
Region: Central

National Beef - Dodge City
2000 E. Trail Street
Dodge City, KS 67801
Contact: Randy Lyle or Mike Clayton
Phone: 620-227-7135
Fax: 620-338-4339
E-mail: randy.lyle@nationalbeef.com or mlclayton@nationalbeef.com
Products: SF,TG,HI,MM,MB, BM,EX
Region: Central

National Beef - Liberal
P.O. Box 978
Liberal, KS 67905
Contact: Arlie Wright
Phone: 620-624-1851
Fax: 620-626-0285
E-mail: alwright@nationalbeef.com
Products: SF,TG,HI,MM,MB, BM,EX
Region: Central

Nutri-Feeds Inc.
101 SE 11th Avenue
Amarillo, TX 79101
Contact: Garth Merrick
Phone: 806-350-5525
Fax: 806-357-2292
E-mail: garth@merrickpetcare.com
Products: TG,MB
Region: Central

Protein Products Inc. - Headquarters
P.O. Box 2974
Gainesville, GA 30503
www.proteinproductsinc.com
Contact: Jeff Gay
Phone: 770-536-3922
Fax: 770-536-8365
E-mail: jeffg@ppicorp.com
Region: Eastern

Protein Products Inc.
1042 Highway 3
Sunflower, MS 38778
www.proteinproductsinc.com
Contact: Eric Hilley
Phone: 770-536-3922
Fax: 770-536-8365
E-mail: erich@ppicorp.com
Region: Eastern

Sacramento Rendering Company
SRC Companies
11350 Kiefer Boulevard
Sacramento, CA 95830
Contact: Michael Koewler
Phone: 916-363-4821
Fax: 916-363-8641
E-mail: michaelkoewler@aol.com
Products: EX,SF,TG,HI,MM,MB, DT,FGAF,BFP
Region: Western

Reno Rendering
SRC Companies
1705 N. Wells Avenue
Reno, NV 89512
Phone: 800-733-6498
Products: Transfer station
Region: Western

Sanimax - Headquarters
9900 Maurice-Duplessis
Montreal, QB, H1C 1G1
Canada
www.sanimax.com
Contact: Martin Couture
Phone: 514-648-6001 or 888-495-9091
Fax: 514-648-3013
E-mail: info@sanimax.com
Region: Eastern

Sanimax
P.O. Box 45100
2001 Avenue de La Rotonde
Charny, QB, G6X 3R4
Canada
www.sanimax.com
Contact: Vincent Brossard
Phone: 418-832-4645, x3190
Fax: 418-832-6995
E-mail: info@sanimax.com
Products: EX,FM,PB,SF,TG, BM, RF,FGAF,BLF,HI,PM
Region: Eastern

Sanimax
9900 Maurice-Duplessis
Montreal, QB, H1C 1G1
Canada
www.sanimax.com
Contact: Eric Caputo
Phone: 514-648-6001, x3249
Fax: 514-648-0597
E-mail: info@sanimax.com
Products: EX,FM,PB,SF,TG, BM, RF,FGAF,BLF,HI,PM
Region: Eastern

Sanimax
P.O. Box 10067
2099 Badgerland Drive
Green Bay, WI 54303
www.sanimax.com
Contact: Donn Johnson
Phone: 920-494-5233
Fax: 920-494-9141
E-mail: info@sanimax.com
Products: EX,SF,TG,HI,DT,FGAF, MB,BFP
Region: Central

Sanimax
505 Hardman Avenue
South St. Paul, MN 55075
www.sanimax.com
Contact: Donn Johnson
Phone: 651-451-6858
Fax: 651-451-6542
E-mail: info@sanimax.com
Products: EX,SF,TG,MB, BM, MM,FGAF,FM,PB,HI,BFP,RF
Region: Central

Sanimax
605 Bassett Street
DeForest, WI 53532
www.sanimax.com
Contact: Tony Loritz
Phone: 608-846-5466
Fax: 608-846-5370
E-mail: info@sanimax.com
Products: SF,TG,FGAF
Region: Central

Simmons Feed Ingredients
10700 S. State Highway 43
Southwest City, MO 64863
www.simmonsfeedingredients.com
Contact: Ken Wilson
Phone: 417-762-3001
Fax: 417-762-3867
E-mail: ken.wilson@simfoods.com
Products: SF,PB,PM,FM
Region: Central

Smithfield - Sales
111 Commerce Street
Smithfield, VA 23430
Contact: Gregg Redd
Phone: 757-357-1636
Fax: 757-357-1624
E-mail: gredd@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Eastern

Smithfield - Clinton
424 E. Railroad Street
Clinton, NC 28328
Contact: Andrew Jordan
Phone: 910-385-7751
Fax: 910-299-3001
E-mail: ajordan@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Eastern

Smithfield - Crete
2223 County Road I
Crete, NE 68333
Contact: Roger Eiklenborg
Phone: 402-826-8885
E-mail: reiklenborg@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Central

Smithfield - Dennison
800 Industrial Drive
Dennison, IA 51442
Contact: Ron Pankau
Phone: 800-831-1812
E-mail: rpankau@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Central

Smithfield - Kansas City
11500 NW Ambassador Drive
Kansas City, MO 64195
Contact: Austin Angel
E-mail: aangel@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Central

Smithfield - Milan
22123 Highway 5
Milan, MO 63556
Contact: Gary Banner
Phone: 660-865-4061
E-mail: gbanner@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Central

Smithfield - Monmouth
1220 N. 6th Street
Monmouth, IL 61462
Contact: Scott Peel
Phone: 309-299-4753
E-mail: speel@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Central

Smithfield - Sioux Falls
1400 N. Weber Avenue
Sioux Falls, SD 57103
Contact: Don Johnson
Phone: 605-330-3295
E-mail: djohnson@smithfield.com
Products: BFP,TG,FGAF,MM, EX,OT(Pet food meat products)
Region: Central

Smithfield Foods - Smithfield
501 N. Church Street
Smithfield, VA 23430
Contact: John Acevedo
Phone: 757-357-3131 ext. 2750
E-mail: jacevedo@smithfield.com
Products: SF,RF,HI, LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Eastern

Smithfield - Tar Heel
15855 Highway 87 West
Tar Heel, NC 28392
Contact: Ted Stafford
Phone: 910-879-5758 ext. 758
E-mail: tstafford@smithfield.com
Products: SF,RF,HI,LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)
Region: Eastern

Coastal Protein
1600 Martin Road
Godwin, NC 28344
Contact: Blake Bullard
Phone: 910-567-5604
E-mail: bbullard@coastalproteins.com
Products: MM,LG
Region: Eastern

Farmer John
3049 E. Vernon Avenue
Los Angeles, CA 90058
Contact: Vince Clougherty
Phone: 626-710-7337
E-mail: vclougherty@farmerjohn.com
Products: SF,MB,BM,Lard
Region: Western

Pine Ridge Farms
1800 Maury Street
Des Moines, IA 50317
Contact: Brady Stewart
Phone: 515-266-4100
E-mail: bstewart@pineridgefarmspork.com
Products: MM,LG
Region: Central

South Chicago Packing Company
16250 S. Vincennes Avenue
South Holland, IL 60473
www.miniat.com
Contact: Mike Botelho
Phone: 708-589-2432
Fax: 708-589-2532
E-mail: mbotelho@miniat.com
Products: ET,RF,SF,TG,EX
Region: Central

Tyson Foods Inc. - Headquarters
2200 Don Tyson Parkway,
CP721
Springdale, AR 72762
www.tyson.com
Contact: Bo Watson
Phone: 479-290-2897
E-mail: bo.watson@tyson.com
Products: FM,PB,PM,PF,OT
Region: Central

Plant locations

Cullman Blending
P.O. Box 1144
Cullman, AL 35055
Contact: Mike Lankford
Phone: 256-734-7100
Fax: 256-734-4521

Pine Bluff Blending
4211 Emmett Sanders Road
Pine Bluff, AR 71601
Contact: Mike Lankford
Phone: 870-534-7276
Fax: 870-534-7273

RVAF - Clarksville
1238 Market Street
Clarksville, AR 72830
Contact: Frank Fox
Phone: 479-754-3441
Fax: 479-754-8018

RVAF - Forest
11634 Hwy 80 W
Forest, MS 39074
Contact: Reed Kilpatrick
Phone: 601-469-8301
Fax: 479-717-0198

RVAF - Harmony
501 Sheffield Road
Harmony, NC 28634
Contact: Gregg Wikstrom
Phone: 704-546-2602
Fax: 704-546-5944

RVAF - Robards (Henderson)
14660 U.S. Hwy 41 S
Robards, KY 42452
Contact: Mark Badertscher
Phone: 270-521-3160
Fax: 270-521-3181

RVAF - Scranton
7755 N. Hwy 393 S
Scranton, AR 72863
Contact: Jim Rofkahr
Phone: 479-938-2025
Fax: 479-757-7731

RVAF - Sedalia
20003 Menefee Road
Sedalia, MO 65301
Contact: Jim Robejsek
Phone: 660-826-7071
Fax: 660-826-7119
E-mail: james.robejsek@tyson.com

RVAF - Seguin
1200 W. Kingsbury Street
Seguin, TX 78155
Contact: Keith Yovonavich
Phone: 830-401-8842
Fax: 479-203-4221

RVAF - Temperanceville
11224 Lankford Hwy
Temperanceville, VA 23442
Contact: Tim Johnson
Phone: 757-824-3471
Fax: 757-854-1415

RVAF - Texarkana
5465 Miller County 64
Texarkana, AR 71854
Contact: Dan Crowe
Phone: 870-645-2693
Fax: 870-645-2619

Tyson Fresh Meats
800 Stephens Port Drive,
DD828D
Dakota Dunes, SD 57049
Contact: Bob Bestgen or
Kim Broekemeier
Phone: 605-235-2523 or
605-235-2836
Fax: 479-757-7595 or
479-757-7547
E-mail: bob.bestgen@tyson.com
or kim.broekemeier@tyson.com

Plant locations

Beef sites:
Amarillo, TX
Dakota City, NE
Holcomb, KS
Joslin, IL
Lexington, NE
Pasco, WA

Pork sites:
Columbus Junction, IA
Denison, IA
Madison, NE
Perry, IA
Storm Lake, IA
Logansport, IN
Waterloo, IA

Valley Proteins Inc. - Headquarters
P.O. Box 3588
Winchester, VA 22604-2586
www.valleyproteins.com
Contact: Gerald F. Smith Jr.
Phone: 540-877-2590
Fax: 540-877-3210
E-mail: jsmith@valleyproteins.com
Products: BFP,BM,CM,EX,FGAF, FM,HI,MM,PF,PM,SF,TG,YG, OT(Pet food meat products)
Region: Eastern

Valley Proteins Inc. - Amarillo Division
8415 S.E. 1st Avenue
Amarillo, TX 79118-7302
Contact: Steve Heredia
Phone: 540-877-2590
Fax: 806-374-1207
E-mail: sheredia@valleyproteins.com
Region: Central

Valley Proteins Inc. - Baltimore Division
1515 Open Street
Baltimore, MD 21226
Contact: Robert Hutson
Phone: 540-877-2590
Fax: 410-355-3095
E-mail: rhutson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Fayetteville Division
1309 Industrial Drive
Fayetteville, NC 28301
Contact: Paul White
Phone: 540-877-2590
Fax: 910-213-1140
E-mail: pwhite@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Gastonia Division
5533 S. York Road
Gastonia, NC 28052
Contact: Shannon Owen
Phone: 540-877-2590
Fax: 704-861-9252
E-mail: sowen@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Knoxville Division
9300 Johnson Road
Strawberry Plains, TN 37871
Contact: Bobby Watson
Phone: 540-877-2590
Fax: 865-932-5713
E-mail: rwatson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Lewiston Division
P.O. Box 10
Lewiston, NC 27849
Contact: Mike Anderson
Phone: 540-877-2590
Fax: 252-348-2389
E-mail: manderson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Linkwood Division
5420 Linkwood Road
Linkwood, MD 21835
Contact: Reed Parks
Phone: 540-877-2590
Fax: 410-228-9389
E-mail: rparks@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Linville Division
6230 Kratzer Road
Linville, VA 22834
Contact: Hobie Halterman
Phone: 540-877-2590
Fax: 540-833-6504
E-mail: hhalterman@valleyproteins.com
Region: Eastern

Valley Proteins Inc. - Oklahoma Division
2228 S. Santa Fe Avenue
Okalahoma City, OK 73109
Contact: Randy McKiddie
Phone: 540-877-2590
Fax: 405-235-9960
E-mail: rmckiddie@valleyproteins.com
Region: Central

Valley Proteins Inc. -
Rose Hill Division
 P.O. Box 1026
 469 Yellow Cut Road
 Rose Hill, NC 28458
 Contact: Steve Lester
 Phone: 540-877-2590
 Fax: 910-289-3312
 E-mail: slester@valleyproteins.com
 Region: Eastern

Valley Proteins Inc. -
Terre Hill Division
 693 Wide Hollow Road
 East Earl, PA 17519
 Contact: John Hamzik
 Phone: 540-877-2590
 Fax: 717-445-6379
 E-mail: jhamzik@valleyproteins.com
 Region: Eastern

Valley Proteins Inc. -
Veribest Division
 8394 FM 380
 San Angelo, TX 76905
 Contact: Ronnie Meine
 Phone: 540-877-2590
 Fax: 325-659-3823
 E-mail: rmeine@valleyproteins.com
 Region: Central

Valley Proteins Inc. -
Wadesboro Division
 P.O. Box 718
 Wadesboro, NC 28170
 Contact: Chris Bivans
 Phone: 540-877-2590
 Fax: 704-694-6145
 E-mail: cbivans@valleyproteins.com
 Region: Eastern

Valley Proteins Inc. -
Ward Division
 271 Val-Pro Road
 Ward, SC 29166-9801
 Contact: Bill Brochin
 Phone: 540-877-2590
 Fax: 803-685-2591
 E-mail: bbrochin@valleyproteins.com
 Region: Eastern

Valley Proteins Inc. -
Winchester Division
 P.O. Box 3588
 Winchester, VA 22604
 Contact: Robert Golightly
 Phone: 540-877-2590
 Fax: 540-877-3136
 E-mail: rgolightly@valleyproteins.com
 Region: Eastern

West Coast Reduction Ltd. -
Headquarters
 1292 Venables Street
 Vancouver, BC, V6A 4B4
 Canada
 www.wcrl.com
 Contact: Gordon Diamond or Barry Glotman
 Phone: 604-255-9301
 Fax: 604-255-3434
 E-mail: info@wcrl.com

West Coast Reduction Ltd.
Vancouver Plant Operations
 105 Commercial Drive North
 Vancouver, BC, V5L 4V7
 Canada
 Contact: Doug Davidson
 Phone: 604-255-9301
 Fax: 604-255-1803
 E-mail: info@wcrl.com
 Products: EX,FM,PB,SF,TG,BM,ST,FGAF,BLF,HI,RF,YG,PF,BFP,CWG,PM,Fish meal,Porcine meal
 Region: Western

West Coast Reduction Ltd. -
Calgary
 7030 Ogden Dale Place SE
 Calgary, AB, T2C 2A3
 Canada
 www.wcrl.com
 Contact: Geoff Smolkin
 Phone: 403-279-4441
 Fax: 403-279-6928
 E-mail: info@wcrl.com
 Products: EX,FM,SF,TG,MB,HI,DT,BM,ST,FGAF,BLF,RF,YG,Fish meal
 Region: Western

West Coast Reduction Ltd. -
Edmonton
 1930 121 Avenue NE
 Edmonton, AB, T6S 1B1
 Canada
 www.wcrl.com
 Contact: James Taylor
 Phone: 780-472-6750
 Fax: 780-472-6944
 E-mail: info@wcrl.com
 Products: EX,FM,PB,SF,TG,DT,BM,ST,FGAF,BLF,RF,YG,Fish meal,Porcine meal
 Region: Western

West Coast Reduction Ltd. -
Saskatoon
 3018 Miners Avenue
 Saskatoon, SK, S7K 4Z8
 Canada
 www.wcrl.com
 Contact: Bruce Sestak
 Phone: 306-934-4887
 Fax: 306-934-3364
 E-mail: info@wcrl.com
 Products: EX,FM,PB,SF,TG,MB,DT,BM,ST,FGAF,BLF,HI,RF,YG,Fish meal
 Region: Western

Western Mass. Rendering Co. Inc.
 94 Foster Road
 Southwick, MA 01077
 www.westernmassrendering.com
 Contact: David T. Plakias
 Phone: 413-569-6265
 Fax: 413-569-6512
 E-mail: david@wrmco.com
 Products: EX,SF,FGAF,DT,TG
 Region: Eastern



REGIONAL AREAS OF THE NATIONAL RENDERERS ASSOCIATION

- 1. Eastern Region
- 2. Central Region
- 3. Western Region

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West Virginia

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Wisconsin

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Rousselot 25
Sanimax 27
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2017 Associate Members

Brokers of fats and proteins, equipment manufacturers, and firms serving the rendering industry

Air/Water Treatment

Aulick Chemical Solutions

P.O. Box 127
Nicholasville, KY 40340
www.aulickchemical.com
Contact: Jesse Chula
Phone: 859-881-5422
Fax: 859-881-8194
E-mail: jchula@aulickchemical.com
Products: H2S elimination, odor control, wastewater treatment
Region: Eastern

Chem-Aqua Inc.

