

# Render

The International Magazine of Rendering

April 2018

## US Market Report

Fat usage up but  
protein demand down

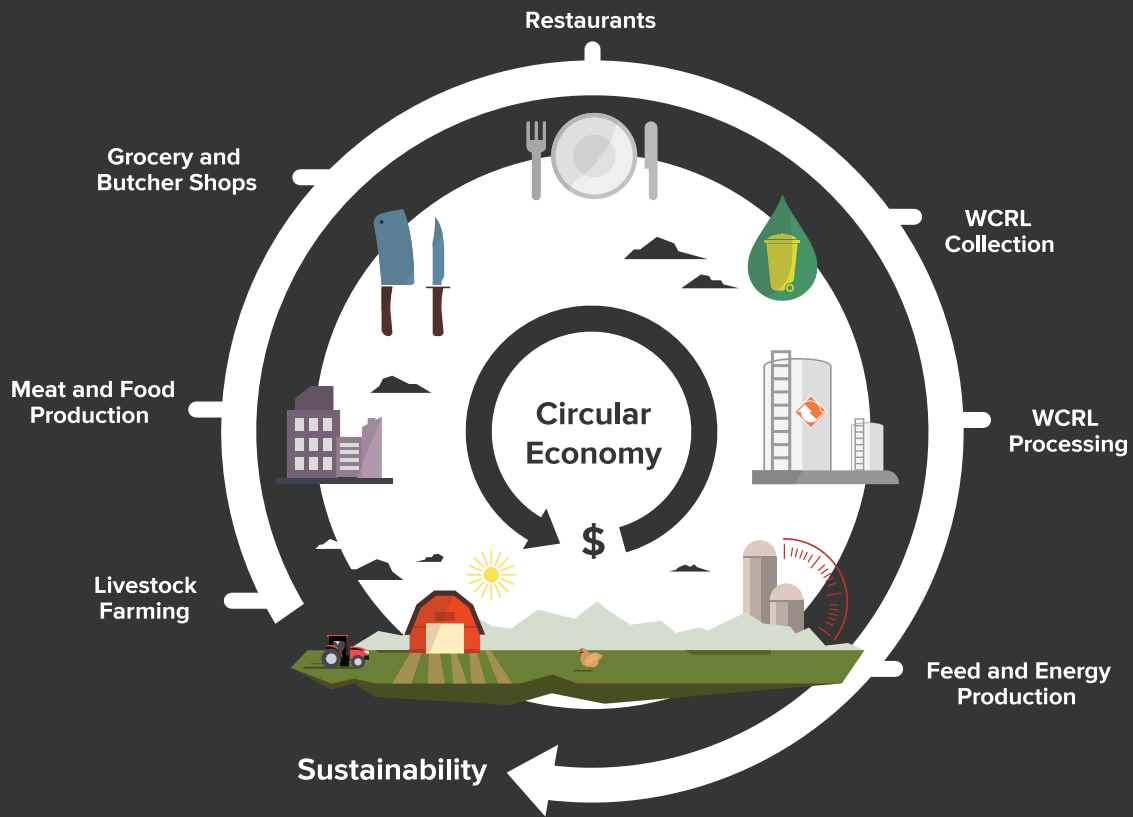


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Renewable fuels drove up fat usage in the United States last year while export markets took more animal proteins. **p. 10**

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# Renderitorial

Only four months into 2018 and this year is already shaping up to be a busy and challenging one for renderers.

For the 38th year, this issue of *Render* features the annual market report on the state of the United States (US) rendering industry. Kent Swisher, National Renderers Association, has done a superb job sorting out the whats and whys of US animal proteins and fats in 2017. While raw material supplies appear to be growing and fats continue to find a home in biofuels production, proteins are suffering from a vegetarian trend among poultry producers. Existing and new markets both domestically and abroad are critical to ensure these nutritional products remain a viable ingredient in a growing global feed industry.

In California and Canada, renderers are closely monitoring regulatory movement targeting the diversion of organics from landfills, including meat products they already collect. California renderers are pleased to now have a champion in their corner at the state agriculture department to ensure other agencies are educated about rendering's long-standing role in collecting meat by-products. Several recent meetings show how renderers can no longer remain invisible and must inform regulators about the valuable service they provide to animal and human health.

Another group facing challenges as well as opportunities that affect renderers is biofuel producers. Although expired federal tax credits were recently reinstated, legislation only covers last year, making it difficult for the biodiesel and renewable diesel industries to plan for 2018 and beyond. On the bright side, California's embracement of these alternative fuels is driving the market and providing a golden opportunity for further usage of animal fats and used cooking oil in biofuels.

Finally, renderers across the United States are keeping their eyes on Washington, DC, as North American trade negotiations become more intense, presenting yet one more reason renderers must educate regulators who make decisions that could affect their industry.

And it is only April.

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## Trade's Love-Hate Relationship

When it comes to United States (US) trade policy, the nation's business community is tired of being jacked around by the White House and President Donald Trump's strategy that is his "art of the deal." If markets hate uncertainty, this is the most uncertain global business atmosphere in recent memory as agriculture in particular waits for the other shoe to drop when it comes to maintaining, never mind building, export markets.

On March 2, the president shocked industry and his own inner circle by dropping the bunker buster of trade bombs when he announced his intent beginning March 23 to impose 25 percent tariffs on all steel imports to the United States and a 10 percent tariff on aluminum imports, citing national security as the *raison d'être*. On March 8, he explained that under Section 232 of the Trade Expansion Act of 1962, he has authority to investigate US imports to determine if a product or products affect national security. Trump said his steel/aluminum decision was predicated on the outcome of a nine-month Department of Commerce investigation that found imports of steel to the United States were four times this country's exports, and aluminum imports made up 90 percent of total domestic demand.

To most trade observers, it is clear the president's primary target is Chinese steel exports that US industry contends have flooded world markets and driven down prices. Chinese production alone surpasses that of the United States, Russia, Japan, and the European Union (EU) combined. Trump's hoped-for secondary "win" is leveraging North American Free Trade Agreement (NAFTA) negotiations to include more US priorities by forcing Canada to actively negotiate on several issues.

However, when the cries of foul are silenced, will the United States action turn out to be more smoke than fire?

Production agriculture, processing, and agribusiness see the move as the latest in a series of illogical trade policy decisions potentially blitzing agriculture with a series of retaliatory tariffs from US trading partners. That said, the increasingly familiar administration strategy – threaten the worst to up the chances of producing the best – did nothing to minimize the gnashing of teeth, the scratching of heads, and the see-sawing of both stock and commodity markets. When it comes to the Trump tariffs on steel/aluminum – a decision on the issue was not expected until mid- to late-April – the president brushed off warnings of a tariff trade war, including one from the World Trade Organization (WTO), and apparently lost no sleep over the prospect.

"When a country (US) is losing many billions of dollars on trade with virtually every country it does business with, trade wars are good, and easy to win. Example, when we are down \$100 billion with a certain country and they get cute, don't trade anymore-we win big. It's easy!" is what Trump tweeted at 5:50 a.m. Eastern Standard Time on March 2.

However, within a week, Trump's intractable position on global steel/aluminum tariffs imposed, at least in part, to

save domestic steel industry jobs – a demographic that voted strongly for Trump in 2016 – had morphed into what some analysts called a very elaborate and melodramatic warning to US trade partners. Despite declarations of "I won't back off," "no exceptions," and "this will move forward," the president used a press gaggle prior to a weekly cabinet meeting to say his tariff order would give him "a right to go up or down [with tariff rates] depending on the country, and I'll have the right to drop out countries or add countries – we just want fairness."

A large part of the Trump strategy is to keep trade partners guessing as to just how serious this White House is in punishing those nations it believes are taking unfair advantage of US markets. Agriculture Secretary Sonny Perdue said of the president in March, "He's got some countries just where he wants them," meaning major trading partners are "off-balance" as to what actions like the steel/aluminum tariffs really mean and exactly to what lengths Trump is willing to go to get what he wants, described as "fair and flexible" trade relationships.

"Let's use this off-balance technique to decide what we'd like in exchange...whether it's with Mexico, Canada, or EU partners," the ag secretary told a Washington, DC, forum hosted by *The Wall Street Journal*.

Perhaps the most telling insight to this strategy was the president's explanation of how exceptions, exemptions, or exclusions to the steel/aluminum tariffs might be granted. Canada and Mexico received exceptions for at least 30 days because "if we reach a deal [on a new NAFTA treaty], we won't be charging those two countries the tariffs." The not-so-subtle message translated to an implicit Trump version of "our way or the highway" when it comes to a final NAFTA agreement on such thorny issues as ag trade (i.e., Canadian dairy pricing and supply management, Mexican fruit/vegetable anti-dumping complaints, and Canadian wheat export subsidies), dispute resolution, a NAFTA sunset provision, and labor/wage concessions demanded of Mexico.