NCH Corporation
2727 Chemsearch Boulevard
Irving, TX 75062
www.chemaqua.com
Contact: Brandon Bischoff
Phone: 936-870-5420
E-mail: brandon.bischoff@chemaqua.com
Contact: Terry Waldo
Phone: 972-438-0120
E-mail: twaldo@nch.com
Products: Water treatment
Region: Central, Western

Chemtron Corporation

3500 Harry S. Truman
Boulevard
St. Charles, MO 63301
www.chemtroncorporation.com
Contact: Leah Woods
Phone: 636-940-5445
Fax: 636-940-0773
E-mail: leahw@chemtronh2o.com
Region: Central

Clean Water Technology Inc.

151 W. 135th Street
Los Angeles, CA 90061
www.cleanwatertech.com
Contact: Colette Tassin
Phone: 310-380-4648 x114
E-mail: ctassin@cleanwatertech.com
Region: Western

FRC Systems International

P.O. Box 3147
Cumming, GA 30028
www.frssystem.com
Contact: Leah Surber
Phone: 770-534-3681
Fax: 770-783-8632
E-mail: leah@frssystem.com
Products: Dissolved air flotation equipment
Region: Eastern

Garratt-Callahan Company

50 Ingold Road
Burlingame, CA 94010
www.garrattcallahan.com
Contact: Manny Chargualaf
Phone: 650-697-5811
Fax: 650-692-6098
E-mail: marketing@g-c.com
Products: Water treatment
Region: Western

Kusters Water

Kusters Zima Corporation
P.O. Box 6128
Spartanburg, SC 29304
www.kusterszima.com
Contact: Bill Guarini
Phone: 864-576-0660
Fax: 864-587-5761
E-mail: bill.guarini@kusterszima.com
Region: Eastern

NCM Odor Control

425 Whitehead Avenue
South River, NJ 08882
www.ncmodorcontrol.com
Contact: Steve Fleisher
Phone: 732-238-6700
Fax: 570-801-7879
E-mail: ncmodorcontrol.steve@gmail.com
Region: Eastern

Parkson Corp.

1401 W. Cypress Creek Road,
Suite 100
Ft. Lauderdale, FL 33309
www.parkson.com
Contact: Lydia Villamar
Phone: 888-PARKSON
Fax: 954-974-6182
E-mail: technology@parkson.com
Region: Eastern

SCP Control Inc.

7791 Elm Street NE
P.O. Box 32022
Minneapolis, MN 55432
Contact: Eric Peterson
Phone: 763-572-8042
Fax: 763-572-8066
E-mail: info@scpcontrol.com
Region: Central

Steen Research LLC

19363 Willamette Drive,
Suite 235
West Linn, OR 97068
Contact: Steve Temple
Phone: 408-828-8177 or
503-722-9088
Fax: 503-722-1336
E-mail: stemple@steenresearch.com
Region: Western

VanAire Inc.

840 Clark Drive
Gladstone, MI 49837
www.vanaireinc.com
Contact: Nicole LaPalme
Phone: 906-428-2731
Fax: 906-428-9061
E-mail: nlapalme@vanaireinc.com
Region: Eastern

Antioxidants

Ameri-Pac Inc.

P.O. Box 1088
751 S. 4th Street
St. Joseph, MO 64502
www.ameri-pac.com
Contact: Robert Colescott
Phone: 816-233-4530
Fax: 816-233-1702
E-mail: bobc@ameri-pac.com
Region: Central

Caldic USA

2425 Alft Lane
Elgin, IL 60124
www.caldic.com
Contact: Sandy Boston
Phone: 913-302-0132
E-mail: sboston@caldic.us
Region: Central

C.F. Zeiler & Company Inc.

8601 LaSalle Road, Suite 203
Towson, MD 21286
www.cfzeiler.com
Contact: Charlie Zeiler
Phone: 410-828-7182
Fax: 410-828-7183
E-mail: cf_zeiler@cfzeiler.com
Region: Eastern

CFS North America LLC

Camlin Fine Sciences
3179 99th Street
Urbandale, IA 50322
www.camlinfs.com
Contact: Sandra Grossmann
Phone: 515-423-9854
E-mail: sandra.grossmann@camlinfs.com
Region: Central

FoodSafe Technologies

94 East Jefryn Boulevard,
Unit H
Deer Park, NY 11729
www.foodsafetech.com
Phone: 631-392-1526
Fax: 631-392-1529
E-mail: render@foodsafetech.com
Region: Eastern, Central

Kemin Nutrinsurance Inc.

1900 Scott Avenue
Des Moines, IA 50317
www.kemin.com
Contact: Chris Gloger or
Kevin Custer
Phone: 281-615-7924 (Chris)
or 515-289-6842 (Kevin)
E-mail:
chris.gloger@kemin.com or
kevin.custer@kemin.com
Region: Central

Novus International Inc.

20 Research Park Drive
St. Charles, MO 63304
Contact: Vanessa Stewart
Phone: 314-550-1592
Fax: 314-576-6041
E-mail: vanessa.stewart@novusint.com
Region: Central

Peak Tech Inc.

P.O. Box 7
Jeffersonville, IN 47130
Contact: Jim Sparrow
Phone: 812-283-6697
Fax: 812-283-0765
E-mail: jsparrow@pfauoil.com
Region: Central

Rensin International Corporation

17901 Von Karman Avenue
Irvine, CA 92614
www.rensin-intl.com
Contact: Yan Feng Cai
Phone: 949-556-8874
Fax: 949-242-4766
E-mail: contact@rensin-intl.com
Region: Eastern

Videka

A Diana Pet Food & Kalsec
Alliance
3713 West Main Street
Kalamazoo, MI 49006
www.diana-group.com
Contact: Kevin Meyle
Phone: 800-323-9320
Fax: 269-382-3060
E-mail: kmeyle@kalsec.com
Region: Eastern

Bulk Liquid Storage / Transportation

CST Storage

A Division of CST Industries Inc.
345 Harvestore Drive
DeKalb, IL 60115
Contact: Tim O'Connell
Phone: 815-220-5730 or
405-380-5410
E-mail: toconnell@cst-storage.com
Region: Central

Dupre Logistics LLC

201 Energy Parkway, Suite 500
Lafayette, LA 70508
www.duprelogistics.com
Contact: Alfred Parker
Phone: 504-812-8622
E-mail: aparker@duprelogistics.com
Region: Central

Dura Cast Products Inc.

16160 Hwy 27
Lake Wales, FL 33859
www.duracast.com
Contact: Gabe Madlang
Phone: 863-638-3200
Fax: 863-638-2443
E-mail: gmadlang@duracast.com
Region: Eastern

Greentree Logistics Inc.

2703 Geryville Pike
Pennsburg, PA 18073
www.greentree-logistics.com
Contact: Anthony Pellegrino
Phone: 855-263-3725 x310
Fax: 866-261-8446
E-mail: apellegrino@greentree-logistics.com
Region: Central

LNL Trucking Inc.

P.O. Box 192
Bedford, IN 47421
www.lnltrucking.com
Contact: Larry Limp
Phone: 812-278-9410
Fax: 812-278-9810
E-mail: larry.lnl@comcast.net
Region: Eastern

Paul Marcotte Farms Inc.

1725N, 12000 E Road
Momence, IL 60954-9467
Contact: Sherrie Smart
Phone: 815-472-4400
Fax: 815-472-4453
E-mail: smartdispatcher@hotmail.com
Products: Transporters
Region: Central

Stoller Trucking Inc.

P.O. Box 309
Gridley, IL 61744
www.stollertrucking.com
Contact: Brian S. Stoller
Phone: 309-747-4521
Fax: 309-747-4457
E-mail: bstoller@stollertrucking.com
Region: Central

T-Haul Tank Lines

2561 N. Patterson Avenue
Springfield, MO 65803
www.thaultanklines.com
Contact: Dave Samford
Phone: 417-893-3690
Fax: 417-761-6630
E-mail: dave.samford@t-haul.com
Region: Central

Chemicals**Anderson Chemical Co.**

325 S. Davis
Litchfield, MN 55355
www.accomn.com
Contact: Brett Anderson
Phone: 320-693-2477
Fax: 320-693-7740
E-mail: bca@accomn.com
Region: Central

Bluestar Silicones USA

Bluestar Chemical Co. Ltd.
2 Town Center Boulevard
New Brunswick, NJ 08816
www.bluestarsilicones.com
Contact: Tom Strelau
Phone: 678-477-3366
E-mail: tom.strelau@bluestarsilicones.com
Region: Central

CCI

3540 East 26th
Vernon, CA 90058
Contact: Joe Graffies
Phone: 800-767-9112
E-mail: jgraffies@ccichemical.com
Region: Western

Chem-Tech Solutions Inc.

427 Brook Street
Belmont, NC 28012
www.chemtechsolutions.com
Contact: Tony Phillips
Phone: 704-829-9202
Fax: 704-829-9203
E-mail: info@chemtechsolutions.com
Products: Degreasers, cleaners, anti-foam for cookers
Region: Eastern

Cleaning Systems Inc.

Formerly DBA DynaEdge
1997 American Boulevard
De Pere, WI 54115
www.cleaningsystemsinc.com
Contact: Michael Lamminen
Phone: 920-337-4400
Fax: 920-337-9410
E-mail: mlamminen@cleaningsystemsinc.com
Products: Degreasers/cleaners
Region: Central

Croda Inc. - Atlas Point

315 Cherry Lane
New Castle, DE 19720
Contact: Vernon Clark or Stephen McKnight
Phone: 770-331-8588 or 732-425-1050
E-mail: c.vernon.clark@croda.com or stephen.mcknight@croda.com
Products: Surfactants
Region: Eastern

Impact Cleaning/DuBois Distribution

N8898 River Road
Berlin, WI 54923
www.duboischemicals.com
Contact: Dale Jezwinski
Phone: 513-504-6036
Fax: 800-543-1720
E-mail: dale.jezwinski@gmail.com
Products: Degreasers/Cleaners for trucks, equipment, walls and floors, truck wash systems
Region: Eastern, Central

Hydro Solutions Inc.

P.O. Box 221016
Louisville, KY 40252-1016
www.hydrosolutions.com
Contact: David Davis
Phone: 502-899-7107
Fax: 502-897-8738
E-mail: hydro@hydrosolutions.com
Region: Eastern

Vantage OleoChemical

4650 South Racine Avenue
Chicago, IL 60609-3321
Contact: Jason Bettenhausen
Phone: 773-376-9000
Fax: 773-376-1936
E-mail: jason.bettenhausen@vantagegrp.com
Products: Oleochemicals
Region: Central

Commodity Brokers/Traders**Agri Trading**

P.O. Box 609
340 Michigan Street SE
Hutchinson, MN 55350
www.agritradingcorp.com
Contact: Steve Borstad
Phone: 320-587-2133 or 320-583-3209
Fax: 320-587-5816
E-mail: steve.borstad@agritradingcorp.com
Region: Central

D.A. Lorentzen Inc.

1523 Guthrie Drive
Inverness, IL 60010
Contact: Duane Lorentzen
Phone: 847-991-5220
Fax: 847-991-5220
E-mail: dalorentzen@gmail.com
Products: TG,FGAF,SF,ET,BR
Region: Central

Decom Inc.

11325 South Hudson Avenue
Tulsa, OK 74137
Contact: J.C. Deyoe
Phone: 918-298-5205
E-mail: jcdeyoe@aol.com
Products: FM,BPSF,TG,FGAF,MM,MB,DT,BR
Region: Central

E.B. Wakeman Company

846 Higuera Street, Suite 5
San Luis Obispo, CA 93401
Contact: Gary Gibson
Phone: 805-781-8475
Fax: 805-781-0516
Products: FM,PB,MB,TG,BR
Region: Western

Gavilon Ingredients LLC

1331 Capitol Avenue
Omaha, NE 68102-1106
www.gavilon.com
Contact: Aaron Perkinson
Phone: 402-889-4304
Fax: 402-221-0343
E-mail: aaron.perkinson@gavilon.com
Products: Animal proteins and fats, grain, feed ingredients, energy, and biofuels
Region: Central

Gersony Strauss Company Inc.

171 Church Street, Suite 270
Charleston, SC 29401
Contact: Lonnie James
Phone: 843-853-7777
Fax: 843-853-6777
E-mail: gersony@gersony.com
Region: Eastern

Hurley Brokerage Inc.

11524 West 183rd Street,
Unit 103
Orland Park, IL 60467
Contact: Bill Hurley
Phone: 708-361-8823
Fax: 708-361-9649
E-mail: bill.hurley@hurleybrokerage.com
Products: BR,FM,PB,RF,SF,TF,ET,FGAF,MM,MB,DT
Region: Central

Mini Bruno North America Inc.

Mini Bruno Sucesores C.A.
41 West Putnam Avenue,
2nd Floor
Greenwich, CT 06830
www.minibruno.us
Contact: Alves Neri
Phone: 203-422-2923
Fax: 203-422-0441
E-mail: aneri@minibruno.com
Region: Eastern

Mirasco Inc.

900 Circle 75 Parkway,
Suite 1660
Atlanta, GA 30339
www.mirasco.com
Contact: Dina Ghaly
Phone: 770-956-1945
Fax: 770-956-0308
E-mail: dina.ghaly@mirasco.com
Region: Eastern

Noble America's Energy Solutions LLC

130 Voyage Mall
Marina del Rey, CA 90292
www.noblesolutions.com
Contact: Gene Owens
Phone: 310-686-5702
E-mail: gowens@noblesolutions.com
Products: Natural gas and power
Region: Western

Pasternak, Baum & Co. Inc.