Yet even as he talked of exempting Canada and Mexico from the tariff regime, Trump reiterated threats to pull out of the 23-year-old treaty if a "fair deal" is not achieved. April 30 is the deadline to complete what is the eighth and hopefully last round of formal NAFTA 2.0 negotiations.

Perdue, a consistent voice of reason over time in White House trade tug-of-wars and a cabinet secretary not timid in reminding Trump for whom farmers and ranchers voted for in 2016, said after the cabinet meeting that farmers and ranchers are "rightfully concerned" about trade partner retaliation against agriculture exports as the steel/aluminum tariffs were rolled out.

"If this has an impact on us completing a beneficial NAFTA deal for US producers, that's a great result," he said "We've got a lot of flexibility built into the tariffs. We're going to use this to get NAFTA done." Canada is the largest foreign supplier of steel and aluminum to the United States, while Mexico is the



fourth largest steel supplier and the tenth largest aluminum exporter, according to the Department of Commerce.

For its part, the Mexican government released a statement saying it would/will respond if Mexico is included in the steel/aluminum tariffs. The United States “is going to shoot themselves in the foot,” said Economy Minister Ildefonso Guajardo, who is also his country’s chief NAFTA negotiator. “We’re bound – if they do it, we’re going to respond.” Guajardo was in Washington, DC, right after Trump announced the tariff scheme, reminding US trade leaders that the NAFTA treaty carries a clause allowing exceptions from such tariffs.

“We are allies in national security,” he said.

Mexico has a track record of putting action behind words. During President George W. Bush’s administration when the US-Mexico cross-border trucking agreement included in NAFTA was blocked by congressional Democrats, Mexico made good on threats to place “carousel tariffs” on a shifting list of US products sold into Mexico. A good share of the targeted products were food and agriculture and the tariffs lasted several weeks, costing US producers millions.

Canada, reported the Canadian Broadcasting Corporation, kept “its powder dry,” refusing to issue threats as some nations did. Canada’s reaction could, if NAFTA goes off the rails, begin with retaliatory tariffs targeting agriculture exports from congressional districts that can exert pressure on the White House to back down.

In addition to the Canada-Mexico exemptions, and based on military relationships and the United States’ balance of trade, Trump cited the likelihood Australia and other unnamed nations could remain tariff free.

“We have a very close relationship with Australia,” Trump said. “We have a trade surplus with Australia. Great country, long-term partner. We’ll be doing something with them. We’ll be doing something with some other countries. We’re going to be very flexible.”

A nation need not wait to be granted an exception, the White House said. If a government can prove it has a mutual national security relationship with the United States and wishes to be added to the so-called exclusion list, it can petition the White House to negotiate to be added. For instance, it is expected the EU will join Canada, Mexico, and Australia on the exclusion list, but in true Trump fashion, the EU will have to come on bended knee and petition for that consideration.

Both global and domestic reaction to the president’s original tariff announcement was swift and nearly universally negative. The EU employed a standard three-part plan to thwart the impact of such trade actions, some retaliatory, some in the interest of self-protection. First, it filed a formal WTO complaint (Brussels has a maximum 90 days to notify WTO of what kind of retaliation it chooses against Trump’s tariffs). The EU then imposed safeguards to prevent steel not heading to the United States from being dumped in the EU, and then quickly put together a list of about \$3.6 billion in US products on which retaliatory tariffs can be slapped. Of that total, about \$427 million would be against agriculture and food products, and that list was quickly leaked to the media.

When word of the tariffs first crossed the Atlantic, European Commission President Jean-Claude Juncker told a

*Continued on page 49*

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# California's Grease Program Making Strides

Members of California's Rendering Industry Advisory Board (RIAB) are pleased with the progress the California Department of Food and Agriculture's (CDFA's) inedible kitchen grease (IKG) program has taken over the past year under the direction of new Meat, Poultry, and Egg Safety Branch Chief Paula Batarseh. Since coming onboard last spring, Batarseh has focused on three key areas:

- a robust enforcement strategy that includes education and outreach;
- building partnerships and relationships with the California Highway Patrol (CHP) and other law enforcement groups along with state and local regulatory agencies; and
- continuous improvement among CDFA team members and within the program.

"The team has been putting 200 percent into the program and this board is critical to our success," Batarseh told renderers at a late February meeting. "Your input is valuable."

One relationship CDFA's IKG team has worked hard at building is with the California Department of Resources, Recycling, and Recovery, or CalRecycle, because of Senate Bill 1383 that was signed into law in September 2016. The bill directs CalRecycle to adopt regulations to divert organic waste from landfills by 50 percent by 2020 and 75 percent by 2025 based on 2014 levels. While raw material collected by renderers is considered organic, including meat scraps from supermarkets and butcher shops, they are regulated under CDFA to ensure proper heat processing to remove any potential pathogens. Batarseh, her team, and state renderers have been meeting with CalRecycle staff to educate them on this fact and that these materials do not currently go to landfills. CalRecycle is moving forward with a study to determine the types of organics currently going to landfills, which CDFA will review and provide feedback regarding rendering materials.

Elizabeth John with the California Energy Commission's Fuels and Transportation Division told RIAB members that millions of dollars in funds are available each year for in-state technology projects aimed at reducing greenhouse gases. Previous grant

**Millions of dollars in funds are available each year for in-state technology projects aimed at reducing greenhouse gases.**

recipients include \$5 million awarded to Alt Air Fuels to increase the capacity of its biodiesel plant that uses corn oil and tallow as feedstock. New Leaf Biofuels received \$3.8 million in state funds to expand and upgrade its San Diego-based biodiesel plant to accept low carbon feedstocks. John noted there is currently \$20 million available this fiscal year and \$25 million is budgeted for fiscal year 2019-2020.

CHP Captain Sean Duryee and Lieutenant Robert Nance provided an overview of the commercial vehicle enforcement program. Last year about 500,000 commercial trucks were inspected; however only one in seven CHP officers working on the road has commercial truck training. An educational dialogue between these two officers and RIAB members provided helpful insight on the state's IKG program that will be taken back to the highway patrol's enforcement office.

CDFA staff presented IKG program improvement goals, which include an investigative tracking database for complaints on illegal grease theft activity, outreach programs to educate counties and cities on the IKG program, and a revamping of the rendering program website to include a manifest training video that is currently being finalized. CDFA's investigators shared their actions on illegal IKG activities, such as an unregistered rendering operation and IKG transporter, and unlicensed transporters of inedible material and collection centers. In the case of the illegal collection center, the Santa Clara County district attorney is actively pursuing the case.

The next RIAB meeting is scheduled for June 6, 2018, in Sacramento, California.

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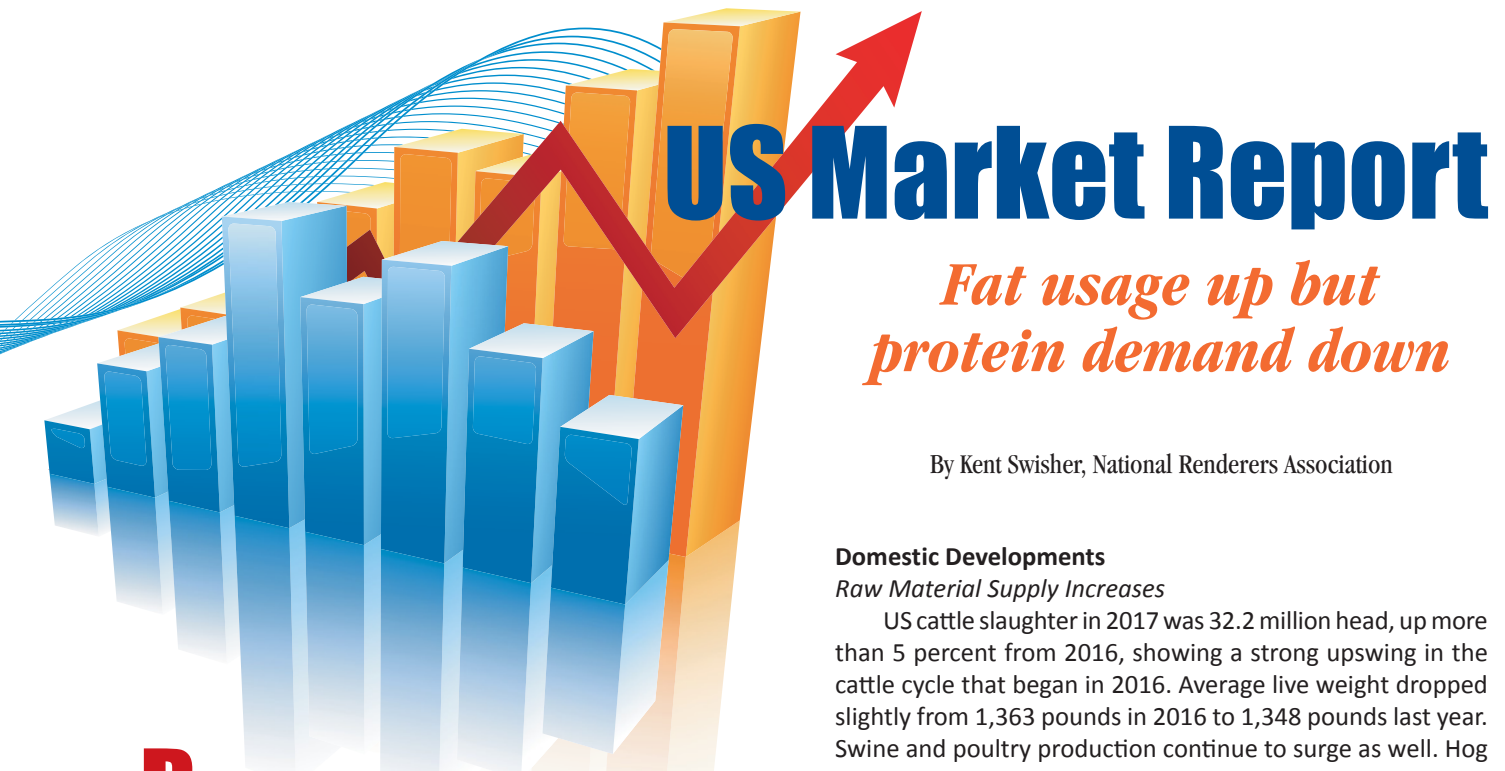
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# US Market Report