500 Mamaroneck Avenue
Harrison, NY 10528
www.pasternakbaum.com
Contact: Michael Sanchez or Mike Moran
Phone: 914-630-8080
Fax: 914-630-8120
E-mail: fatsandoils@pbaum.net
Products: Fats, oils, grains
Region: Eastern

Perdue Agribusiness LLC

6906 Zion Church Road
Salisbury, MD 21804
www.perdueagribusiness.com/
animal-nutrition
Contact: Darryl Betts
Phone: 410-341-2598
Fax: 410-341-2603
E-mail: darryl.betts@perdue.com
Products: Poultry and dairy
Region: Eastern

POET Nutrition

POET LLC
4506 N. Lewis Avenue
Sioux Falls, SD 57104
www.poet.com
Contact: Ashley Hummel
Phone: 605-965-6232
E-mail: ashley.hummel@poet.com
Products: Fats and oils
Region: Central

Scoular

250 S Marquette Avenue,
Suite 1050
Minneapolis, MN 55401
www.scoular.com
Contact: Rendered Desk
Phone: 612-335-8205
Fax: 612-335-8770
E-mail: mmccartan@scoular.com
Region: Central

Sunbelt Commodities Inc.

P.O. Box 70006
Marietta, GA 30007-0006
Contact: Dave Haselschwerdt
Phone: 770-578-8883
Fax: 844-269-8316
E-mail: dave@sunbeltcommodities.com
Products: BR,TG,ET,FM,PB
Region: Central

Third Coast Commodities LLC

1218 W. Glendora
Buchanan, MI 49107
Contact: Paul Dickerson
Phone: 269-422-1944
Fax: 847-589-0820
E-mail: paul@thirdcoastcommodities.com
Region: Central

Universal Green Consultants

201 Montauk Highway
West Hampton Beach, NY 11978
www.ugccorp.org
Contact: Jamie O'Brien
Phone: 631-998-3700
Fax: 631-288-9012
E-mail: jobrien@ugccorp.org
Region: Eastern

Wilbur-Ellis Feed Division

Wilbur-Ellis Company
2001 SE Columbia River Drive
Vancouver, WA 98661
www.wilburellis.com
Contact: Diane Kimmel
Phone: 360-816-0748
Fax: 360-892-4097
E-mail: dkimmel@wilburellis.com
Region: Western

Wilks & Topper Inc.

567 5th Street
Oakland, CA 94607-3500
Contact: Alex Elsner
Phone: 510-251-6300
Fax: 510-251-6295
E-mail: wilkstoppr@aol.com
Products: FM,PB,TG,ET,FGAF,MM,MB,BM,FA,OT
Region: Western

W.W.S. Inc.

4032 Shoreline Drive, Suite 2
Spring Park, MN 55384
www.wwstrading.com
Contact: Wendy Weihe Storlie
Phone: 952-541-9001 or 888-645-6328
Fax: 952-541-9206
E-mail: wendy@wwstrading.com
Products: Commodity merchandiser of fats, oils, and proteins
Region: Central, Eastern, Western

Consultants

Bolton & Menk Inc.

P.O. Box 668
Ames, IA 50010-0668
www.bolton-menk.com
Contact: Greg Sindt
Phone: 515-233-6100
Fax: 515-233-4430
E-mail: gregsi@bolton-menk.com
Products: Environmental engineering and permit services, wastewater treatment facility design and studies
Region: Central

Energy Management Resources Inc.

7501 Tiffany Springs Parkway
Kansas City, MO 64153
www.emr-energy.com
Contact: Ginger Needham
Phone: 816-883-1000
Fax: 816-883-1001
E-mail: slawrence@emr-energy.com
Region: Central

GHD Services Inc.

7086 N. Maple Avenue,
Suite 101
Fresno, CA 93720
www.ghd.com
Contact: Michael Beerends or Jason Haelzle
Phone: 559-326-5900
Fax: 559-326-5905
E-mail: michael.beerends@ghd.com or jason.haelzle@ghd.com
Region: Western

National Grease Recycling Inc.

2708 Charlie Taylor Road
Plant City, FL 33565
E-mail: nationalgrease@aol.com
Region: Eastern

Praedium Ventures

10538 Justin Drive
Urbandale, IA 50322
www.praediumventures.com
Contact: David Meisinger
E-mail: meisingerd@praediumventures.com
Products: Animal welfare, food safety, and quality, FSMA prep
Region: Central

Reid Engineering Company Inc.

1210 Princess Anne Street
Fredericksburg, VA 22401
www.reidengineering.com
Contact: Shane H. Reid
Phone: 540-371-8500
Fax: 540-371-8576
E-mail: sreid@reidengineering.com
Products: Wastewater, water, utility, and site development
Region: Eastern

Equipment

AC Corporation

P.O. Box 16367
Greensboro, NC 27416-0367
Contact: Trip Walker
www.accorporation.com
Phone: 336-273-4472
Fax: 336-274-6035
E-mail: twalker@accorporation.com
Region: Eastern

Alfa Laval Inc.

111 Parker Street
Newburyport, MA 01970
www.alfalaval.com
Contact: Jeff Logan
Phone: 978-853-8218
E-mail: jeff.logan@alfalaval.com
Region: Eastern

Alloy Hardfacing & Eng. Co. Inc.

20425 Johnson Memorial Dr.
(Hwy 169)
Jordan, MN 55352
www.alloyhardfacing.com
Contact: Paul Rothenberger
Phone: 800-328-8408 or 952-492-5569
Fax: 952-492-3100
E-mail: paulr@alloyhardfacing.net
Region: Central, Western

Anco-Eaglin Inc.

1420 Lorraine Avenue
High Point, NC 27263-2040
www.ancoeaglin.com
Contact: Rick Eaglin
Phone: 336-855-7800
Fax: 336-855-7831
E-mail: ancoeaglin@aol.com
Region: Western

Artex Manufacturing

P.O. Box 88
Redwood Falls, MN 56283
www.artexmfg.com
Contact: Mark Schwiderski
Phone: 507-644-2893
Fax: 507-644-7000
E-mail: mschwiderski@artexmfg.com
Products: Aluminum rendering trailers, air/water treatment
Region: Central

Brown Industrial Inc.

311 W. South Street
P.O. Box 74
Botkins, OH 45306-0074
www.brownindustrial.com
Contact: Craig D. Brown
Phone: 937-693-3838
Fax: 937-693-4121
E-mail: craig@brownindustrial.com
Products: Truck bodies/trailers
Region: Central, Eastern, Western

Cablevey Conveyors

Intraco Inc.
P.O. Box 148
Oskaloosa, IA 52577
www.cablevey.com
Contact: Karl Seidel
Phone: 641-673-8451
Fax: 641-673-7419
E-mail: Karl.Seidel@cablevey.com
Region: Central

Consolidated Fabricators

14620 Arminta Street
Van Nuys, CA 91402
www.con-fab.com
Contact: Kerry Holmes
Phone: 818-933-0885
E-mail: kholmes@con-fab.com
Products: Waste containers
Region: Western

DGA & Associates

P.O. Box 145
Clitherall, MN 56524
Contact: Duane G. Anderson
Phone: 952-881-4088
Fax: 952-881-2703
E-mail: dgaassociates@qwestoffice.net
Region: Central

Dupps Company

P.O. Box 189
Germantown, OH 45327
www.dupps.com
Contact: Frank Dupps Jr. or Richard Weeks
Phone: 937-855-6555
Fax: 937-855-6554
E-mail: info@dupps.com
Region: Central, Eastern, Western

Dupps Company - Ankeny

P.O. Box 257
Ankeny, IA 50021
www.dupps.com
Contact: Theodore Clapper
Phone: 515-964-1110
Fax: 515-964-0863
E-mail: tclapper@dupps.com
Products: Repair and sales
Region: Central, Western

Dupps Separation Technology / Dupps Gratt Centrifuges

P.O. Box 189
Germantown, OH 45327
www.dupps.com
Contact: Ray Jobe
Phone: 937-855-6555
Fax: 937-855-6554
E-mail: rjobe@dupps.com
Region: Central, Eastern, Western

Frontline International Inc.

95 16th Street, SW
Barberton, OH 44203
www.frontlineii.com
Contact: John Palazzo
Phone: 330-861-1100
Fax: 330-861-1105
E-mail: jpalazzo@frontlineii.com
Products: Used cooking oil automated system (equipment only)
Region: Eastern

Gainesville Welding & Rendering Equipment

37 Henry Grady Highway
Dawsonville, GA 30534-9802
www.gwrendering.com
Contact: Terry Stephens
Phone: 706-216-2666
Fax: 706-216-4282
E-mail: gwrenderingequipment@windstream.net
Region: Eastern

Genesis III Inc.

P.O. Box 186
5575 Lyndon Road
Prophetstown, IL 61277
www.g3hammers.com
Contact: Jonathan Paul
Phone: 815-537-7900 or 866-376-7900
Fax: 815-537-7905
E-mail: jonathan.paul@g3hammers.com
Products: Hammermills and parts
Region: Central

Haarslev Inc.

9700 NW Conant Avenue
Kansas City, MO 64153
www.haarslev.com
Contact: Hans H. Nissen
Phone: 816-799-0808
Fax: 816-799-0812
E-mail: info-usa@haarslev.com
Region: Central, Western

Industrial Hardfacing Inc.

218 E. Main Street
Lamoni, IA 50140
www.industrialhardfacing.com
Contact: Chip Millslagle
Phone: 800-247-7778
Fax: 641-784-6923
E-mail: sales@industhard.com
Region: Central

Industrial Steam

1403 SW 7th Street
Atlantic, IA 50022
www.industrialsteam.com
Contact: Jeremy Zellmer
Phone: 712-243-5300
E-mail: jzellmer@industrialsteam.com
Products: Deaerators, firetube boilers, and high pressure condensate systems
Region: Central

Leem Filtration

25 Arrow Road
Ramsey, NJ 07446
www.leemfiltration.com
Contact: Bill Boyd
Phone: 813-653-9006
Fax: 813-685-3382
Products: Filtration equipment
Region: Eastern

MAC Trailer Mfg.

14599 Commerce Street
Alliance, OH 44601
www.mactrailer.com
Contact: Joe Dennis
Phone: 330-823-9900
Fax: 330-823-0232
Region: Eastern

Martin Sprocket & Gear

3600 McCart Street
Ft. Worth, TX 76110
www.martinsprocket.com
Contact: Juan Fletes
Phone: 817-258-3000
Fax: 817-258-3173
E-mail: jfletes@martinsprocket.com
Products: Bulk material handling and mechanical power transmission equipment
Region: Central

MMI Tank and Industrial Services

3240 S. 37th Avenue
Phoenix, AZ 85009-9700
www.mmitank.com
Contact: Steve Denny
Phone: 602-272-6000
Fax: 602-272-6700
E-mail: steve@mmitank.com
Products: Manufacture/Install carbon steel/stainless steel tanks, repair/replace cooker shafts, screw conveyors/presses, dryers, grinders, boilers, etc.
Region: Western

Olson Manufacturing/V-Ram

620 S. Broadway
Albert Lea, MN 56007-4526
www.vram.com
Contact: Jeff Hall
Phone: 507-373-3996
Fax: 507-373-5937
E-mail: jeff@vram.com
Region: Central

Olymspan US Branch

Changzhou Olymspan Thermal Energy Equipment Co. Ltd.
659 E. 1250 S
Providence, UT 84332
www.olymspan.com
Contact: Tina Feng
Phone: 970-430-1289
E-mail: tina.feng@olymspan.com
Products: Boilers, pressure vessels, horizontal production center, rolling machines
Region: Western

Onkens Inc.

P.O. Box 72
320 E. Main
Easton, IL 62633
www.onkens.net
Contact: David Hull
Phone: 309-562-7271
Fax: 309-562-7272
E-mail: dhull@onkens.net
Products: Truck bodies, trailers, and bulk grease containers
Region: Central, Eastern, Western

Orthman Conveying Systems

P.O. Box B
Lexington, NE 68850
www.orthman.com
Contact: Jimmy Rios
Phone: 817-542-8859
E-mail: jrios@orthman.com
Region: Central

Par-Kan Company

2915 W 900 S
Silver Lake, IN 46982
www.par-kan.com
Contact: Kyle Bruner
Phone: 260-352-2141
Fax: 260-352-0701
E-mail: kbruner@par-kan.com
Products: Grease containers/lids
Region: Central

Phelps Fan LLC

P.O. Box 190718
Little Rock, AR 72219-0718
www.phelpsfan.com
Contact: Harold Specht
Phone: 501-568-5550
Fax: 501-568-3363
E-mail: hspecht@phelpsfan.com
Region: Central

Rendeq Inc.

1813 Frank S. Holt Drive
Burlington, NC 27215
www.rendeq.com
Contact: Mark DeWeese
Phone: 336-226-1100
Fax: 336-270-5357
E-mail: info@rendeq.com
Region: Eastern

Roll Rite LLC

650 Industrial Drive
Gladwin, MI 48624
www.rollrite.com
Contact: James Kenyon
Phone: 989-896-1111
Fax: 989-345-7805
E-mail: jamesk@rollrite.com
Products: Automated tarp system for trucking industry
Region: Central

RW Manufacturing

P.O. Box 599
 Stuttgart, AR 72026
 www.rwmfginc.com
 Contact: Shane Sweetin or
 Randy Sweetin
 Phone: 870-673-7226
 Fax: 870-673-6131
 E-mail:
 ssweetin@rwmfginc.com or
 rsweetin@rwmfginc.com
 Products: Replacement parts
 for hammer mills and shakers
 Region: Central

Saeplast Americas Inc.

100 Industrial Drive
 Saint John, NB, E2R 1A5
 Canada
 www.saeplast.com
 Contact: Mike Kilpatrick
 Phone: 506-633-0101
 Fax: 506-658-0227
 E-mail: mike.kilpatrick@
 promens.com
 Products: Plastic containers
 Region: Eastern

Scan American Corp.

9505 N. Congress Avenue
 Kansas City, MO 64153
 www.scanamcorp.com
 Contact: Jeff Drake
 Phone: 816-880-9321
 Fax: 816-880-9343
 E-mail: jdrake@
 scanamcorp.com
 Products: Pumps, cookers,
 presses, driers, grinders,
 coagulators, crushers, mixers
 Region: Central

Seepex Inc.

Seeberger GmbH
 511 Speedway Drive
 Enon, OH 45323
 www.seepex.com
 Contact: Aaron Renick
 Phone: 937-864-7150
 Fax: 937-864-7157
 E-mail: arenick@seepex.net
 Products: Aseptic designs for
 food processing
 Region: Eastern

Sturtevant Inc.

348 Circuit Street
 Hanover, MA 02339
 www.sturtevantinc.com
 Contact: Steve Marshall
 Phone: 781-829-6501
 Products: Air classifier
 separator for poultry meal
 Region: Eastern

Summit Trailer Sales Inc.

One Summit Plaza
 Summit Station, PA 17979
 www.summittrailer.com
 Contact: Chuck Pishock
 Phone: 570-754-3511
 Fax: 570-754-7025
 E-mail: chuck@
 summittrailer.com
 Region: Eastern

Superior Process Technologies

1915 Broadway Street NE
 Minneapolis, MN 55413
 www.superiorprocesstech.com
 Contact: Doug Smith
 Phone: 612-378-0800
 Fax: 702-975-5758
 Products: Biodiesel production
 Region: Central

Titus Inc.

9887 6 B Road
 Plymouth, IN 46563
 www.titusinc.com
 Contact: Tom Read
 Phone: 574-936-3345
 Fax: 574-936-3905
 E-mail: tread@titusinc.com
 Products: Titus II grinder
 Region: Central, Eastern

Travis Body and Trailer Inc.

13955 FM 529
 Houston, TX 77041
 www.travistrailers.com
 Contact: C.K. (Bud) Hughes
 Phone: 713-466-5888 or
 800-535-4372
 Fax: 713-466-3238
 E-mail: info@travistrailers.com
 Products: Trailer manufacturer
 Region: Central

Uzelac Industries Inc.

6901 Industrial Loop
 Greendale, WI 53129
 www.uzelacind.com
 Contact: Michael Uzelac
 Phone: 414-529-0240
 Fax: 414-529-0362
 E-mail: mike@uzelacind.com
 Products: Duske drying systems
 Region: Central

Virginia Truck Center

P.O. Box 96
 Weyers Cave, VA 24486
 www.virginiatruckcenter.com
 Contact: Greg Witt
 Phone: 540-453-1003
 Fax: 540-234-0997
 E-mail: gwitt@
 virginiatruckcenter.com
 Region: Eastern

Walinga USA Inc.

1190 Electric Avenue
 Wayland, MI 49348
 www.walinga.com
 Contact: Terry Medemblik
 Phone: 800-466-1197
 Fax: 616-877-3474
 E-mail: tjm@walinga.com
 Products: Collection vehicles
 Region: Eastern

Equipment - Centrifuges**Centrifuge Chicago Corporation**

1721 Summer Street
 Hammond, IN 46320
 www.centrifugechicago.com
 Contact: Doug Rivich
 Phone: 219-852-5200
 Fax: 219-852-5204
 E-mail: doug@
 centrifugechicago.com
 Products: Repair, parts, service
 Region: Central

Centrisys Corporation

9586 58th Place
 Kenosha, WI 53144
 www.centrisys.us
 Contact: Michele Whitfield
 Phone: 262-654-6006
 Fax: 262-764-8705
 E-mail: info@centrisys.us
 Region: Western

CentriTEK - Industrial Centrifuge Specialists

Chris Gatewood Industries Inc.
 77 Solano Square, #303
 Benicia, CA 94510
 www.centritek.us
 Contact: Chris Gatewood
 Phone: 209-304-2200
 E-mail: chris@centritek.com
 Region: Western

Elgin Separation Solutions

Elgin Equipment Group
 10050 Cash Road
 Stafford, TX 77477
 www.elginseparationsolutions.
 com
 Contact: Raymond Pietramale
 Phone: 281-261-5778
 Fax: 281-499-4080
 E-mail: ray.pietramale@
 elginindustries.com
 Region: Central

GEA Westfalia Separator

100 Fairway Court
 Northvale, NJ 07647
 www.wsus.com
 Contact: Rawn Walley
 Phone: 201-767-3900
 Fax: 201-767-3416
 E-mail: info.wsus@
 geagroup.com
 Region: Eastern

GreySun Equipment Company

3102 Avenue M Ex
 Conroe, TX 77301
 www.greysuncentrifugerental.
 com
 Contact: Kye Keliehor
 Phone: 936-524-5162
 Fax: 936-494-3897
 E-mail: cbrock@
 greysunrentals.com
 Region: Central

GTech

2511 N. Frazier Street
 Conroe, TX 77305
 www.gtechus.com
 Contact: Dennis Edwards
 Phone: 281-290-9229
 Fax: 936-494-0012
 E-mail: dennis.edwards@
 gtechus.com
 Region: Central

Industrial Process Equipment

Centrifugal Services LLC
 312 C Street
 St. Albans, WV 25177
 Contact: Chad Dillon
 Phone: 304-727-6652
 Fax: 304-201-4395
 E-mail: chad.dillon@
 elginindustries.com
 Region: Eastern

Jenkins Centrifuge Company LLC

1123 Swift Street
 North Kansas City, MO 64116
 www.jenkinscentrifuge.com
 Contact: Kevin Jenkins or
 Cam Kirkpatrick
 Phone: 800-635-1431
 Fax: 816-471-6692
 E-mail: kjenkins@
 jenkinscentrifuge.com or
 ckirkpatrick@jenkinscentrifuge.com
 Products: Rebuild centrifuges, buy
 and sell equipment, manufacture
 horizontal centrifuges
 Region: Central, Eastern,
 Western

Kayden Industries LP

3348 58th Avenue SE
 Calgary, AB, T2C 0B3
 Canada
 www.kaydenindustries.com
 Contact: Mark Oscienny
 Phone: 403-571-6688
 Fax: 403-264-5901
 E-mail: moscienny@
 kaydenindustries.com
 Region: Eastern

Separators Inc.

5707 W. Minnesota Street
 Indianapolis, IN 46241
 www.separatorsinc.com
 Contact: Bill Otter
 Phone: 317-484-3745
 Fax: 317-484-3755
 E-mail: separate@sepinc.com
 Region: Central, Eastern

Equipment - Repair**Brown's Milling Supply Inc.**

P.O. Box 500
 Alma, NE 68920
 www.brownssupply.com
 Contact: Mike Stemper
 Phone: 402-721-7899
 Fax: 866-313-2256
 E-mail: billing@
 brownssupply.com
 Region: Central

Cen-Tex Centrifuge LLC

16505 I-45 South
Willis, TX 77318
www.cen-tex.net
Contact: Jeremy Files
Phone: 281-914-2516
Fax: 936-344-2152
E-mail: jfiles@cen-tex.net
Region: Central

MDH Boiler Service & Repair Inc.

12106 S. Center Street
South Gate, CA 90280
Contact: Mauro Donate
Phone: 562-630-2875
Fax: 562-630-2595
E-mail: mdonate@mdhboiler.com
Region: Western

Exporters

Fornazor International Inc.

455 Hillsdale Avenue
Hillsdale, NJ 07642
www.fornazor.com
Contact: John Fornazor
Phone: 201-664-4000
Fax: 201-664-3222
E-mail: john@fornazor.com
Region: Eastern

International Feed

P.O. Box 280
2075 Daniels Street
Long Lake, MN 55356
www.internationalfeed.com
Contact: Derek Michalski or
Bernie Kaiser
Phone: 952-249-9818
E-mail: dmichalski@internationalfeed.com or
berniek@internationalfeed.com
Products: Supplier/Exporter of
animal protein meals
Region: Central

**Feed Manufacturers/
Ingredients**

Boyer Valley Company

LGI Company
2425 S.E. Oak Tree Court
Ankeny, IA 50021
www.boyervalley.com
Contact: Steve Lankford
Phone: 515-289-7666
Fax: 515-289-4369
E-mail: steve.lankford@boyervalley.com
Products: PBM,BM,FM,YG
Region: Central

Feed Energy Company

4400 E. University Ave
Pleasant Hill, IA 50327
www.feedenergy.com
Contact: Joe Green
Phone: 800-451-9413
Fax: 515-265-4163
E-mail: sales@feedenergy.com
Products: BLF,FA,FGAF,RF,SF
Region: Central

International Ingredient Corporation

150 Larkin Williams Industrial
Court
Fenton, MO 63026
www.iicag.com
Contact: Kevin M. Halpin
Phone: 636-343-4111
Fax: 636-349-4845
E-mail: khalpin@iicag.com
Products: Specialty ingredients
Region: Central

International Nutrition

P.O. Box 27540
Omaha, NE 68127
www.ini-agworld.com
Contact: Steve Silver
Phone: 402-331-0123
Fax: 402-331-0169
E-mail: info@ini-agworld.com
Region: Central

Mid-South Milling Company

710 Oakleaf Office Lane
Memphis, TN 38117
www.msmling.com
Contact: Nathan Pappas
Phone: 901-681-4301
Fax: 901-681-4337
E-mail: npappas@msmling.com
Region: Eastern, Central

Nutra-Flo Protein Products

202 North Derby Lane
North Sioux City, IA 57049
www.nfprotein.com
Contact: Eric J. Lohry
Phone: 712-279-1938
Fax: 712-279-1973
Products: Animal protein
producer
Region: Central

Nutrient Concepts Inc.

500 Cathedral, Suite 2325
Aptos, CA 95001
Contact: Jerry Ball
Phone: 209-481-3943
Fax: 888-761-8927
E-mail: ball.jerry@sbcglobal.net
Region: Western

P&G Pet Care

Procter and Gamble
8700 Mason-Montgomery
Road
Mason, OH 45040
www.iams.com
Contact: Greg Daniel
Phone: 513-622-0774
Fax: 513-945-2798
E-mail: daniel.gd.2@pg.com
Products: Dog/Cat food
Region: Eastern

Papillon Agriculture Company

30 N. Harrison Street,
Suite 204
Easton, MD 21601
www.papillon-ag.com
Contact: Brenda Roop
Phone: 401-820-7400
E-mail: brenda@papillon-ag.com
Products: Bypass protein
products for dairy industry.
Region: Eastern

Premier Ag Resources Ltd.

747 Hyde Park Road,
Suite 205
London, ON, Canada
N6H 3S3
www.parltd.ca
Contact: Paul Primeau
Phone: 519-657-1177
E-mail: pprimeau@parltd.ca
Region: Eastern

The Peterson Company

6312 W. Main
Kalamazoo, MI 49009
www.thepetersoncompany.com
Contact: Leigh Ann Sayen
Phone: 269-350-2900
E-mail: leighanns@thepetersoncompany.com
Region: Eastern

**Financial/
Professional Services**

Marsh

Marsh McLennan Companies
777 South Figueroa Street
Los Angeles, CA 90017
www.marsh.com
Contact: Richard B. Cook
Phone: 213-346-5323
Fax: 213-346-5928
E-mail: dick.cook@marsh.com
Region: Western

Williams Mullen

1441 Main Street, Suite 1250
Columbia, SC 29201
www.williamsmullen.com
Contact: Ethan Ware
Phone: 803-567-4610
E-mail: eware@williams-mullen.com
Products: Law firm
Region: Eastern

Laboratory/Testing

Crystal Laboratory

242 Hwy 60 E, Suite 2
P.O. Box 829
Lake Crystal, MN 56055
Contact: Steve Marsh
Phone: 507-726-2387
Fax: 507-726-2388
E-mail: smarsh507@gmail.com
Region: Central

Diversified Laboratories Inc.

4150 Lafayette Center Drive,
Suite 600
Chantilly, VA 20151
www.diversifiedlaboratories.com
Contact: Peter Kendrick
Phone: 703-222-8700
Fax: 703-222-0786
E-mail: pkendrick@diversifiedlaboratories.com
Region: Eastern

Eurofins Scientific Inc.

2200 Rittenhouse Street,
Suite 150
Des Moines, IA 50321
www.eurofinsus.com
Contact: Lars Reimann
Phone: 901-301-8425
E-mail: larsreimann@eurofinsus.com
2219 Lakeshore Drive,
Suite 500
New Orleans, LA 70122
Contact: Christine McIntosh
Phone: 504-297-3400
E-mail: christinemcintosh@eurofinsus.com
Region: Central

FOSS North America

8091 Wallace Road
Eden Prairie, MN 55344
www.foss.us
Contact: Tim Welby
Phone: 800-547-6275
Fax: 952-974-9823
E-mail: twelby@fossna.com
Region: Central

NP Analytical Laboratories

Checkerboard Square
St. Louis, MO 63164
www.npal.com
Contact: Judy O'Brien
Phone: 314-982-2193
Fax: 314-982-1078
E-mail: jobrien@purina.com
Region: Central

Thionville Laboratories Inc.

Thionville Surveying Co. Inc.
5440 Pepsi Street
New Orleans, LA 70123
Contact: Paul Thionville
Phone: 504-733-9603
Fax: 504-733-6457
E-mail: operations@thionvillenola.com
Region: Central

Whitbeck Laboratories Inc.

1000 Backus Avenue
Springdale, AR 72764
www.whitbecklabs.com
Phone: 800-874-8195
E-mail: info@whitbecklabs.com
Region: Central

Samplers and Surveyors

Cullen Maritime Services Inc.

465 46th Street
Richmond, CA 94805-2301
Contact: John Spenik
Phone: 510-232-6700
Fax: 510-232-6766
E-mail: cmsso@pacbell.net
2126 E. 7th Street
Long Beach, CA 90804
Contact: John Spenik
Phone: 562-433-4355
Fax: 562-433-3457
E-mail: john.spenik@cullenmaritime.com
9317 232nd Street SW
Edmonds, WA 98020-5026
Contact: Craig Burgess
Phone: 206-783-6979
Fax: 206-783-6913
Region: Western

Trade Groups/Journals

American Feed Industry Association

2101 Wilson Boulevard,
Suite 916
Arlington, VA 22201
www.afia.org
Contact: Joel G. Newman
Phone: 703-524-0810
Fax: 703-524-1921
E-mail: jnewman@afia.org
Region: Eastern

Pet Food Institute

2025 M Street NW, Suite 800
Washington, DC 20036
www.petfoodinstitute.org
Phone: 202-367-1120
Fax: 202-367-2120
Region: Eastern

Poultry Protein and Fat Council

1530 Cooledge Road
Tucker, GA 30084
www.uspoultry.org/ppfc_index.cfm
Contact: Rafael Rivera
Phone: 678-514-1978
Fax: 770-493-9257
E-mail: rrivera@uspoultry.org
Region: Eastern

Western United Dairymen

1017 L Street, Suite 582
Sacramento, CA 95814
www.westernuniteddairymen.com
Contact: Gary Conover
Phone: 916-492-0892
Fax: 916-492-1645
E-mail: gary@garyconover.com
Products: California dairy milk producer/trade organization
Region: Western

Other

Anitox

1055 Progress Circle
Lawrenceville, GA 30043
www.anitox.com
Contact: Nick Braden
Phone: 678-748-6737
Fax: 678-376-1413
E-mail: nbraden@anitox.com
Products: Pathogen control,
milling efficiency
Region: Eastern

ALG Labels & Graphics

3005 4th Avenue South
Birmingham, AL 35233
www.alggraphics.com
Contact: Wilson Pirtle
Phone: 205-313-5135
Fax: 205-328-0123
E-mail: wpirtle@alggraphics.com
Region: Eastern

Arreff Terminals Inc.

Fornazor International Inc.
3600 Elm Avenue
Portsmouth, VA 23704
Contact: Noel Smith
Phone: 757-393-2730
Fax: 757-393-2899
Products: Bulk transloading/
bagging
Region: Eastern

BIS Computer Solutions Inc.

2428 Foothill Boulevard
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Products: Software design
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Caito Fisheries Inc.

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Countryside Hides Inc.

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Contact: Sidney Erickson
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Products: Dead stock removal,
pet food, hides
Region: Central

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Region: Eastern

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Animal Agriculture more Sustainable due to Rendering

By Tina Caparella

“Whether you particularly believe in global warming or not, it does not matter because your customers and consumers do,” announced Dr. Frank Mitloehner, professor and air quality specialist at the University of California (UC), Davis, at the International Rendering Symposium. The program was held in conjunction with the 2017 International Production and Processing Expo (IPPE) in Atlanta, Georgia, in early February and was sponsored by the National Renderers Association (NRA) and U.S. Poultry and Egg Association. Mitloehner discussed facts and fiction on livestock and climate change, and disputed claims in a Food and Agriculture Organization (FAO) report comparing greenhouse gas emissions from livestock to those from transportation. He said FAO conducted a life cycle assessment of livestock but not for transportation, where only the carbon footprint of fuel was studied, ultimately declaring 18 percent of global greenhouse gas emissions come from livestock.

“They compared apples to oranges,” Mitloehner stated. He further observed there are big differences across the world with respect to the impact livestock have on the environment. Livestock production in developing countries has a higher footprint than in developed countries where animals are kept in growth regimes with better conversion and genetics. After evaluating Mitloehner’s data from studies conducted at UC Davis, FAO ultimately retracted the report and corrected their figure for greenhouse gases from livestock to a global average of 14 percent.

In the United States (US), the Environmental Protection Agency attributes 32 percent of total greenhouse gas emissions to energy production and use, 27 percent to transportation, and 10 percent to all agriculture production with animal agriculture specifically at 4.2 percent. Mitloehner clarified that if all Americans stopped eating beef one day a week as part of the “meatless Monday” movement, greenhouse gases would only be reduced by 0.3 percent.