## *Fat usage up but protein demand down*

By Kent Swisher, National Renderers Association

**R**egardless of an individual's political leanings, one of the biggest events in the United States (US) last year was the inauguration of President Donald Trump on January 20, 2017. He brought an "America first" theme to the White House. On the trade front, one of his first actions was to pull the country out of the Trans Pacific Partnership, a trade agreement that was aimed at helping America compete with China. By May, US Trade Representative Robert Lighthizer notified Congress that Trump intended to renegotiate the North American Free Trade Agreement, or NAFTA. These negotiations began later in the year and continued through early 2018.

The new administration also committed to the enforcement of trade laws and agreements. In 2017, the US Department of Commerce increased its antidumping and countervailing duty investigations by over 50 percent. One of these investigations focused on Argentine and Indonesian biodiesel imports. In 2016 and 2017, imports of biodiesel into the United States were 40 percent of total domestic consumption; however, countervailing duties put in place in the fall of 2017 stopped imports of biodiesel from Argentina and Indonesia. While Indonesia imports were not substantial, Argentina accounted for over two-thirds of all US biodiesel imports. This action should give relief to US biodiesel producers in 2018.

The "all-vegetarian" diet trend in poultry production continued in 2017. Some experts report that over 25 percent of broiler operations now feed an all-vegetarian diet, a trend that has made the export market even more important for US animal proteins. Exports of meat and bone meal, poultry meal, and porcine meal have risen 87 percent since 2012 but that still has not been enough to support the downward trend in prices due to the drop in domestic demand.

The International Monetary Fund (IMF) estimates the world's economic growth rate increased from 3.2 percent in 2016 to 3.7 percent in 2017 led mainly by the strength in advanced economies. Output in these economies increased from 1.7 percent in 2016 to 2.3 percent last year. The IMF forecasts global growth to be 3.9 percent in 2018 and 2019.

### **Domestic Developments**

#### *Raw Material Supply Increases*

US cattle slaughter in 2017 was 32.2 million head, up more than 5 percent from 2016, showing a strong upswing in the cattle cycle that began in 2016. Average live weight dropped slightly from 1,363 pounds in 2016 to 1,348 pounds last year. Swine and poultry production continue to surge as well. Hog slaughter was approximately 121.3 million head, up almost 3 percent over 2016, with live weight remaining unchanged at 282 pounds. Broiler and mature chicken production grew by nearly 2 percent in 2017, totaling over 9 billion birds slaughtered while live weight increased from 6.16 to 6.20 pounds, continuing an upward trend of heavier birds.

Production and consumption data for the rendering industry was historically reported in the US Census Bureau's *M311K – Fats and Oils: Production, Consumption, and Stocks* report but it was discontinued in July 2011 after government cutbacks. Hence, in industry market reports after 2011, the data in table 2 was derived by the National Renderers Association using historic relationships between livestock production as reported by the National Agricultural Statistics Service (NASS) and historic rendered product production. However, in May 2015, NASS statisticians began surveying and publishing monthly rendered product production so 2016 was the first full year this data was available. Therefore, 2016 and 2017 production in table 2 is data from the NASS *Fats and Oils: Oilseed Crushings, Production, Consumption, and Stocks Annual Summary* publication that is released each March.

The 2012-2015 data in table 2 has been revised from previous reports published in *Render* using NASS monthly data as a baseline to derive historic production via the relationship between the production of rendered products and slaughter data. Yellow grease production in 2016 and 2017 is NASS data but prior to 2016 it was calculated using the relationship between yellow grease production numbers in the 2010 report *A Profile of the North American Rendering Industry* by Informa Economics and cooking oil consumption as reported by the US Department of Agriculture (USDA). Unfortunately, the NASS publication does not include consumption so data for rendered fats use in biodiesel/renewable fuel production in table 2 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 use.

The increase in livestock slaughter in 2017 was reflected in overall increases in rendered product production to 10.5 million metric tons, up 1.4 percent from 2016. Over the last 5 years, total rendered product production has increased 4 percent with animal proteins rising 6 percent and fat up 2 percent.

In 2017, fat production was 5.7 million metric tons, up a slight 0.2 percent from 2016. Overall tallow production rose 1.4 percent to 2.6 million metric tons. Inedible tallow production increased to almost 1.7 million metric tons, up 4.8 percent over 2016. Technical tallow production was down 7.3 percent and edible tallow production remained unchanged at around 410,000 metric tons. Even though hog slaughter was up in 2017, white grease production was down 4.7 percent to 751,000 metric tons, lard production dropped 5.4 percent to 158,000 metric tons, and choice white grease production declined 4.5 percent to 592,000 metric tons. Yellow grease/used cooking oil production was 913,000 metric tons, down slightly from 2016. The other grease category was up nearly 10 percent in 2017 at 369,000 metric tons.

Animal protein meal production was close to 4.8 million metric tons in 2017, up nearly 3 percent over 2016. Meat and bone meal production was up about 3 percent at 2.8 million metric tons, poultry by-product meal rose 4 percent to 1.4 million metric tons, and feather meal was down 1 percent to 522,000 metric tons.

This is the first year imports of rendered products into the United States are included in table 2. While these imports have not been uncommon in the past due to intra North American trade and lamb meal imports for pet food production, recent increases of fat imports are due to US biodiesel and renewable diesel demand. In 2017, overall imports of fat were 167,500 metric tons, up 28 percent from 2016, with imports of fat into the United States increasing more than 73 percent over the past 5 years. Animal protein meal imports were 84,300 metric tons in 2017, up 1.8 percent. As mentioned previously, these imports were mainly lamb meal from Australia and New Zealand that are used by the US pet food industry.

#### *Demand for Fats Up, Proteins Down*

As mentioned earlier in this report, NASS does not include domestic consumption in its monthly surveys. Therefore, domestic consumption in table 2 is derived by adding production plus imports and then subtracting biodiesel/renewable diesel inputs, as reported by EIA, and subtracting exports as reported by the Global Trade Atlas. Table 2 does not account for any carryover stocks.

Domestic consumption of rendered products was up 2 percent in 2017 to 7.1 million metric tons. Over the past 5 years, domestic consumption has grown by 5 percent mainly due to increased fat use in the biodiesel/renewable fuel sector. In 2017, total rendered fat use in the United States for non-biodiesel/renewable fuel was slightly off showing a 1.4 percent decline from 2016 at 3.6 million metric tons. Over the last 5 years, domestic consumption of the same category was stable except for an increase of 1.5 percent in 2016. Domestic fat use for biodiesel/renewable diesel production continued to grow in 2017, reaching 1.2 million metric tons, a 4.3 percent increase from 2016 and a 33 percent increase over the last 5 years.

Domestic consumption of animal protein meals in 2017 tells a different story, which was virtually unchanged from 2016 at 3.8 million metric tons. Over the last 5 years, domestic use has dropped by over 143,000 metric tons, or roughly 4 percent. This decline in domestic consumption is mainly due to the all-vegetarian diet trend in the broiler industry. As reported earlier, between 25 and 30 percent of broiler operations now use all-vegetarian diets. This drop in demand occurred at the same time domestic production was increasing. Over the last 5 years, the total supply (production plus imports) of animal protein meals grew by 270,000 metric tons, about 6 percent. Hence, the supply/demand scenario for protein meals in the United States is critically off balance and shows the crucial need to grow new markets for animal protein meals.

Overall rendered product exports in 2017 were approximately 1.7 million metric tons, up 5.3 percent from

*Continued on page 13*

**Table 1. Average annual prices of select rendered products, 2012-2017 (per metric ton)**

<b>Product (Location)</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>% Change 16/17</b>
<b>Fats</b>							
Beef tallow, packer (Chicago)	\$963	\$887	\$801	\$581	\$638	\$682	7
Choice white grease (Missouri River)	\$926	\$846	\$711	\$498	\$537	\$549	2
Edible tallow (Chicago)	\$1,068	\$946	\$865	\$638	\$714	\$762	7
Edible tallow (Gulf)	\$1,034	\$966	\$803	\$563	\$746	\$731	-2
Lard (Chicago)	\$1,279	\$1,081	\$959	\$670	\$708	\$729	3
Poultry fat (Mid-South)	\$864	\$793	\$660	\$502	\$546	\$605	11
Yellow grease (Missouri River)	\$788	\$727	\$612	\$462	\$505	\$524	4
<b>Protein meals</b>							
Blood meal, porcine (Midwest)	\$1,214	\$1,308	\$1,643	\$1,086	\$899	\$968	8
Blood meal, ruminant (Missouri River)	\$1,122	\$1,232	\$1,580	\$1,070	\$857	\$931	9
Feather meal (Mid-South)	\$715	\$701	\$772	\$521	\$391	\$437	12
Meat and bone meal, porcine (Missouri River)	\$552	\$527	\$556	\$377	\$314	\$314	0
Meat and bone meal, ruminant (Missouri River)	\$473	\$464	\$502	\$359	\$294	\$273	-7
Poultry by-product meal, 57% protein (Mid-South)	\$594	\$582	\$610	\$447	\$330	\$306	-7
Poultry by-product meal, 67% protein (Mid-South)	\$919	\$821	\$871	\$602	\$614	\$688	12

Source: The Jacobsen.

**Table 2. US production, import, consumption, and export of rendered products, 2012-2017 (000 metric tons)**

Category	2012	2013	2014	2015	2016	2017	% Change 16/17
<b>Production</b>							
Tallow	2,608.7	2,589.3	2,441.4	2,385.7	2,559.5	2,594.9	1.4
Inedible tallow	1,643.4	1,631.2	1,538.0	1,502.9	1,587.4	1,663.8	4.8
Technical tallow	547.9	543.9	512.8	501.1	562.5	521.5	-7.3
Edible tallow	417.4	414.3	390.6	381.7	409.6	409.6	0.0
Poultry fat	1,025.2	1,040.2	1,056.5	1,088.8	1,113.3	1,095.3	-1.6
Yellow grease/used cooking oil	885.9	896.4	933.2	926.4	916.4	913.0	-0.4
White grease	720.0	718.0	707.3	758.7	787.6	750.5	-4.7
Choice white grease	569.2	567.6	559.2	599.8	620.3	592.3	-4.5
Lard	150.8	150.4	148.1	158.9	167.3	158.2	-5.4
Other greases	348.6	346.7	333.9	341.7	336.0	369.2	9.9
Subtotal	5,588.4	5,590.6	5,472.3	5,501.3	5,712.8	5,722.9	0.2
Meat and bone meal	2,643.8	2,629.9	2,532.4	2,591.8	2,711.5	2,790.2	2.9
Poultry by-product meal	1,345.9	1,365.6	1,387.1	1,429.4	1,382.1	1,438.8	4.1
Feather meal	505.3	512.7	520.7	536.6	527.2	522.0	-1.0
Subtotal	4,495.0	4,508.2	4,440.2	4,557.9	4,620.8	4,751.0	2.8
<b>Total production</b>	<b>10,083.4</b>	<b>10,098.8</b>	<b>9,912.4</b>	<b>10,059.2</b>	<b>10,333.6</b>	<b>10,473.9</b>	<b>1.4</b>
<b>Imports</b>							
Tallow	62.6	59.5	62.6	64.0	78.9	99.9	26.6
Yellow grease/used cooking oil	16.1	20.6	17.2	22.4	23.0	38.7	68.2
White grease	17.7	21.8	20.8	34.4	28.8	27.0	-6.3
Choice white grease	11.2	15.3	13.5	28.0	24.1	21.2	-12.1
Lard	6.5	6.4	7.3	6.5	4.7	5.8	23.3
Poultry fat	0.5	0.4	0.4	0.6	0.6	1.9	238.4
Subtotal	96.9	102.2	101.0	121.4	131.3	167.5	27.6
Meat and bone/poultry/porcine meal	70.4	73.8	69.6	64.1	82.2	83.6	1.7
Feather meal	0.5	1.0	0.4	0.2	0.6	0.7	11.1
Subtotal	70.9	74.7	70.0	64.3	82.8	84.3	1.8
<b>Total imports</b>	<b>167.7</b>	<b>177.0</b>	<b>171.0</b>	<b>185.7</b>	<b>214.1</b>	<b>251.8</b>	<b>17.6</b>
<b>Consumption</b>							
Feed, food, fatty acids, carryover, other	3,538.3	3,522.1	3,474.9	3,462.9	3,641.7	3,592.5	-1.4
Tallow	1,934.5	1,990.3	1,899.6	1,846.8	2,084.4	2,116.1	1.5
Poultry fat	931.4	952.6	959.0	983.7	999.4	1,000.9	0.2
White grease	526.4	498.5	492.5	505.9	534.8	491.4	-8.1
Yellow grease*	146.0	80.6	123.7	126.5	23.1	-16.0	-169.1
Biodiesel and renewable fuel	896.3	1,116.7	1,051.8	1,201.1	1,142.6	1,192.1	4.3
Animal fat	461.3	500.7	468.5	576.5	512.6	524.9	2.4
White grease	185.1	211.4	213.6	267.2	262.2	268.1	2.3
Tallow	174.6	205.0	161.0	195.0	150.6	176.5	17.2
Poultry fat	79.8	73.0	79.8	89.4	99.8	80.3	-19.5
Other	21.8	11.3	14.1	24.9	n/a	n/a	
Recycled oils	435.0	616.0	583.3	624.6	630.0	667.2	5.9
Yellow grease/used cooking oil	303.9	475.4	493.5	569.3	630.0	667.2	5.9
Other	131.1	140.6	89.8	55.3	n/a	n/a	
Subtotal	2,830.8	3,107.1	2,951.4	3,047.9	3,227.0	3,308.2	2.5
Meat and bone/poultry/porcine meal	3,515.8	3,415.4	3,414.7	3,399.4	3,331.2	3,344.4	0.4
Feather meal	413.6	334.8	355.1	449.8	464.2	442.1	-4.7
Subtotal	3,929.4	3,750.3	3,769.8	3,849.2	3,729.0	3,786.5	1.5
<b>Total consumption</b>	<b>6,760.2</b>	<b>6,857.3</b>	<b>6,721.3</b>	<b>6,897.1</b>	<b>6,956.0</b>	<b>7,094.7</b>	<b>2.0</b>
<b>Exports</b>							
Inedible tallow/technical tallow	486.7	382.3	402.5	343.1	283.3	324.5	14.6
Yellow grease	452.1	361.0	333.1	253.0	286.2	300.5	5.0
Edible tallow	75.4	71.1	40.8	64.8	120.1	77.7	-35.3
Lard	24.8	29.4	21.4	19.8	19.1	17.2	-9.8
Poultry fat	14.5	14.9	18.2	16.4	14.7	16.1	9.0
Choice white grease	1.4	0.5	0.6	0.2	0.4	0.8	113.1
Subtotal	1,055.0	859.2	816.7	697.2	723.8	736.7	1.8
Meat and bone/poultry/porcine meal	473.9	580.1	504.7	621.9	762.5	884.6	16.0
Feather meal	92.2	178.8	166.0	87.0	63.6	80.6	26.7
Subtotal	566.1	758.9	670.7	708.9	891.8	965.2	8.2
<b>Total exports</b>	<b>1,621.1</b>	<b>1,618.1</b>	<b>1,487.3</b>	<b>1,406.1</b>	<b>1,615.6</b>	<b>1,701.8</b>	<b>5.3</b>

Sources: Global Trade Atlas for exports, US Energy Information Agency for biodiesel inputs, and NASS *Fats and Oils: Oilseed Crushings, Production, Consumption, and Stocks Annual Summary* for 2017 production.

Notes: n/a = not available; \*2017 domestic use is negative due to carryover from previous year.

2016 and up approximately 5 percent over the last 5 years. Of that amount, 965,000 metric tons were protein meals and 737,000 metric tons were fat. This export growth was carried by a dramatic increase in protein meals while being offset by a substantial decrease in fat exports. Over the last 5 years, rendered protein meal exports grew 70 percent by approximately 400,000 metric tons while rendered fat exports decreased 30 percent or close to 320,000 metric tons.