“This is so dangerous and misleading to the public,” he remarked. “But Americans care.” Mitloehner noted there are 9 million dairy cows in the United States as well as 9.5 million horses, yet the environmental footprint of horses is not included in the discussion.

“US livestock is the least environmentally harmful industry in the world,” he continued, pointing out that there are 16 million fewer dairy cows in the United States today than in 1950, yet milk production has increased 60 percent.

“The carbon footprint of a glass of milk is two-thirds smaller today than it was 70 years ago,” declared Mitloehner. In addition, the United States had 140 million head of cattle in 1970 compared to 90 million head in 2010 producing the same amount of beef, 24 million metric tons. He went on to say the number one cause of methane from cows is belching due to roughage the animals eat in pastures so cows on feed are better for the environment.

Switching gears was Todd Mathes, senior vice president of restaurant services at Darling Ingredients Inc., who said that around 4.4 billion pounds of used cooking oil is collected in the United States and Canada each year that has significant value after proper processing. He explained that used cooking oil is processed and utilized primarily for its energy content in animal feed and pet food as well as a feedstock for biofuel with some use in technical and commercial products. With the best carbon footprint of any fuel produced in the United States, used cooking oil is beneficial in the production of renewable fuels such as biodiesel, boiler fuel, and renewable propane and butane, as it helps reduce greenhouse gas emissions. It also has chemical uses in industries dedicated to lubricants, textiles, plastics, and cleaners, and industrial uses in rubber, plastics, tires, and lubricants.

Previously, grease removed from restaurant traps could be processed and used in animal feed, but that is no longer allowed under new Food Safety Modernization Act (FSMA) regulations, according to Mathes. This limitation on trap grease encourages now more than ever the use of used cooking oil tanks to collect this product to retain its value, especially in biofuels. He described biodiesel production as a very efficient process where 100 pounds of feedstock are converted into 100 pounds of biodiesel. One pound out of every 10 pounds of animal fat and used cooking oil generated in the United States is processed at Diamond Green Diesel, a renewable diesel plant operated in partnership by Darling Ingredients and Valero Energy Corporation. The facility currently produces 160 million gallons of renewable diesel per year with plans to expand that capacity to 275 million gallons per year by mid-2018 as the demand for biofuels steadily grows.



Mathes explained that biofuel production does not interfere in the “food versus fuel” debate because as more protein is grown or raised to feed the world, more fat is produced than can be eaten creating a by-product.

“Cows are not bred for fuel and used cooking oil is processed and reused for fuel,” he noted, adding the fun fact that a gallon of biodiesel cannot be produced without co-producing 30 pounds of protein and 22 pounds of carbohydrates and dietary fiber.

Dr. David Meeker, senior vice president of scientific services at NRA, stated that animal agriculture in general is more sustainable with rendering processes. It is also safe and sustainable to use rendered by-products in feed and pet food because they improve the sustainability of the industries from which they derive and supply.

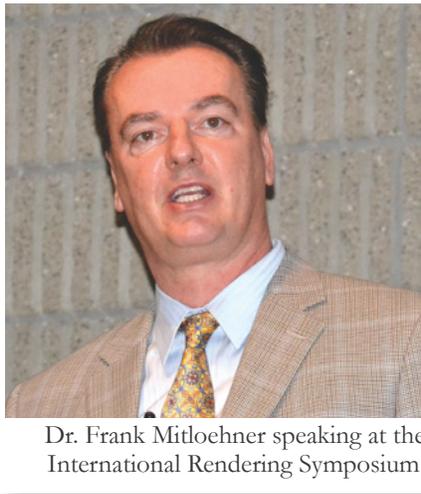
“Meat consumption increases as median income rises,” Meeker commented. “By-products from meat production are inevitable, and responsible use is imperative.” If by-products are not used, the price of many pet food products and food for people would rise, forcing by-products into less sustainable uses or less environmentally friendly disposal endpoints creating food waste. He observed that the biggest obstacle to sustainability in pet food is the attitude that by-products are bad when in reality they provide many good benefits, including meeting the nutritional needs of pets.

Stephen Sothmann, president of the U.S. Hide, Skin, and Leather Association, educated attendees on the complexities of the hides market, which has seen a downturn in recent years due to less leather being used globally. China is the largest importer of US hides and skins but a slowdown in its economy and drop in leather usage in footwear has led to lower hide exports and prices. Sothmann said a growing auto industry and use of leather in mid-level vehicles will mean a shift in exports, especially to Mexico where leather for automobiles is made.

NRA President Nancy Foster recognized that the increasing focus on food waste by government should include the role rendering already plays, and the “new world order” in Washington, DC, is bringing opportunity and uncertainty, including extension of tax credits for biofuels.

“The biodiesel industry is very nervous right now and since renderers are a provider of feedstock, these issues are important to us, too,” Foster remarked.

Other speakers at the symposium included Dr. Charles Starkey, Auburn University, who revealed that anywhere from 15 to 25 percent of poultry feed is now vegetarian, which he warned could grow to nearly 50 percent. The biggest challenge for the feed industry is consumer opinion, especially regarding pet food, emphasizing the need for renderers to combat misinformation and create a better



Dr. Frank Mitloehner speaking at the International Rendering Symposium.

dialogue with pet food manufacturers on the nutritional and sustainability benefits of using animal proteins and fats.

James Emerson, Pilgrim’s Pride, provided a virtual tour of a poultry rendering plant that included feather and blood processing while Dr. Ansen Pond, Darling Ingredients, discussed the intricacies of the heavily-regulated US rendering industry, which recycles over 150 million pounds of inedible tissues daily. Pond mentioned the vast majority of finished rendered products go into feed, primarily poultry, so more birds being fed veg diets is a concern.

Kent Swisher, vice president of NRA international programs, talked about

multilateral trade agreements, international organizations that oversee animal products, and the myriad of sustainability standards and certification companies that have emerged. He noted that NRA is committed to being actively involved with these various groups to ensure animal proteins and fats are favorably included in global regulations and sustainability programs.

Pet Food Focus

A wide array of educational programs took place all week at IPPE, including the 10th Annual Pet Food Conference sponsored by the American Feed Industry Association (AFIA) that drew a record attendance of over 350 individuals. Jared Koerten, lead analyst at Euromonitor International, kicked things off by showing global pet care sales have consistently grown year over year, reaching \$104 billion in 2016. The average global household spends about \$50 per year on their pets compared to the average in the United States at \$355 per year. Dry dog food dominates the market and is still growing despite its market size.

Koerten described the shift toward smaller dog (up to 20 pounds) ownership and pets being considered a family member versus a companion, hence the growth in premium foods and those that mimic human food trends, such as weight management, food intolerances, and “natural.”

Gina Tumbarello, AFIA’s director of international policy and trade, announced that US pet food exports have been trending

downward, from just over 760,000 metric tons in 2011 to 716,000 metric tons in 2016. France is the largest global exporter of pet food followed by Germany and then the United States, although the Netherlands is closing in on the number three position. At over 276,000 metric tons, Canada is the top export market for US pet food followed by Mexico and Japan at around 58,000 metric tons each, although Japan imports are down significantly from the more than 130,000 metric tons imported in 2011 due to a decline



Dr. Jessica Starkey talks about educating the next generation of employees.

Continued on page 44

in dog ownership and an increase in domestic production.

Trade policy under new US President Donald Trump is being watched closely, especially if the North American Free Trade Agreement (NAFTA) is renegotiated.

"NAFTA is 23 years old so reopening and modernizing it could be an opportunity, especially related to phytosanitary issues," Tumbarello remarked. "The key challenge with this new administration is to ensure the

industry's interests and concerns with trade are heard."

A lively topic was how to develop the next generation of pet food employees. A US Department of Agriculture/Purdue University study reported there is a need for nearly 60,000 high-skilled employees in the food and agriculture industries between 2015 and 2020. Dr. Jessica Starkey, an assistant professor at Auburn University, said education regarding careers in agriculture starts with teachers and described NRA's various educational tools—a PowerPoint

presentation, video, and infographics on the specifics of the rendering industry—as a good example.

"Educating the educator on the pet food industry will help us share information with students looking for careers in agriculture," Starkey stated. "The students are there, we just need to connect to industry." Another area of concentration needs to be on more accurate job descriptions so students are clear about position requirements, skills they will be learning, and available opportunities. Starkey pointed to industry internships as being invaluable to both students and companies.

Dr. Melissa Brookshire, North River Enterprises, discussed the need for pet food companies to be more transparent with the 80 million US households that have pets.

"A pet food manufacturer today needs to balance the nutritional requirements of the animal and the needs and wants of the consumer," while conducting sustainable operations, said Brookshire. "It can be done, but it takes some focus and attention." With social media and the Internet, consumers can now share their bad experiences with millions of others despite providing no science to prove their claims. Pet food companies need to show care and compassion with concerned customers but the challenge is to find the bridge between science, which consumers see as the enemy, and information the public really wants.

FSMA was also a high-priority topic at the pet food conference. According to the Food and Drug Administration's (FDA's) Jenny Murphy, the agency's inspection mindset at this time is to educate before regulating.

"FSMA puts control in the facility's hands," she stated. "Take responsibility and go beyond basic requirements in your quality and food safety programs." FDA will not be inspecting all large businesses the first year and those facilities that are inspected under other programs (i.e., bovine spongiform encephalopathy or medicated feed) should expect to be asked FSMA readiness/awareness-type questions, although answers are voluntary but helpful to FDA staff.

"This is about food safety," Murphy commented. "Build a foundation in your company and instill that culture among your employees." **R**

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World Feed Production Exceeds 1 Billion Metric Tons

The 2017 Alltech Global Feed Survey released earlier this year estimates that international feed tonnage has exceeded 1 billion metric tons for the first time. That is a 3.7 percent increase over 2015 and represents 19 percent growth since the inaugural survey in 2012, despite a 7 percent decrease in the number of feed mills.

The sixth annual survey is the most comprehensive ever, now covering 141 countries and more than 30,000 feed mills. The results show that the United States and China are the top two countries, producing one-third of all animal feed, and that predominant growth came from the beef, pig, and aquaculture feed sectors as well as several African, Asian, and Middle Eastern countries.

This year's survey showed that the top 30 countries, ranked by production output, are home to 82 percent of the world's feed mills and produce 86 percent of the world's total feed. The top 10 feed-producing countries in 2016, in order of production output, are China, the United States, Brazil, Mexico, Spain, India, Russia, Germany, Japan, and France. These countries contain 56 percent of the world's feed mills and account for 60 percent of total production.

Regional Results

North American feed production remains relatively flat; however, the region continues to lead in feed production for beef, turkey, pet, and horses. In Latin America, Brazil remained the leader in feed production while Mexico saw the highest growth in tonnage, now accounting for more than 20 percent of the region's total feed production but still only almost half of Brazil's total output. Overall, Latin America has moderate feed prices, but Brazil's have increased. When compared to the United States, Brazil's feed prices are 20 percent higher for pigs and 40 percent higher for layers and breeders.

For the first time in several years, the European Union saw feed tonnage growth led by Spain with 31.9 million tons produced in 2016, up 8 percent. Decreases came from Germany, France, Turkey, and the Netherlands. In Asia, China remained the top feed-producing country at 187.2 million metric tons with increased production coming from Vietnam, Pakistan, India, and Japan. Vietnam in particular grew 21 percent over the past year and moved into the top 15 countries list for the first time, specifically led by increased production of pig and broiler feed. Asia continues to be one of the most expensive locations in the world to raise animals as Japan's feed prices

are some of the highest in the world and China's prices are double that of most of the top 10 producing countries.

Africa had the fastest regional growth for the fifth year in a row, with more than half of the countries achieving production increases. Nigeria, Algeria, Tunisia, Kenya, and Zambia each showed significant growth above 30 percent. The region still lags in terms of feed per capita but shows continued opportunity for expansion. Africa also has some of the highest finishing prices of any region, as Nigeria and Cameroon both rank in the top five countries.

According to the survey, overall feed prices are down leading to lower food production costs. Alltech estimates the value of the global feed industry at \$460 billion.

Notable Species Results

The poultry industry represented 44 percent of total global feed production, a slight decrease from 2015. Positive growth was observed in pig feed production, particularly in Asia as Vietnam and Thailand are now top 10 pig-producing countries. China represents over a quarter of the world's pig feed production, but sow numbers have decreased by almost 40 percent over the past three years.

Global dairy feed production remained flat while the United States and India reinforced their positions as the top two producers with increases of 12 and 14 percent, respectively, whereas Europe saw a downturn. Turkey decreased by 1.5 million tons and Germany declined by 3.4 million tons. The United States maintained the top position in the beef industry with estimated feed production 10 percent higher than in 2015. China, Spain, Turkey, and Mexico all showed increased beef feed production as well.

Aquaculture continued its year-over-year growth with a gain of 12 percent in feed production in 2016. Increased production in Turkey, Germany, the United Kingdom, and France contributed to a strong performance from the European region. Africa increased production by almost 1 million tons whereas Asia maintained its volume. The increase in aquaculture feed correlates to the consumption of farmed fish.

The 2016 survey was able to gather more pet sector data than in previous years, allowing for more information to be captured on the size and scale of the market. The United States remained number one in pet food production while the United Kingdom, Spain, Germany, Hungary, Indonesia, and China all experienced growth.

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The New Washington

It is a new political world in Washington, DC. There are new decision-makers and influencers that the National Renderers Association (NRA) will need to work with to promote the best interests of the rendering industry. Since President Donald Trump took office in January, new policies are emerging almost daily that will affect renderers and their businesses.

Trump and the Republican-controlled Congress can write their own agenda for the next four years and are beginning with an ambitious set of goals to accomplish. Top priorities are to repeal and replace the Affordable Care Act (also known as “Obamacare”), rewrite the entire federal tax code, and build a wall along the United States’ (US) southern border with Mexico. They want to reduce government regulations, more tightly control incoming migrants, and deport many individuals living in the United States illegally. Trump intends to renegotiate the North American Free Trade Agreement (NAFTA) and is asking Congress to fund massive infrastructure improvement of the nation’s transportation system.

Trump’s “America First” policy means to first protect and defend the homeland, which is the primary responsibility of the president. He and his team are testing and reevaluating relationships with US trading partners, the North Atlantic Treaty Organization, and other world powers as well as the country’s military commitments overseas. The president also wants to lift the deep freeze on US relations with Russia. Political change often drives economic change, so these shifting sands may well influence overseas markets for US rendered products.

Impact on Rendering

Renderers will be affected by all these changes. As employers, health care reform impacts employees and operating costs. Details are emerging about new legislation to replace Obamacare, announced as this goes to press. Congress is expected to vote on it soon.

Reforms to overhaul the entire federal tax code will create new winners and losers. The leading reform proposal would tax imports but not exports, as proposed by the House Ways and Means Committee. There has been silence so far on any specific plans about the federal \$1-per-gallon tax credit for biodiesel and renewable diesel and the 50-cent-per-gallon alternative fuel mixture credit. However, the committee’s plan broadly says it “will eliminate special-interest deductions in favor of providing lower tax rates...This will allow business decisions to be made based on the economic potential rather than the availability of targeted tax benefits.” NRA strongly supports continuing tax credits for biodiesel and renewable diesel as well as the alternative fuel mixture credit.

The corporate tax rate would be a flat 20 percent under the Ways and Means Committee plan, making it the largest corporate tax rate cut in US history. Other reforms being considered are immediate write-off of business investments (except land), repealing the corporate alternative minimum

tax, and eliminating the net interest expense deduction. Personal taxes would be simplified and reduced as well.