**Outlook Mixed**

As the US cattle cycle rebounds and poultry and pork production continues to increase, there will be a greater supply of rendered products on the market. According to the USDA *Agricultural Projections to 2027*, over the next 10 years, beef production is forecast to grow by 15 percent, pork production by 13 percent, and poultry production by 10 percent. Using these forecasts, it is projected animal protein meals will increase over 474,000 metric tons and approximately 812,000 metric tons of additional fat will be produced.

On the demand side, if the all-vegetarian diet trend continues, use of rendered protein meals and fats in livestock feed will continue to decline so the need for new markets for animal protein meals will be critical. With regard to fat, demand from the US biodiesel industry should increase partly due to the absence of Argentine biodiesel imports. In addition, demand from the renewable energy sector is projected to grow dramatically. In particular, Diamond Green is nearly doubling production at its renewable diesel plant in Norco, Louisiana, from 150 million gallons per year to 275 million gallons, increasing its raw material need from approximately 500,000 metric tons to over 1 million metric tons. This plant expansion is projected to be finished by the second quarter of 2018. In addition, Diamond Green will begin a feasibility study to further expand the plant to 550 million gallons, which would increase its need for raw materials to over 2 million metric tons. Therefore, the 10-year projected growth in rendered fat production should be absorbed by increased demand from the renewable fuel sector. However, the projected rise in rendered protein meal production will need to be offset by expanding existing markets and finding new markets for these products.

**International Market Conditions**

**Protein Meal Exports Surge**

Global demand for animal protein meals continued to grow dramatically in 2017 coming from the livestock feed, aquatic feed, and pet food sectors. According to the *2018 Alltech Global Feed Survey*, global feed production set a new

record in 2016 by growing to over 1 billion metric tons and in 2017, global production increased by 2.6 percent to nearly 1.1 billion metric tons. The largest feed producer in the world is China, followed by the United States and Brazil. China is also the largest importer of feed ingredients in the world. In 2017, China produced 186.9 million metric tons of feed, down 0.5 percent from 2016. The United States produced 173 million metric tons of feed in 2017, up nearly 2 percent from the previous year, while Brazil produced 69.9 million metric tons of feed, up over 1 percent.

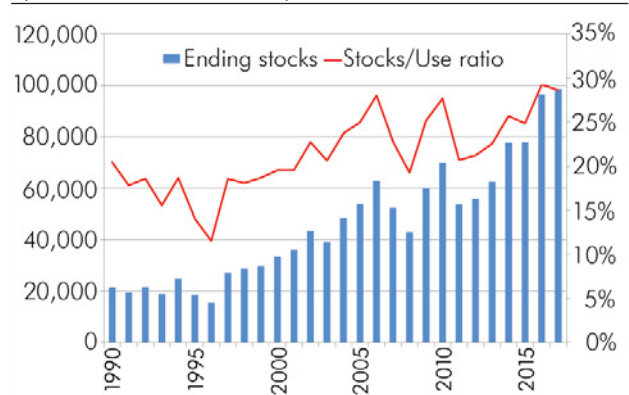
Total US meat and bone/poultry/porcine meal exports were up 16 percent in 2017 from the previous year, and have grown 87 percent in the last 5 years. The global expansion of poultry, pet, and aqua feeds have led the demand surge. Fish meal production has continued to decline so in diets that demand an animal protein, terrestrial animal protein meals are essential. Indonesia was the largest importer of US animal protein meals in 2017, taking 370,000 metric tons, up 11 percent over 2016. China imported 165,000 metric tons of non-ruminant animal protein meals last year, up 20 percent from 2016 and up over 600 percent in the last 5 years. Exports of non-ruminant meals to Mexico reached a record 130,000 metric tons in 2017, up 20 percent from 2016, mostly due to the porcine meal price dropping well below the price of soybean meal during several months last year.

**Fat Exports Declining**

Total rendered fat exports were 736,700 metric tons in 2017, up slightly from 2016. Over the last 5 years, fat exports have declined 30 percent. Inedible tallow exports to Mexico,

*Continued on page 15*

**Chart 1. World soybean stocks, 1990-2017 (thousand metric tons)**



Source: USDA/Foreign Agricultural Service.

Species	2012	2013	2014	2015	2016	2017	% Change 16/17
Broilers/Mature chickens	8,576,195	8,648,756	8,669,628	8,822,692	8,908,986	9,050,716	1.6
Cattle	32,951	32,462	30,266	28,843	30,578	32,175	5.2
Hogs	113,163	112,077	106,958	115,512	118,220	121,308	2.6
Turkeys	250,192	239,404	236,617	232,389	243,255	241,617	-0.7

Source: NASS.

**Table 4. US export customers by product, 2012-2017 (in metric tons)**

<b>Product/Country</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>% Change 16/17</b>
<b>Inedible tallow</b>							
Mexico	271,378	238,079	235,843	227,876	145,636	126,544	-13.1
Singapore	5,000	0	5,000	14,275	46,312	119,240	157.5
Canada	12,772	14,841	18,493	20,797	22,600	20,000	-11.5
Guatemala	19,117	13,332	21,470	20,449	20,094	15,249	-24.1
Venezuela	18,589	18,799	3,800	0	0	7,500	
Nigeria	0	0	0	0	0	7,500	
Turkey	79,495	45,871	59,474	20,898	19,249	7,200	-62.6
Morocco	10,501	5,000	9,000	7,000	7,198	6,450	-10.4
Honduras	24,597	14,097	11,499	9,000	8,240	5,641	-31.5
Dominican Republic	2,000	2,499	3,000	3,500	4,550	2,750	-39.6
Haiti	1,750	4,519	8,348	917	275	2,000	627.3
Colombia	7,199	3,899	6,100	8,000	0	1,856	
El Salvador	4,699	4,199	3,750	2,900	3,000	1,200	-60.0
Nicaragua	7,749	3,199	4,325	3,700	3,550	1,200	-66.2
Trinidad and Tobago	122	179	264	205	78	159	103.8
<b>Total</b>	<b>486,735</b>	<b>382,263</b>	<b>402,548</b>	<b>343,115</b>	<b>283,280</b>	<b>324,505</b>	<b>14.6</b>
<b>Yellow grease (includes used cooking oil)</b>							
European Union-28	154,095	147,289	153,813	128,128	185,000	176,348	-4.7
Mexico	113,534	95,892	95,574	72,564	50,034	63,454	26.8
Bosnia and Herzegovina	520	1,567	499	3,883	11,045	24,407	121.0
Dominican Republic	17,629	18,082	15,518	9,585	10,639	9,652	-9.3
Singapore	1,656	2,593	2,675	1,755	1,541	7,900	412.7
Canada	15,604	11,533	10,604	11,716	9,073	7,725	-14.9
Honduras	6,920	3,605	5,890	7,057	6,939	2,167	-68.8
China	572	144	276	965	1,796	1,952	8.7
Jamaica	4,802	6,991	7,300	1,310	1,568	1,211	-22.8
Colombia	584	388	439	593	1,846	805	-56.4
Guatemala	7,611	3,799	7,125	6,066	651	618	-5.1
Ecuador	25	99	373	48	301	554	84.1
Nicaragua	2,449	1,052	1,932	712	187	543	190.4
South Korea	385	502	552	961	1,350	307	-77.3
Brazil	236	278	189	252	272	289	6.3
<b>Total</b>	<b>452,067</b>	<b>361,031</b>	<b>333,133</b>	<b>252,959</b>	<b>286,226</b>	<b>300,474</b>	<b>5.0</b>
<b>Edible tallow</b>							
Mexico	70,205	66,278	35,840	61,076	114,154	72,120	-36.8
Canada	5,163	4,870	4,807	3,657	5,706	5,552	-2.7
United Kingdom	0	0	0	0	0	4	
<b>Total</b>	<b>75,399</b>	<b>71,148</b>	<b>40,783</b>	<b>64,762</b>	<b>120,146</b>	<b>77,678</b>	<b>-35.3</b>
<b>Lard</b>							
Mexico	23,487	28,299	18,848	17,691	16,924	15,876	-6.2
Canada	598	596	612	393	988	605	-38.8
South Korea	0	19	0	0	0	346	
<b>Total</b>	<b>24,826</b>	<b>29,398</b>	<b>21,390</b>	<b>19,768</b>	<b>19,050</b>	<b>17,181</b>	<b>-9.8</b>
<b>Choice white grease</b>							
Mexico	92	33	208	27	67	659	883.6
Dominican Republic	11	0	66	22	3	54	1,700.0
China	27	38	0	58	136	37	-72.8
<b>Total</b>	<b>1,387</b>	<b>491</b>	<b>639</b>	<b>202</b>	<b>374</b>	<b>797</b>	<b>113.1</b>
<b>Poultry fat</b>							
Canada	10,667	11,065	13,072	10,943	9,320	10,111	8.5
Mexico	806	854	1,731	2,418	2,139	2,545	19.0
Peru	0	0	0	0	958	1,597	66.7
Guatemala	287	370	458	446	516	567	9.9
Dominican Republic	513	644	577	616	671	443	-34.0
Vietnam	143	160	157	180	188	227	20.7
<b>Total</b>	<b>14,536</b>	<b>14,895</b>	<b>18,173</b>	<b>16,376</b>	<b>14,728</b>	<b>16,051</b>	<b>9.0</b>



the largest importer, fell by more than 13 percent in 2017 and over 53 percent in the last 5 years. At the same time, Singapore has become the second largest export market for US tallow, importing about 120,000 metric tons for renewable fuel production. The European Union has continued to be the largest US export market for used cooking oil at 176,000 metric tons, or close to 60 percent of total yellow grease exports that go to biodiesel and renewable fuel production in export markets. To put this in perspective, 40 percent of all US rendered fat exports now go to biodiesel and renewable diesel production. The global use of US rendered fat is now mostly for biodiesel and renewable fuel production and for use in the oleochemical industry.