Easing the Regulatory Burden

Less burdensome government regulation under the Trump administration is welcome news for the rendering industry. For example, the Environmental Protection Agency’s (EPA’s) ozone rule to reduce particulate matter allowed in the air is on hold and could either be scrapped or scaled back.

The administration also opposes EPA’s “waters of the US” (WOTUS) rule that greatly expands the reach of the Clean Water Act (CWA) although any action is on hold until the rule’s legality is resolved in court. This regulation requires a federal permit to improve, expand, or change rendering operations and land use of many previously-unregulated areas, such as ephemeral drains, ditches, and wetlands that only contain water when it rains. Man-made ponds, floodplains, riparian areas, dry streambeds, and seasonably wet areas are also included. In effect, almost any low spot where rainwater collects is now regulated by the CWA and requires a permit that could take years to obtain or never be issued. Congress passed the CWA to apply to navigable waters, which EPA has overbroadly interpreted. The WOTUS rule is under a nationwide legal stay pending court resolution.

Despite an expected reduction in the federal government’s regulatory reach by the Trump administration, no change is expected in the Food Safety Modernization Act rules and compliance deadlines. Nor is Congress likely to amend the law since more compelling national issues dominate this year’s agenda. Changes reducing this regulation could also be perceived as weakening protection of human and animal food safety.

Immigration

The Trump administration’s aggressive effort to deport undocumented immigrants will mean less labor for dairies and others in agriculture that rely heavily on these workers. A stable and legal workforce is needed to run these businesses yet Americans largely do not want agricultural jobs, which are physically demanding with long hours and often seasonal without benefits. Slaughter plants, packing houses, and renderers strive to ensure employees are legally allowed to work to ensure a reliable and skilled labor force essential for operations.

However, even the best efforts to verify employee identity are not always successful when fraudulent social security numbers are used by undocumented workers. Once discovered, this widespread practice results in immediate loss of valuable labor that is often hard to quickly replace and train. Business operations suffer as a result.

Raids and arrests of undocumented immigrants by US Immigration and Customs Enforcement officials are creating a culture of fear among many agriculture workers. For example, some are afraid to leave the dairy or farm in case they are

detained and held for deportation. Employers are now often shopping and running errands for their workers.

Better Roads and Bridges

The Trump administration's plan to rebuild the nation's transportation infrastructure is good news for renderers. The US rendering industry depends heavily on trucks to transport about 44 billion pounds of the 56 billion pounds of raw material rendered each year, and roughly 18 billion pounds of finished product. Renderers own and control some of the largest private trucking fleets in the United States.

Exports and Trade

"Buy American, hire American" is a rallying cry for the Trump administration. The House Ways and Means Committee tax proposal takes this approach too by seeking to eliminate what is called the "made in America tax." Corporate income tax on exports would end and a 20 percent tax would be imposed on imported products. This "border adjustment tax" would shift corporate taxes from being paid where products are made to where they are consumed. The goal is to strengthen US businesses and create more jobs at home. Value-added taxes, common around the world, are a kind of border adjustment tax.

Some export supporters believe making imports more expensive could actually discourage exports. Foreign nations may take steps to restrict market access for US exports, believing trade must be a two-way street. The United States is a major player in world trade with total exports worth \$2.2 trillion and imports of \$2.7 trillion. American agriculture contributes a \$19 billion trade surplus to the US economy.

Renderers and others exporting a significant share of their products will benefit if corporate taxes on exports are eliminated under a border adjustment tax. Almost 20 percent of US rendered products are sold overseas. Maintaining and expanding agricultural exports is vital for the nation's economy and jobs. The United States exported \$133 billion in agricultural products in 2015 and imported \$113 billion.

Many companies that rely on imports oppose the border adjustment tax – such as Walmart, Macy's, Nike, Gap, and Target – saying a 20 percent tax on imports would make essentials like clothes, food, medicine, and fuel more expensive (e.g., an estimated 97 percent of American clothes and shoes are imported). Under a border adjustment tax, these import-reliant companies must absorb the higher tax costs or pass them on as higher prices to consumers.

Complicating matters is the fact there is often no clear line between what is American-made and what is not. Component parts are often manufactured in one country and assembled in another. Consider automobile manufacturing or cattle born in the United States that cross the Canadian border and then come back again before harvest.

Given Trump's nationalism, renegotiating NAFTA could also have a major impact on rendering exports as Mexico and Canada are both important markets. NRA represents renderers in Canada and the United States and will closely track upcoming negotiations that could begin later this year, advocating for open market access between the three countries.

Continued on page 51

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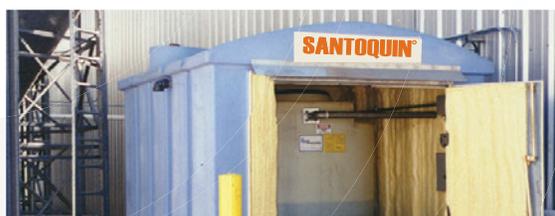
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NOVUS

Major Expansion for Diamond Green Diesel

Diamond Green Diesel is investing \$190 million in its Norco, Louisiana, facility to expand annual capacity from 160 million gallons to 275 million gallons of renewable diesel produced from animal fats, used cooking oil, and other feedstocks. Start-up is expected for second quarter 2018.

A joint venture of Darling Ingredients Inc. and Valero Energy Corporation, Diamond Green produces renewable diesel that is chemically identical to petroleum diesel and qualifies as biomass-based diesel under the Environmental Protection Agency's Renewable Fuel Standard. In its latest earnings report, Darling noted that engineering and construction planning is progressing on the Norco project and equipment has been ordered.

BDI to Upgrade US Biodiesel Plant

After the successful completion of a project in California, Austria-based BDI – BioEnergy International AG is retrofitting another biodiesel plant in the United States, this time for American GreenFuels LLC, a wholly-owned subsidiary of Kolmar Americas Inc. BDI will modernize American GreenFuels' plant in New Haven, Connecticut, to increase production capacity and feedstock flexibility for the utilization of used cooking oil at the facility.

REG Reaches Several Milestones

Less than three years after marking its first billion gallons of cumulative biomass-based diesel sales, Renewable Energy Group (REG) Inc. has sold more than two billion gallons cumulatively of biomass-based diesel. It took REG nearly 18 years to sell its first billion gallons of biofuel between 1995 and April 2014. Through accelerated growth over the last 10 years, including expansion into the European market, REG achieved the second billion gallon milestone in just 33 months this January.

REG has also completed the acquisition of Petrotec, the leading used cooking oil-to-biodiesel producer in Europe. REG now owns two biodiesel plants primarily utilizing used cooking oil as feedstock in Emden and Oeding, Germany, and Vital Fettrecycling, a used cooking oil collection business. These assets are already operating in an integrated manner within REG's network. The expansion into Europe increases REG's worldwide capacity to over 500 million gallons annually.

An important part of REG's growth is the restart of REG Geismar, the company's 75-million-gallon renewable hydrocarbon diesel plant in Geismar, Louisiana. Following two incidents in 2015, REG made repairs and process improvements at the facility, including additional feedstock and finished fuel storage and significant pretreatment capabilities. With these improvements, the Geismar plant has run continuously at or above capacity since early October 2016.

Renewable Diesel Plant Considered in Canada

BIOX Corporation and Forge Hydrocarbons Corporation are exploring the co-location of a renewable diesel production facility using Forge technology on the existing BIOX site in Sombra, Ontario, Canada. In June 2016, BIOX acquired a 50-million-liter (13.2 million gallon) biodiesel plant at the Sombra site along with 25 acres of land. The existing facility is currently undergoing upgrades with commissioning expected in the third quarter of 2017.

Forge Hydrocarbons anticipates leasing up to four acres at the site for the construction of a new 25-million-liter (6.6-million-gallon) renewable diesel facility – at an estimated cost of \$25 million – that will use animal fats, used cooking oil, and waste fats as feedstocks. Subject to both companies entering into a definitive agreement, BIOX would operate and manage production at the facility. Preliminary engineering work is currently being done by Forge to determine the site's suitability for the plant. An agreement to co-locate is subject to, among other things, a successful outcome of the pre-engineering work, Forge securing the necessary funding, and an agreement on commercial terms between BIOX and Forge relating to the land lease and operations.

Forge Hydrocarbons, a private spin-off company from the University of Alberta, currently operates a pilot plant in Edmonton, Alberta, Canada, using a proprietary lipid-to-hydrocarbon technology developed by Dr. David Bressler. BIOX Corporation is a renewable energy company that owns and operates 287.5 million liters (76 million gallons) of biodiesel production capacity at two plants in southern Ontario and one in Houston, Texas.

SeSequential Biodiesel Plant Certified as Sustainable

SeSequential Biofuels, the longest-running commercial biodiesel producer on the West Coast, has been recognized by the Sustainable Biodiesel Alliance (SBA) for its innovative and nearly zero-waste production of renewable fuel. SBA developed and implemented a certification standard for measuring the sustainability of biodiesel production and use. SeSequential has been awarded via independent third-party audit score.

Dedicated to building a better energy model focused around regionally sourced biodiesel, all of the fuel SeSequential produces is made from used cooking oil collected from restaurants and businesses within a roughly 500-mile radius of its Salem, Oregon, plant. Additionally, the company fuels its collection and delivery vehicles with high blends of its own biodiesel and offsets its energy consumption by using solar panels and setting regular energy conservation targets.

The audit checklist for biodiesel production is based on the SBA's Baseline Practices for Sustainability, and evaluates the following: air emissions, water resources, waste handling, plant energy, sustainable sourcing, community benefit, plant/worker benefit, and quality.

"We're thrilled to be receiving SBA Gold Certification," said Tyson Keever, SeSequential chief executive officer. "It's rewarding to see our team's commitment to sustainability recognized. We look forward to continuing to strengthen our sustainability practices through ongoing partnership with the SBA."

Strong Demand for German Biodiesel

Export figures from the German Federal Statistical Office show a growing interest in biodiesel from Germany, especially in the United States where demand increased substantially. German biodiesel exports amounted to around 1.5 million tons (419 million gallons) in 2016, a 3.4 percent increase from 2015, although short of the 2014 record.

European Union (EU) member states continue to be the key recipients, taking around 87 percent of German exports. The top recipients, the Netherlands and Poland, imported significantly more biodiesel in 2016 than a year earlier as did Spain and Finland. French imports from Germany dropped 53 percent from 2015. According to figures published by the German Federal Statistical Office, the United States was the most important third-country (those outside the EU), with imports reaching 85,000 metric tons (23 million gallons),

seven times the previous year's imports. At the same time, German imports of foreign biodiesel went up approximately 38 percent to 718,000 metric tons (195 million gallons), the largest amount imported since 2012, according to information published by Agrarmarkt Informations-Gesellschaft mbH. More specifically, imports from the Netherlands jumped 87 percent to 248,000 metric tons (67 million gallons).

Washington Man Sentenced

After having previously pled guilty in mid-December 2015, Richard Estes, 77, of Renton, Washington, was sentenced in late January 2017 to nearly nine years in federal prison for conspiracy to commit money laundering. Estes was also ordered to pay \$4.3 million in restitution to the taxpayers of the United States and will be under court supervision for three years upon release from prison.

According to information disclosed in court, Estes was a member of a conspiracy involving Gen-X Energy Group Inc., a renewable energy company formerly located in Pasco and Moses Lake, Washington. Between March 2013 and May 2014, Estes and his co-conspirators laundered the proceeds of schemes to falsely claim the production of marketable renewable energy credits and file false claims for refunds of excise credits with the Internal Revenue Service. Throughout this period, much of the renewable fuel claimed to be produced at the Gen-X facilities was either not produced or re-processed multiple times. In total, over \$39 million in proceeds from the scheme was laundered through accounts owned or controlled by Estes.

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Export Door Opening for EU Animal Proteins

In mid-December, a majority of European Union (EU) member states in the animal by-products working group at the European Commission voted to allow exports of processed animal proteins (PAPs) outside the EU beginning July 1, 2017. Currently, only exports of non-ruminant PAPs for permitted uses in the EU are allowed. Over the last two years, the European Fat Processors and Renderers Association (EFPPRA) increased its efforts to achieve different goals and this was number one of the main targets.

In the preamble, the Commission explains why the export ban was lifted. The export ban *“was originally intended to control the spread of bovine spongiform encephalopathy (BSE) at a time when BSE was epidemic in the Union and when the European continent was the main part of the world affected by the epidemic. However, the BSE situation in the Union has since then significantly improved. In 2015, five cases of BSE were reported in the Union compared to 2,166 reported cases in 2001. This improvement of the BSE situation in the Union is reflected in the fact that twenty-three Union member states are now recognised [sic] as having a negligible BSE risk status (...) based on the BSE risk status recognised at international level by the World Animal Health Organisation (OIE).”*

If Poland and Greece achieve OIE negligible risk status this year, 25 out of 28 EU member states will have achieved the highest BSE safety standard. Ireland and the United Kingdom may follow in 2021 and France in 2022 at the earliest.

Furthermore, the Commission decided on stringent requirements: *“The prohibition on the export of processed animal protein derived from ruminants should therefore be deleted and replaced by specific conditions. Those conditions should notably aim at ensuring that the products exported do not contain meat and bone meal. Indeed, as meat and bone meal may contain specified risk materials or may be derived from animals which have died or have been killed for reasons other than slaughter for human consumption, meat and bone meal represents a higher BSE risk and should therefore not be exported. In order to ensure that the processed animal protein of ruminant origin exported do not contain meat and bone meal (...), the processed animal protein derived from ruminants should be transported in sealed containers directly from the producing processing plant to the point of exit from the Union, which should be a border inspection post to permit official controls.”* This requirement is intended to avoid illegal mixing of PAP with meat and bone meal (MBM).

In the EU, PAP is produced with animal by-products derived from animals that pass ante-mortem inspection and are therefore fit for human consumption. On the contrary, MBM is produced from animals that have died on the farm or are not fit for human consumption, or animal by-products that carry an increased risk to humans and animals, such as specified risk material. Besides separation of raw material, EU legislation requires strict processing rules so PAP used in animal feed and pet food is the safest product. As MBM

is produced from higher risk material it must either be combusted (category 1) or can be used as fertilizer (category 2). The export of EU MBM remains prohibited.

To distinguish MBM and PAP in the EU, a marker is required to be mixed into MBM that allows a detection limit of 0.1 percent MBM in PAP. However, despite this safety barrier, the European Commission chose to close all possible entries of MBM into PAP. Therefore any additional mixing or blending by third parties is not permitted.

Furthermore, the MBM marker cannot be detected if PAP is used in compound feed so the export of compound feed containing ruminant PAP is not permitted. The export of processed pet food (ready to use) was never prohibited.

European legislation on transmissible spongiform encephalopathies (TSE) will protect humans and animals as well as eradicate TSE. Legislation was introduced in 2001 with a bundle of strict actions and restrictions. Based on new risk assessments by the European Food Safety Authority that took into account declining BSE cases and very low incidences, the legislation was adapted several times over the years. Restrictions, especially with regard to human consumption, were lowered (e.g., reduction of SRM in the SRM list) or even halted, such as the monitoring (i.e., BSE testing) of healthy slaughtered cattle.

Yet European renderers have seen only small step-by-step relaxations, such as approval to export non-ruminant PAP resulting in an increase of porcine PAP production and, in 2013, the use of non-ruminant PAP in aquaculture, which has steadily grown but is still small with less than four percent of PAP going to aquaculture in 2015. The new export conditions for non-ruminant PAP taking effect July 1, 2017, will expand current use beyond pet food, fertilizer, and aquaculture. Nevertheless, as non-ruminant PAP is officially allowed in ruminant diets outside the EU per OIE rules, the European Commission strengthened the new rules for the production and export of non-ruminant PAP to avoid any possible cross-contamination. These new rules include, for example, dedicated and registered suppliers to deliver non-ruminant raw material as well as DNA testing for certain export purposes.

Exports as a new outlet for PAPs will hopefully lead to global prices that might strengthen the European meat industry. The lower value of the “fifth quarter” has for many years put them at an unfair disadvantage with third countries outside the EU. Their loss just in PAP sales was easily hundreds of millions of euros per year. Due to further relaxation in the European definition of specified risk material last year, even more ruminant material was upgraded to category 3 material and floated the market for ruminant PAP. The new outlet is greatly needed.

Over the last few years, EFPPRA figures showed that less and less PAP was used in fertilizers. In the past, it was often the only market for PAP due to a high surplus (or too small export and pet food market). What a wasted opportunity as

the world needs protein to feed animals and Europe was forced to throw these complex natural molecules from PAP on the field where only the pure mineral content of nitrogen and phosphate counts. This will now probably be reduced to interesting smaller markets of special horticultural applications.

European renderers will now be able to accept PAP export requests. Due to direct exports from the plant to the border inspection post, the market of traders might change into a market of brokers (i.e., connecting people

for a fee). Perhaps there will be trade cooperatives in which small renderers organize the exports. Maybe national European associations can assist in the first few years.

For EFPRA, one main goal was successfully achieved. Yet there are others to follow that are more European market oriented, such as development of testing tools for species identification to start cross-species feeding in the EU (i.e., poultry to pork and pork to poultry) or new processing standards for porcine PAP to be used in feed. **R**

Association Continued from page 47

US overseas relationships with foreign governments are important for exports of rendered products. It is easier to export to countries who like the United States, often leading to better tariff treatment, greater market access, and easier resolution of any trade issues.

Redefining Republican

Trump may be about to redefine what it means to be a Republican. Will unity emerge in the party and, if it does, what will the party stand for? Watch to see if congressional Republicans can agree among themselves and how they vote on the president's new proposals. The new GOP-led Congress and Trump may be able to compromise enough to strike a deal to get things done. This is their opportunity as US voters are tired of gridlock and are demanding solutions.

Thorny issues are ahead, such as how to transition 20-plus million people who could lose health insurance under the repeal of Obamacare to a new system or whether to preserve Social Security and Medicare benefits as costs keep growing. Together both programs equal 39 percent of federal spending.

The jury is still out on whether Congress will agree to Trump's bold new approach to shift large amounts of spending from many federal agencies to the military, rewrite the tax code, build the wall along the Mexican border, and rebuild the nation's transportation infrastructure. Even if Republicans in Congress like these priorities, are they willing to spend a large amount of money to accomplish them? Many conservatives believe their voters sent them to Washington, DC, to shrink the size of the federal government, reduce spending, balance the budget, and reduce government control over business and the lives of Americans.

In this new world of Washington, DC, a broad new vision for America is emerging as Trump pushes the reset button. As a renderer, you are invited to be part of this change during NRA's Washington Fly-in June 12-14, 2017. The program includes briefings on top rendering issues by senior policy insiders, breakfast with a member of Congress, and Capitol Hill visits with Congress members and their staff. More information will be available soon. **R**

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Training Tools for FSMA Compliance

The National Renderers Association (NRA) is working to provide its members information needed to comply with the new Food Safety Modernization Act (FSMA). This law requires all facilities using a thermal processing step as a preventative control for biological hazards validate that this step is capable of significantly minimizing or preventing the hazard.

Facilities must also develop a food safety plan and train all employees on the importance of food safety. NRA has created various tools to help its members meet these new requirements, including white papers validating thermal destruction of *Salmonella*, a sample food safety plan, and an educational video to help train employees on their role in food safety.

White Papers

NRA has prepared “Thermal Validation Data for Rendering” white papers to provide data in order to validate processing parameters for preventative controls based on rendering cookers. This is a great cost savings for individual renderers over collecting thermal validation data at each rendering plant.

Three studies were funded by the Fats and Proteins Research Foundation (FPRF) in 2015/2016 to gather data on killing *Salmonella* in various raw materials commonly processed in rendering cookers and to generate a set of parameters that could be used to validate cooking operations.

The first of these thermal validation studies was conducted at Texas Tech University and examined the thermal parameters for raw beef. The second study was performed using raw poultry materials at Texas A&M University, while the third utilized used cooking oil and was conducted at Colorado State University. All three studies incorporated a heat-resistant strain of *Salmonella* into their inoculation cocktails to simulate a “worst case” scenario and calculated time and temperature parameters to achieve either a 5.0 or 7.0 log₁₀ reduction. These reductions were selected because the Food and Drug Administration (FDA) and/or United States Department of Agriculture have previously indicated they were legitimate end points to ensure safe food. It is assumed that FDA will accept the 5.0 log₁₀ reduction. Dr. Ansen Pond, Darling Ingredients Inc. and chairman of NRA’s Animal Protein Producers Industry (APPI) Committee, assembled the white papers using results from the FPRF research.

NRA/FPRF members can contact NRA at (703) 683-0155 or e-mail jmeisinger@nationalrenderers.com for copies of these studies as well as information on training opportunities for preventive control qualified individuals (PCQI) that are offered by APPI in the *Rendering Code of Practice*.

Sample Food Safety Plan

FSMA also requires each rendering plant develop a food safety plan with the oversight of a PCQI. A sample rendering food safety plan was created to show NRA members how

such a plan might be completed. The sample plan contains examples of all necessary information covering biological, physical, and chemical hazards, including:

- A flow diagram to help companies visualize their plant’s process.
- Hazard analysis and risk-based preventative controls to incorporate each step of the process, the known or reasonably foreseeable animal food safety hazards, the severity and probability of the hazards, the risk assessment of each hazard, and a determination if the hazard necessitates a preventative control.
- A risk assessment chart graphing probability and severity of a given hazard.
- A preventative control decision tree to help determine what controls need to be planned out for each step or are not necessary.
- A chart showing all of this gathered information.

This sample plan should be used as a guide and not as a fill-in-the-blank template. Each plant is different, even those within the same company, and might have separate risks. PCQIs should know all the details that go into their food safety plans.

Training Video

APPI has created a new 10-minute video and training-related documents for animal food and *Salmonella* safety education to replace the popular *Salmonella* instructive tools that APPI distributed for many years. This video and supporting material will also help renderers fulfill the FSMA requirement that all plant employees must be trained in basic food safety concepts.

The new training kit contains five items in digital format:

- A 10-minute video on animal food and *Salmonella* safety in English (MP4 file)
- A 10-minute video on animal food and *Salmonella* safety in Spanish (MP4 file)
- 10 English/Spanish posters in a printable format illustrating the 10 main points (files can be provided to sign printer of choice)
- A brief animal food and *Salmonella* safety manual in English (PDF)
- A brief animal food and *Salmonella* safety manual in Spanish (PDF)

The entire kit is available on a computer memory stick at a cost of \$500 for APPI and NRA member companies and \$750 for non-members. To order, contact Dara John at (660) 277-3469 or e-mail appi@cvalley.net. **R**



April

National Renderers Association Spring Meeting

April 18-20, Chicago, IL • e-mail Marty Covert at co@martycovert.com or call (703) 754-8740

19th Annual International Aboveground Storage Tank Conference and Trade Show

April 18-20, Orlando, FL • www.nistm.org

American Oil Chemists' Society Annual Meeting

April 30-May 3, Orlando, FL • annualmeeting.aocs.org

May

European Fat Processors and Renderers Association Congress

May 31-June 3, Hamburg, Germany
www.efprahamburg2017.com

June

National Renderers Association Central Region Meeting

June 7-9, Elkhart Lake, WI • e-mail Jason Hartman at jasonh@mendag.com

World Pork Expo

June 7-9, Des Moines, IA • www.worldpork.org

July

Australian Renderers Association 14th International Symposium

July 25-28, Gold Coast, Queensland, Australia
www.arasymposium.com.au

August

Association of American Feed Control Officials Annual Meeting

August 9-13, Bellevue, Washington • www.aafco.org

October

Poultry Protein and Fat Seminar

October 5-6, Kansas City, MO • www.uspoultry.org

National Renderers Association 84th Annual Convention

October 23-27, San Juan, Puerto Rico • e-mail Marty Covert at co@martycovert.com or call (703) 754-8740

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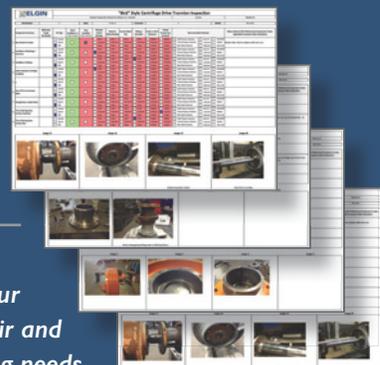


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Managing Post-accident Communications

Editor's note – Mark A. Lies II is an attorney in the Environmental, Safety, and Toxic Tort Group in the Chicago, Illinois, office of Seyfarth Shaw LLP. He is a partner who focuses his practice in the areas of product liability, occupational safety and health, workplace violence, construction litigation, and related employment litigation.

Adam R. Young is an associate attorney in the Environmental, Safety, and Toxic Tort Group of Seyfarth Shaw practicing in the areas of occupational safety and health, employment law, and associated commercial litigation. Legal topics provide general information, not specific legal advice. Individual circumstances may limit or modify this information.

Hopefully most employers will never experience a serious workplace accident involving personal injury, property damage, or both. However, should an accident occur, this article will provide recommendations to help an employer respond in a forthright manner while avoiding potential additional legal liability and a public relations fiasco that can damage an employer's reputation.

Scenario

An accident just occurred at one of your company's worksites, injuring an employee. Upset employees across the country are calling and e-mailing each other, speculating on the root causes of the accident, the inadequacies of safety procedures, and the company's response to the accident. One e-mail even suggests that the company knew about the hazard and willfully exposed the employee. Any of the unfounded speculations in these e-mails could serve as a smoking gun, supporting a personal injury plaintiff and his attorney or an Occupational Safety and Health Administration (OSHA) compliance officer's theory as to why the company could be liable for the accident. If the accident resulted in a fatality, a manager could be facing a criminal prosecution by the Department of Justice, a \$250,000 personal fine, and six months in federal prison. If employee interviews are not properly managed and employees provide false or untruthful information, including documents, to OSHA, there can be personal criminal liability for lying or obstructing justice.

Advances in communication technologies (e.g., smartphones) have made communication easier and faster than ever. As these communications will now be preserved digitally for future litigation, the legal risks of miscommunications have become far more serious. Studies indicate that the period immediately following an accident is the breeding ground for workplace miscommunications – rampant communications with the lowest instances of factual accuracy and containing potential unfounded admissions of company or management liability in the form of finger pointing. Employers need to develop crisis management policies and train employees to restrict their communications to accurate information and avoid speculations that could hurt the company. The company

should have a crisis communication plan in place to centralize information through a designated company spokesperson and inform the appropriate authorities regarding crisis response. The company must regulate what statements are made and be careful to create and maintain legal privileges including attorney-client privilege and work product, where applicable.

Careful Communications Policy

The best way to prevent a communications mishap following a workplace accident is to have comprehensive and effective policies in place beforehand that inform employees on how to communicate. With a careful communications policy, employers can train employees to think ahead, scrutinize their methods of communication, and limit their communications to accurate and necessary information. With this policy, employees will be mindful of the need for coordinated communications that are based on whether there is a "need to know" the information before communicating it internally or to third parties. The basic elements of a careful communications policy are:

- *Method of communication* (in person, telephone, e-mail, social media) – The policy should help employees evaluate whether an e-mail is the necessary and preferable form of communication. Communications made on social media may not be private (regardless of the employee's privacy settings) and may not be deleted. Social media comments must be prohibited as a means of disseminating authorized company communications.
- *Audience* – Employees are required to evaluate who will be the audience for the communications and how the sender can carefully craft the communication to be appropriate for the audience. In a crisis, this may require the sender to limit technical language and detail for a high-level audience for the communication to be effective.
- *Factual accuracy* – Employees should be instructed to speak factually in all authorized communications and e-mails. Their communications should clearly state facts of which they have first-hand knowledge and therefore are credible. Relaying hearsay information that may not be credible since it may be nothing more than gossip needs to be prohibited.
- *Speculation* – Employees should be instructed to avoid speculating, including unfounded opinions on what may have occurred or assessing fault or blame in e-mails, particularly on areas outside of their expertise. Absent specialized knowledge, speculations and assumptions result in inaccurate communications.
- *Professionalism* – Workplace communications such as e-mails and texts should maintain a level

of professionalism akin to respectful in-person communication. A professionalism provision will help prevent harassing, offensive, and retaliatory communications.

- *Legally valuable documentation* – Sometimes documentation is necessary to confirm that employers have responded in a timely manner and corrected or abated hazards. Employee discipline, particularly with regard to addressing potential violations of safety rules that may have caused or contributed to the accident, should be carefully scrutinized before being documented.
- *Record retention* – Employees should follow the company's record-retention guidelines for maintaining documents, including those containing electronically stored information (ESI). In some cases, the documents generated may need to be retained by law, for example, those documents that may constitute ESI and relate to potential litigation. The company will have to issue a "litigation hold" notice within the company to preserve such documentation.
- *Second opinion* – Employees should consider obtaining a second opinion on communications that are questionable through the designated company spokesperson or legal counsel.
- *Emotional e-mails* – The greatest risks may come from impulsive e-mails sent under the stresses and strains of a workplace accident. In many cases, there is a kneejerk reaction to a serious accident in

which employees express shock, outrage, or disgust about the occurrence through internal or external communications. The policy should direct employees to consider talking through issues rather than writing an emotional e-mail, or to save a draft and review it after the emotional environment has subsided.

Crisis Communication Plan

For reasons outlined above, employers should have a crisis communication plan in place to manage information disseminated during an unforeseen event. The plan will instruct employees on how to centralize information, release verified information, deliver a pre-written initial press statement, deal with rumors, and keep accurate logs of inquiries and news coverage. The crisis communication plan will prohibit speculation on the causes of the accident or the timeframe for resolving a crisis. The plan will prohibit the release of any information potentially placing blame for the crisis, misleading the media, and releasing information that is confidential or privileged, unless it has been cleared by the communications department or the crisis team.

With regard to the physical site of an accident, the plan will designate who will control access to the site and who will escort and monitor third parties on the site. An effective crisis communication plan will simplify information management, provide employees with a resource for accurate information, and limit potential sources of miscommunications, particularly to the media or third parties.

Continued on page 56

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Creating and Maintaining Legal Privileges

The attorney-client privilege only protects communication between an attorney and a client in which legal advice was sought or rendered, and which was intended to be and was in fact kept confidential. This means a client cannot protect facts simply by incorporating them into a communication with the attorney. Merely copying in-house counsel will not create an attorney-client

privilege. Where the client also seeks business advice, the communication will only be protected so far as the communications concern the provision of legal advice. Accordingly, employers should take caution regarding attorney-client privilege and limit e-mails to attorneys for legal advice. Attorney-client privileged communications should be appropriately labeled in the e-mail or other correspondence, for example "Privileged and Confidential Legal Matter."

As discussed above, to be protected by the attorney-client privilege, a

communication must reasonably have been intended to be confidential. This includes documents generated by or at the direction of legal counsel that are the attorney's "work product." Work product cannot be disseminated within the company to employees who are outside of the "control group," that is, those employees whose job responsibilities will require them to have access to and utilize the work product to make decisions affecting the company within their area of responsibility. Dissemination beyond the control group can result in a waiver of the legal privilege and make work product discoverable in litigation. The communication must not be shared with any third party, which will waive the privilege.