**The key for rendered animal protein meals will be to continue to find niche markets like aquaculture and pet food.**

**Outlook**

US rendered product production will continue to expand with increased livestock production. Over the next 10 years, more than 474,000 metric tons of animal protein meals and 811,000 metric tons of rendered fat are projected to be added into the supply chain. As mentioned earlier, the global demand for fat as a biodiesel/renewable energy source will continue to grow and offset the added supply. However, additional international demand will be needed to make up for the increased amount of animal protein meals due to the decreasing demand in the United States from the all-vegetarian diet trend in the poultry industry. Aside from that, the global protein meal market is awash in an oversupply of soybean meal. Global carryover stocks and high stock-to-use ratios for soybeans are at record highs (chart 1) so the key for rendered animal protein meals will be to continue to find niche markets for these products such as the aquaculture and pet food industries. **R**

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**Table 4. US export customers by product, 2012-2017 (in metric tons), continued**

Product/Country	2012	2013	2014	2015	2016	2017	% Change 16/17
<b>Animal protein meals</b>							
Indonesia	197,397	227,122	218,855	257,694	333,465	369,070	10.7
China	23,420	54,483	63,174	81,400	138,088	164,515	19.1
Mexico	99,043	83,474	74,874	103,789	99,618	129,392	29.9
Canada	38,044	43,368	48,690	58,743	64,283	66,287	3.1
Vietnam	2,050	1,780	1,613	8,214	28,392	39,764	40.1
Chile	45,937	59,689	32,026	57,084	18,144	26,963	48.6
Thailand	12,884	14,965	5,743	5,166	3,492	16,904	384.1
Malaysia	2,060	16,902	13,300	1,446	3,842	16,807	337.5
Ecuador	2,620	9,796	10,299	8,470	11,550	15,808	36.9
Philippines	33,035	29,729	12,462	10,734	9,267	6,605	-28.7
Cambodia	206	5,308	305	0	0	5,574	
Peru	680	1,156	994	1,019	2,410	5,564	130.9
Honduras	900	3,406	1,100	3,704	10,693	4,102	-61.6
Germany	0	0	12	0	16,939	3,945	-76.7
Guatemala	1,037	12,595	7,399	1,381	4,130	2,934	-29.0
Sri Lanka	0	0	0	0	0	1,964	
Myanmar	0	0	0	0	120	1,905	1487.5
Panama	659	353	65	62	278	1,760	533.1
Costa Rica	349	781	749	1,176	2,603	1,564	-39.9
<b>Total</b>	<b>473,929</b>	<b>580,107</b>	<b>504,726</b>	<b>621,889</b>	<b>762,455</b>	<b>884,563</b>	<b>16.0</b>
<b>Feather meal</b>							
Indonesia	46,929	110,087	98,990	41,750	27,373	29,177	6.6
China	0	183	1,265	977	7,391	19,422	162.8
Canada	17,035	8,961	16,227	15,573	16,889	18,136	7.4
Chile	25,667	52,972	48,135	24,403	10,046	11,744	16.9
Philippines	0	0	0	100	200	800	300.0
Colombia	0	0	0	0	150	726	384.0
Peru	0	0	0	578	0	427	
<b>Total</b>	<b>92,195</b>	<b>178,815</b>	<b>165,952</b>	<b>87,000</b>	<b>63,596</b>	<b>80,551</b>	<b>26.7</b>

Source: Global Trade Atlas.



# Educating on Food Safety, Pet Food, and Rendering



By Tina Caparella

“Food security is national security,” declared United States Department of Agriculture (USDA) Secretary Sonny Perdue as he addressed attendees at the Poultry Market Intelligence Forum at the International Production and Processing Expo (IPPE) in Atlanta, Georgia, in late January. “My goal at USDA is to create an environment where ag businesses can become safe, strong, and proud of what you all do. I think our role as policymakers is to create a fertile environment and a fertile field for you all to do what you do best, that is to innovate, create, and execute in a way that is profitable to you.

“We all know trade is critically important to your industry,” Perdue continued. “We all want a fair and modernized free trade agreement. The president wants that too.” Perdue, who grew up on a dairy and diversified row crop farm in rural Georgia, is convinced the United States will get a sound-science trade agreement everyone can live with. He complimented poultry producers on their advancement in research and manufacturing, noting that the industry is one of the bright spots in US manufacturing productivity.

“We must depend on sound science, not political science, to make decisions on food safety,” Perdue added. He explained the close working relationship USDA has with the Food and Drug Administration, Environmental Protection Agency, Secretary of Interior, and Secretary of Commerce and shared how he is striving to build a strong partnership with the agriculture industry.



USDA Secretary Sonny Perdue is striving to build a strong partnership with the agriculture industry.

Photo courtesy of US Poultry and Egg Association.

“My goal at USDA is to be the most efficient, most effective, customer-focused agency in the US government,” Perdue went on. “We want to treat you as the customer.” He said USDA is seeking the industry’s input on identifying regulations that are a burden by setting up an interactive regulatory reform task force.

Other speakers at the forum addressed trends and market drivers for the poultry industry in 2017 and moving forward in 2018, such as no antibiotics and a move toward vegetarian diets. Michael Donohue, AgriStats, showed that in June 2011, nearly all broiler producers were using animal proteins and fats in feed rations but by October 2017, only 75 percent were including these nutritional products in feed due to the all-veg diet trend. In addition, fewer by-products are going to rendering as more of the bird is being used by the packer and consumer.

## Pet Food Focus

Another educational session at IPPE centered on pet food, which saw \$110 billion in global sales in 2017, a growth of about five percent annually over the past five years. Jared Koerten, Euromonitor International, reported that while the United States and Canada continue to be the strongest markets for dog and cat food, Brazil is now the second largest market, up from the sixth place spot in 2012, followed by the United Kingdom in third. He described Blue Buffalo, the fifth largest US pet food manufacturer and the number one brand in 2016 that was just acquired by General Mills for \$8 billion, as the poster child for the shift in pet food as consumers are driven by emotion and often seek pet foods produced with similar ingredients as what they eat.

John Stewart, American Feed Industry Association (AFIA), disclosed that projected pet food exports for 2017 are expected to be similar to 2016, which is trending downward due to increased manufacturing overseas. Canada, Japan, and Mexico are the top three export markets for US pet food so the North American Free Trade Agreement (NAFTA) is very important.

“NAFTA is huge to our economy and especially huge to the pet food market and agriculture,” Stewart noted. Animal food exports, which are comprised mostly of feed ingredients, to Canada and Mexico have nearly tripled over the past 20-plus years, growing from \$764 million in 1994 to \$3 billion in 2016. Half of all pet food exports go to Canada and Mexico so the priority is to preserve current trade agreements that enjoy tariff-free market access. Stewart encouraged all to reach out to lawmakers and share why trade is so important to their business.

George Collings, Collings Nutrition Solutions, took conference attendees on a journey through the history of pet food, showing advertisements from the 1940s, 1950s, and 1960s that brought about a revolutionary change in how



An attentive crowd learns about the aspects of rendering.



From left, John Stewart, AFIA, talks pet food with Scott Lehoullier, Peterson Company, and Ken Giesbrecht and Roger Giesbrecht, both of Hogan Farms in Canada.

consumers can help the health of their pet. Ads talked about meat by-products and grains, and were always very positive. Where are we today? Collings showed the overwhelming increase of what used to be 50 to 60 available feed ingredients to what is now nearly 500 today. He also noted how the industry's positive image has become more negative in recent years due in part to social media providing an outlet for anyone to state their opinion of a food or ingredient as fact.

"Pet products have become more about what is not in them rather than what they actually contain," Collings stated. With the humanization of pets, many consumers want to feed their companions the same foods they eat, but many human ingredients are not approved for or necessarily nutritional for pets. Collings urged attendees to use positive messaging when dealing with consumers as negativity fuels more negativity.

Dr. David Meeker, National Renderers Association (NRA), told conference goers that, "this is not your father's rendering industry" as it operates a lot differently than it did just five years ago. Due to government regulation and customer demand, including pet food companies, many rendering plants now have dedicated species lines or facilities to ensure specific products are not comingled. Meeker reiterated the sentiment that negativism is keeping some in the pet food industry from using animal proteins and fats.

"We need to talk about animal by-products as part of helping pet food be sustainable as all of the food-producing animal is being used," he commented.

### Rendering's Sustainable Story

Wrapping up the week-long IPPE was the International Rendering Symposium where NRA President Nancy Foster kicked things off with an overview of the \$10 billion US and Canadian industry. She declared that "rendering is sustainable and is an essential link in the food and feed chain." AFIA's Leah Wilkinson followed with an explanation of the purpose and activities of the American Association of Feed Control Officials (AAFCO). Animal feed is now termed "food" under the federal Food Safety Modernization Act (FSMA) and any unapproved food additives are considered chemical hazards under FSMA. Wilkinson reported that US states have the authority to set their own regional feed ingredient definitions in addition to adopting AAFCO definitions, and that AAFCO is looking at modernizing the entire pet food label with "friendlier" terminology for pet food ingredients.

"Consumers are not sure what 'by-products' and 'meals' are," Wilkinson said.

Tim Law, Darling Ingredients Inc., stated that today's pet food consumer now considers their dog or cat as family and not a pet. There are roughly 164 million dogs and cats in 85 million US households spending approximately \$1,800 per year per dog and \$1,100 per year per cat. Globally, adult dog owners post a photo or talk about their dog six times per week on social media while some animals even have their own social media accounts. The top 10 pet influencers on social media – such as Grumpy Cat – reach 68 million people worldwide.

"Consumers want for their pet what they want for themselves," Law shared. According to petfoodindustry.com and a Nielsen study, the top human food trends for the pet food industry in 2018 are:

- full disclosure as consumers demand transparency;
- self-fulfilling practices that include the health benefits of owning a pet and the health benefits of their food;
- a new era of personalized shopping, such as e-commerce and home delivery; and
- an aversion to genetically modified organisms and other bioengineered food ingredients.

"It's not just about the pet anymore, it's about the pet parent," Law concluded.

Mike Rath, also of Darling Ingredients, focused on the federal Renewable Fuel Standard (RFS) and what it means for the rendering industry. Increased compliance costs along with loss of export markets and greater trade barriers for animal fats and proteins has US renderers looking for alternative markets, which is where renewable fuels has stepped in. Signed into law in 2007, the RFS is designed to increase the use of renewable fuels in the US fuel supply to help reduce emissions and create energy independence. Biodiesel and renewable diesel both use animal fats and used cooking oil as feedstocks that have experienced increased domestic usage as the RFS fuel volume obligations have been raised over the years.

Dr. B.J. Bench, Tyson Foods, spoke on oxidation of rendered products, which is the breakdown of organic compounds. He shared that the challenges for the industry are understanding degradation, antioxidants, and laboratory results. Bench and Tyson Foods are leading an initiative with other NRA renderer

*Continued on page 18*

members and several laboratories, pet food companies, and universities to validate peroxide value fat extraction and testing methods.

“We need standardization through collaboration,” Bench commented.

Allyson Jones-Brimmer, Animal Agriculture Alliance, showed ways the industry can adapt to rising social pressures, such as those consumers who are hungry to learn more about where their food comes from. She noted that communication and transparency are important to maintaining customer, community, and consumer confidence, and put a face on animal agriculture and rendering operations in an effort to make emotional connections, such as showing photos of employees, family farms, and products on company websites. Most of all, Jones-Brimmer said the rendering industry needs to tell its sustainability story, including how rendering repurposes and reuses as much of the animal as possible.

“Share how there is more to a cow than milk and steaks, and more to a pig than chops and bacon” using infographics, she remarked, many of which are available on Animal Agriculture Alliance’s Facebook page.

NRA’s Meeker echoed rendering’s sustainable message, adding that sustainable ingredient sourcing for livestock feed or pet food must include rendered products, which are produced safely under regulatory standards. NRA’s Dr. Jessica Meisinger highlighted the activities of a newly established Pet Food Alliance that will focus on uniting members of the pet food and rendering industries to address challenges such as:

- oxidation and maintenance of product quality;
- *Salmonella* and other threats to product safety;
- consumer perception; and
- industry sustainability.

Dr. Merlin Lindemann, University of Kentucky, talked about rendered products from a nutritional standpoint. A growing population of over nine billion people worldwide by 2050 will desire more food-producing animals that will need safe feed ingredients. Lindemann noted that animal protein meals are a natural source of digestible amino acids, phosphorous, and metabolizable energy that can help lower diet formulation costs. In addition, including animal proteins in a chicken’s diet is keeping with the animal’s natural behavior.

Finishing out the rendering symposium with a view on a changing import/export climate was NRA’s Kent Swisher, who showed an expected 13 to 14 percent growth in US rendered proteins and fats over the next 10 years based on USDA meat production projections. Swisher explained that historically, a rise in meat production leads to an increased demand for rendered products, yet in the past few years an all vegetarian poultry diet movement has meant less animal protein meals being used domestically thus reducing prices. This resulted in more US proteins being exported in 2016, especially to China, which is a large poultry producer along with Mexico.

“Markets are changing,” Swisher commented. “Animal proteins were primarily used domestically and fat was exported. Now that has flipped due to the domestic biofuels industry using tallow, yellow grease, and used cooking oil and poultry’s push for all-veg diets.” His takeaway message is there is a domestic protein glut that needs a home in the export market. **R**

## World Feed Production Stays above 1 Billion Metric Tons

The 2018 Alltech Global Feed Survey estimates that international feed tonnage has exceeded 1 billion metric tons (MT) for the second consecutive year, with a total of 1.07 billion MT produced in 2017. The feed industry, valued at \$430 billion, has seen 13 percent growth over the past five years for an average of 2.5 percent per annum.

The seventh edition of the annual survey is the most comprehensive, covering 144 countries and more than 30,000 feed mills. China and the United States remain the top two countries, producing one-third of all animal feed, and that predominant growth came from the pig, broiler, and dairy feed sectors as well as the European and Asia-Pacific regions. The top seven feed-producing countries in 2017, in order of production output importance, were China, the United States, Brazil, Russia, Mexico, India, and Spain. These countries contain approximately 54 percent of the world’s feed mills and account for 53 percent of total production.

## US Hide, Skin, and Leather Exports Increase in 2017

The United States (US) hide, skin, and leather industry exported more than \$2.08 billion in cattle hides, pig skins, and semi-processed leather products in 2017, a \$40 million increase over 2016. US hides and skins companies – including producers, processors, brokers, and dealers – regularly export more than 90 percent of total US production of these products and are one of the top raw material suppliers to the global leather manufacturing industry.

According to US Department of Agriculture data, exports of wet salted cattle hides (cattle hides that have been preserved using brine solutions) reached nearly \$1.48 billion in value, a six percent increase from 2016 levels. Meanwhile, exports of wet blue cattle hides (semi-processed hides that have undergone the first stages of leather tanning) fell seven percent from 2016, totaling \$656 million in value. Lower market prices for US hides and wet blues in 2017 were offset by a five percent increase in cattle slaughter for the year, making more hides available at a lower price per piece.

China was the largest buyer of salted cattle hides, with imports valued at more than \$871 million, while Italy was the single largest destination for wet blue cattle hides, with imports valued at more than \$216 million in 2017. Other large export markets included South Korea, Mexico, Taiwan, and Vietnam.

US pigskin exports showed significant gains, rising 48 percent in value to \$48.6 million in 2017. Mexico was the largest market for US pigskins with Thailand and Taiwan rounding out the top three destinations. Together, all three countries accounted for the vast majority of US pigskin exports. Significant gains were also seen in exports to China, which increased to \$1.4 million in value. The United States regained full market access for pigskin exports to China in 2015.