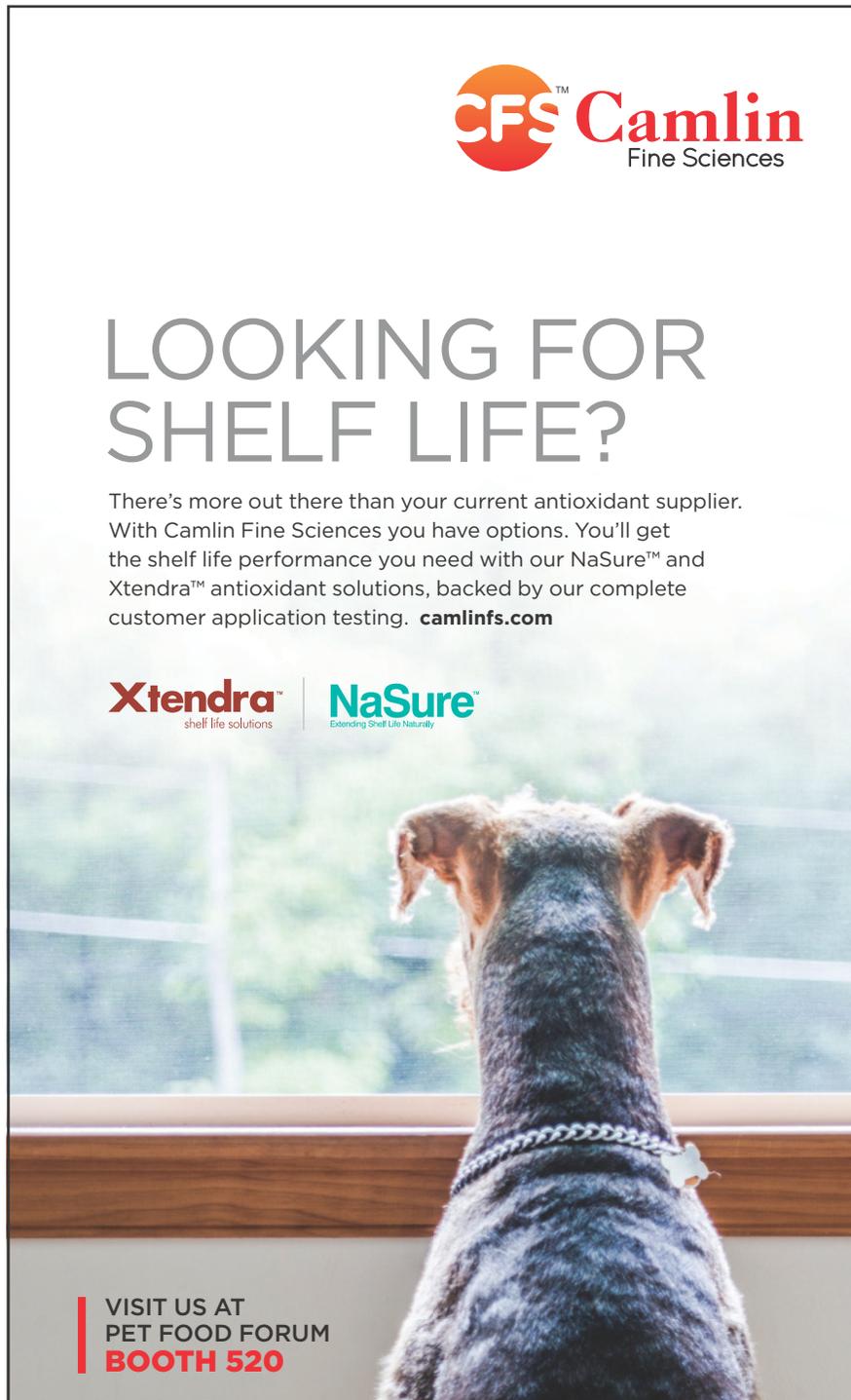
Where an attorney seeks information, the attorney's discussions with an employee may generally be shared with other designated non-attorney employees and still maintain privilege. However, employees should be careful not to disseminate legal advice outside of the company or copy legal advice in internal business documents.

Conducting Investigations of an Accident through Counsel

Following an accident, investigations into the causes of the accident can be protected by attorney-client privilege and work product if they are conducted at the direction of counsel. Employers regularly consult outside counsel to commission investigations and protect them in privilege. The company should create and maintain the documentation confirming engagement of counsel for the post-accident investigation.

Conclusion

Employers should maintain clear communication and crisis response policies. Following an accident, employers should maintain attorney-client privilege and conduct third-party investigations through counsel. In the event there is litigation or a regulatory inspection, including OSHA, the company will not have to defend itself against (1) unfounded or conflicting communications within the company that may create the impression of wrongdoing by the company or management, and (2) waiver of important legal privileges that can be utilized to defend against liability claims. **R**



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Former NRA Export Staffer Passes

Lee Wayne, who was instrumental in the National Renderers Association's (NRA's) export marketing program in the Des Plaines, Illinois, office from 1983 to 1994, passed away last summer at the age of 93.

When Wayne began working at NRA in 1983, the association's overseas marketing costs were processed and funded by United States (US) embassies in the countries where NRA had offices. The US Department of Agriculture's Foreign Agricultural Service (FAS) decided it was a burden on embassy staff so agriculture organizations such as NRA who cooperated with FAS in export marketing programs abroad were to present all reimbursable expenses to FAS in Washington, DC.

NRA was one of the original half-dozen cooperators in the beginning of the FAS program following World War II. By 1980, there were about 50 cooperators with most having domestic check-off programs that helped fund additional staff to cope with the exploding workload. NRA did not have that option as its membership was in sharp decline due to consolidation. So while NRA international marketing director Kent Brady concentrated on computerizing operations and working with overseas staff to develop marketing plans, Wayne took charge of managing NRA's marketing activities and support for program managers and staff abroad.

At the time, activities were primarily technical educational programs for which NRA provided university ag and industry experts and brought groups of individuals to the United States to view firsthand the value of animal by-products in feed formulations to livestock producers. According to Brady, Wayne became an expert at finding and persuading the right individuals to travel overseas for NRA for up to two weeks of nonstop work without compensation. She arranged farm, feed mill, and university visits for overseas groups as large as a dozen individuals.

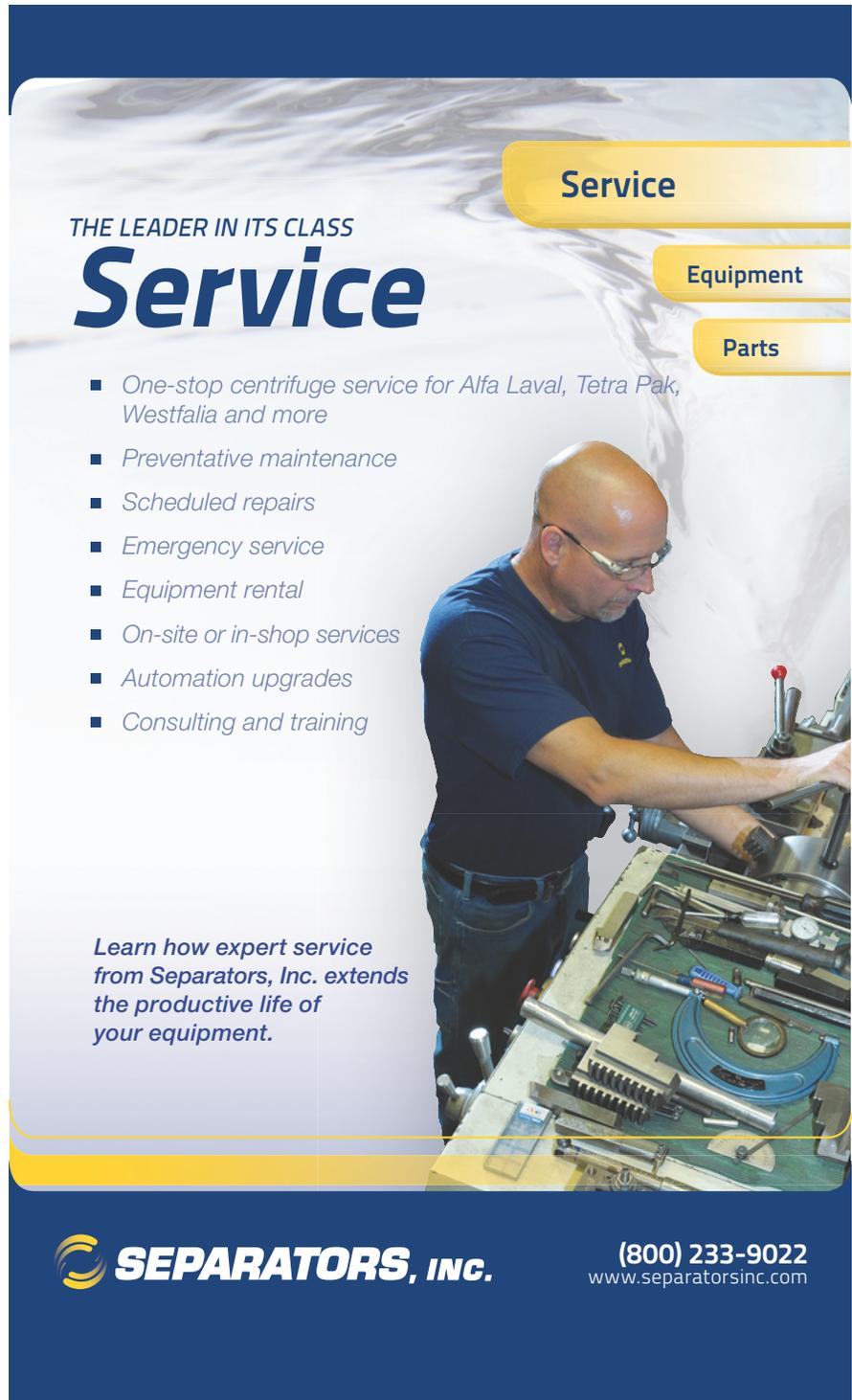
By early 1984, NRA's overseas consultants were using computers for all correspondence, reports, and spreadsheets. By the end of that year, staff around the world were using a global e-mail service thanks to Wayne's involvement. As she mastered features

of various programs she coached and supported the staff abroad.

FAS' roll-out of central billing was challenging, and with no available software that could manage foreign currency transactions, Wayne stepped in to keep NRA in FAS' export marketing program. By the fall of 1985, NRA's overseas offices could quickly produce end-of-month financial reports that would be e-mailed to Wayne who

would then combine and mail them to FAS for reimbursement, impressing the auditors. According to Brady, Wayne had a high level of personal commitment to NRA, the marketing program, the overseas staff, and the consultants.

When NRA moved to Washington, DC, in 1989 under the management of Smith Bucklin and Associates, Wayne continued to work from her home until 1994. **R**



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Haarslev Names new CEO, Invests in US Market

Han Defauwes is the new chief executive officer of Haarslev Industries, a manufacturer of rendering and processing equipment headquartered in Sonderso, Denmark. He assumed the position from Claus Ostergaard, who left the company in November 2016.

Defauwes previously spent 17 years at Meyn, a poultry processing equipment manufacturer in the European Union and United States (US), most recently responsible for US operations. He joined Haarslev in 2015 to assist with strategic planning and focus on the growing US market. Defauwes worked closely with Ostergaard before his departure.

Haarslev will invest heavily in the US market this year, including expanding its facility in Kansas City, Missouri, which offers manufacturing, service, and rebuilds with the help of 65 employees. Plans for a new larger plant are being developed.

"Demand for our products and services is on the rise in the United States," Defauwes commented. "We want to bring our offerings to the next level." He said Haarslev has a goal of developing new rendering equipment and will tap into opportunities in food waste in the Northeast United States and Eastern Europe.

In addition to its operational improvements for 2017, Haarslev has also released a new corporate identity of "invest in return," which is reflected in its new website, logo, and advertisements. The company's 10 factories located throughout the world employ about 1,200 individuals.



Han Defauwes

Uzelac's Hogue Retiring

Robert "Ty" Hogue, long-time service manager at Uzelac Industries, has announced his retirement effective July 1, 2017. Hogue has been delivering superior customer service in the dryer industry for the last 26 years. He was hired by Will Duske in 1991 and stayed on when Duske Engineering later joined with Uzelac. Hogue is mentoring Justin Poja to fill his shoes this summer.



Ty Hogue

Cattlemen Elect Leadership

Members of the National Cattlemen's Beef Association (NCBA) elected Nebraska cattleman Craig Uden as the organization's new president. A fourth-generation cattleman, Uden is a partner in Darr Feedlot Inc., a commercial cattle feeding operation in central Nebraska. He and his wife, Terri, also own and manage a commercial cow-calf operation.

Kevin Kester of California was voted to serve as NCBA president-elect, while Jennifer Houston of Tennessee will serve as vice president. Jerry Effertz of North Dakota is the group's new Federation chairman and Dawn Caldwell of Nebraska is the new Federation vice chair.

Poultry and Egg Group Names New Chairman

Jerry Moye, recently retired president of Cobb-Vantress, has been elected chairman of the board of directors of the U.S. Poultry and Egg Association. He previously served as vice chairman of the group.

Moye graduated with a degree in economics from Washington College in Maryland. He spent 16 years in integrated chicken production for two large United States integrators, Showell Farms in Maryland and Zacky Farms in California, before joining Arkansas-based Cobb-Vantress in 1991 where he held a variety of positions. Moye continues to consult for Cobb-Vantress. In addition, he is a former chair of The Poultry Federation.



Tom Hensley, president of Fieldale Farms, was named vice chairman of the U.S. Poultry and Egg Association; John Prestage, senior vice president of Prestage Farms, was elected treasurer; and Greg Hinton, vice president of sales for Rose Acre Farms, was named secretary.

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Doc Jenkins Passes

Richard "Doc" Jenkins of Jenkins Centrifuge in Kansas City, Missouri, passed away January 31, 2017, at the age of 78. He suffered a stroke three years ago and had turned the day-to-day operations of his family business over to his two sons, Kevin Jenkins and Cameron Kirkpatrick, who had joined the company years before.

In 1972, after four years in the United States Air Force and stints with Friden Mail and IBM, Doc joined his father and brother in the family business, Jenkins Industrial Machine. At the time, the company was a custom machine shop that had not heard of rendering or centrifuges. However, shortly after Doc came onboard, a local hide processor, M. Lyon Company, called asking if they could repair a centrifuge. Never one to back down from a challenge, the company accepted.

After successfully repairing their first centrifuge, Jenkins Industrial Machine began receiving calls from other local renderers and meatpackers. Doc quickly saw an opportunity for the family business to grow into a niche industry so in 1975, he co-founded Jenkins Centrifuge Rebuilders, the first family-owned company in the United States devoted to the repair of horizontal centrifuges. Over



Doc Jenkins

the years, Doc grew the business by primarily focusing on renderers and meatpackers and in 1979 Jenkins Centrifuge joined and became actively involved in the National Renderers Association (NRA). He looked forward to the NRA annual convention each year as he cherished the relationships made through NRA and viewed its members and his customers as an extension of his own family.

What started as a family business 45 years ago will continue in the years and decades to come. Along with Doc's sons carrying on his vision, his grandson, Justin, joined the company in 2013, marking four generations of Jenkins who have worked in the family business.

Doc had a strong Christian faith and was a member of Northland Cathedral Church and other organizations in the Kansas City metro area. He enjoyed hunting, skiing, and golfing, but especially loved fishing.

Doc is survived by his wife of 38 years, Rosemary, five children, 10 grandchildren, and two great-grandchildren. Memorial contributions may be sent to The Doc Jenkins Memorial Scholarship Fund at Oakhill Day School, 7019 N. Cherry, Gladstone, MO. **R**

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