Export data continues to show that global leather consumption remains sluggish, including reduced leather utilization in footwear globally. **R**

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# BY THE NUMBERS

**37**

YEARS IN  
BUSINESS



**92%** OF CUSTOMERS RENEW THEIR CONTRACTS



**683**  
TRACTORS



**1050**  
TRAILERS



**970**  
DRIVERS

**33mo.**

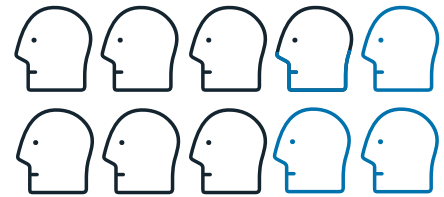
AVERAGE LIFE OF  
TRACTORS



DRIVERS HAVE,  
ON AVERAGE,  
**5 years**  
OF SERVICE

**+45**

OPERATING  
LOCATIONS



**34.9%**

DRIVER TURNOVER



**54,058,845**  
MILES DRIVEN LAST YEAR



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Vancouver, BC, Canada  
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Producers of animal fats and proteins

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**Product code key:**

BFP Blender - Fat and Proteins  
BLF Blender of Fat  
BLP Blender of Protein  
BM Blood Meal  
BR Broker  
CH Chemicals  
CM Chicken Meal  
CN Consultant  
CWG Choice White Grease  
DL Dealer  
DT Dry Rendered Tankage

EQ Equipment  
ET Edible Tallow  
EX Exporter  
FA Fatty Acids  
FGAF Feed Grade Animal Fat  
FM Feather Meal  
HI Hide  
IN Insurance  
LG Lard/Grease  
LT Laboratory/Testing  
MB Meat and Bone Meal

MM Meat Meal  
PB Poultry By-product Meal  
PF Poultry Fat  
PM Poultry Meal  
RF Refined Fats  
SF Stabilized Animal Fats  
SS Samplers and Surveyors  
ST Storage Terminals  
TG Tallow and Grease  
YG Yellow Grease  
OT Other

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*The Lauridsen Group, Inc.*  
2425 SE Oak Tree Court  
Ankeny, IA 50021  
www.functionalproteins.com  
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Phone: 515-289-7600  
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Email: jerry.frankl@functionalproteins.com  
Products: Spray-dried blood and plasma products  
Region: Central

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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  
Email: 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  
Email: fats-proteins@  
darpro.com  
Products: BLP,BM,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  
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Fax: 262-363-2789  
Email: larry.jeske@  
darlingii.com  
Products: Gelatin, hydrolyzed  
collagen

**Sonac USA LLC**

Part of Darling Ingredients Inc.  
1299 E. Maple Street  
Maquoketa, IA 52060  
www.sonac.biz  
Contact: Ryan Tranel  
Phone: 563-690-1168  
Fax: 563-652-6633  
Email: ryan.tranel@  
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  
Email: 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  
Email: gus@gawintzer.com  
Products: EX,RF,SF,TG,FGAF,HI,  
MB,FM,PB  
Region: Eastern

**Gelita USA Inc.**

Gelita AG  
2445 Point Neal Road  
Sergeant Bluff, IA 51054  
www.gelita.com  
Contact: Gina Swanson  
Phone: 712-943-0310  
Fax: 708-891-8432  
Email: gina.swanson@  
gelita.com  
Products: Gelatine,Hydrolyzed  
collagen  
Region: Central

**Gelita USA Inc.**

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

**Hardy Industrial  
Technologies**

Magnus International Group  
16533 Chillicothe Road  
Chagrin Falls, OH 44023  
Contact: Bret Ayers  
Phone: 216-592-8355  
Fax: 216-592-8407  
Email: bayers@magnusig.com  
Products: SF,TG,FA,RF  
Region: Eastern

**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 55912-3680  
Contact: Mike Vandertie  
Phone: 507-437-5207  
Email: mdvandertie@  
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  
Email: 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: John Peterson  
Phone: 402-753-3302  
Fax: 402-721-0445  
Email: jspeterson@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  
Email: jim.fisher@jbssa.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  
Email: keith.neddermeyer@jbssa.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  
Email: elton.varner@jbssa.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  
Email: steve.caravan@jbssa.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  
Email: needham.carswell@jbssa.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  
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  
Email: jon.holden@jbssa.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  
Email: kevin.schweigert@jbssa.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  
Email: jason.janita@jbssa.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  
Email: ken.gilmurray@jbssa.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  
Email: jeremy.eatherton@jbssa.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  
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  
Email: 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  
Email: 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  
Email: 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: Bill Welborn  
Phone: 903-575-3284  
Fax: 903-575-3911  
Email: bill.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: Nick Wilen  
Phone: 803-481-6265  
Fax: 803-481-4263  
Email: nick.wilen@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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: johnm@mahoneyeyes.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  
Email: 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  
Email: ricks@mahoneyeyes.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  
Email: 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 or  
Tyler Nicholson  
Phone: 800-449-2333  
Fax: 816-713-8859  
Email: doyle.leefers@  
nationalbeef.com or  
tyler.nicholson@  
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  
Email: 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: Austin Boggs  
Phone: 620-626-0692  
Email: austin.boggs@  
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  
Email: 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  
Email: jeffg@ppicorp.com  
Products: Fish meal and fish oil  
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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: 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: Donn Johnson  
Phone: 920-494-5233  
Fax: 920-494-9141  
Email: info@sanimax.com  
Products: SF,TG,FGAF  
Region: Central

**Simmons Feed Ingredients**

11700 S. State Highway 43  
Southwest City, MO 64863  
www.simmonsfeedingredients.com  
Contact: Ken Wilson  
Phone: 417-762-3001  
Fax: 417-762-3867  
Email: 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  
Email: gredd@smithfield.com  
Products: SF,RF,HI,LG,MM,MB,  
BM,EX,OT(Heparin, plasma,  
runners, hydrolyzed hog hair)  
Region: Eastern

**Smithfield - Clinton**

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

**Smithfield - Crete**

2223 County Road I  
Crete, NE 68333  
Contact: Henry Jaimes  
Phone: 402-826-8885  
Email: hjaimes@smithfield.com  
Products: SF,RF,HI,LG,MM,MB,  
BM,EX,OT(Heparin, plasma,  
runners, hydrolyzed hog hair)  
Region: Central

**Smithfield - Dennison**

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

**Smithfield - Kansas City**

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

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

**Smithfield Foods - North**  
501 N. Church Street  
Smithfield, VA 23430  
Contact: Scott Piper  
Phone: 910-818-2924  
Email: spiper@smithfield.com  
Products: SF,RF,HI,LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolized hog hair)  
Region: Eastern

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

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

**Smithfield - Vernon**  
3049 E. Vernon Avenue  
Los Angeles, CA 90058  
Contact: Gregg Redd  
Phone: 757-635-7782  
Email: gredd@smithfield.com  
Products: SF,MB,BM,Lard  
Region: Western

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

**Pine Ridge Farms**  
1800 Maury Street  
Des Moines, IA 50317  
Contact: Brady Stewart  
Phone: 515-266-4100  
Email: 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  
Email: 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  
Email: 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: Ben Wilson  
Phone: 660-826-7071 x1  
Fax: 660-826-7119  
Email: benjamin.wilson@tyson.com

**RVAF - Seguin**  
1200 W. Kingsbury Street  
Seguin, TX 78155  
Contact: Keith Yovonovich  
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  
Email: 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, IA  
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  
Email: jsmith@valleyproteins.com  
Products: BFPBM,CM,EX,FGAF, FM,HI,MM,PF,PM,SF,TG,YG, OT(Pet food meat products, turkey meal)  
Region: Eastern

**Valley Proteins Inc. - Amarillo Division**  
8415 S.E. 1st Avenue  
Amarillo, TX 79118-7302  
Contact: Tom Green  
Phone: 540-877-2590  
Fax: 806-374-1207  
Email: tgreen@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  
Email: rhutson@valleyproteins.com  
Region: Eastern

**Valley Proteins Inc. - Fayetteville Division**  
1309 Industrial Drive  
Fayetteville, NC 28301  
Contact: Jason Wright  
Phone: 540-877-2590  
Fax: 910-213-1140  
Email: jwright@valleyproteins.com  
Region: Eastern

**Valley Proteins Inc. - Gastonia Division**  
5533 S. York Road  
Gastonia, NC 28052  
Contact: Matthew Beadle  
Phone: 540-877-2590  
Fax: 704-861-9252  
Email: mbeadle@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  
Email: 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  
 Email: 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  
 Email: rparks@valleyproteins.com  
 Region: Eastern

**Valley Proteins Inc. -**  
*Linville Division*  
 6230 Kratzer Road  
 Linville, VA 22834  
 Contact: Hobie Halterman  
 Phone: 540-833-2007  
 Fax: 540-833-6504  
 Email: hhalterman@valleyproteins.com  
 Region: Eastern

**Valley Proteins Inc. -**  
*Oklahoma Division*  
 2228 S. Santa Fe Avenue  
 Okalahoma City, OK 73109  
 Contact: Shayne Bartlett  
 Phone: 540-877-2590  
 Fax: 405-235-9960  
 Email: sbartlett@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  
 Email: 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  
 Email: 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  
 Email: 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  
 Email: cbivans@valleyproteins.com  
 Region: Eastern

**Valley Proteins Inc. -**  
*Ward Division*  
 271 Val-Pro Road  
 Ward, SC 29166-9801  
 Contact: Shannon Owen  
 Phone: 540-877-2590  
 Fax: 803-685-2591  
 Email: sowen@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  
 Email: 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  
 Email: info@wcrl.com

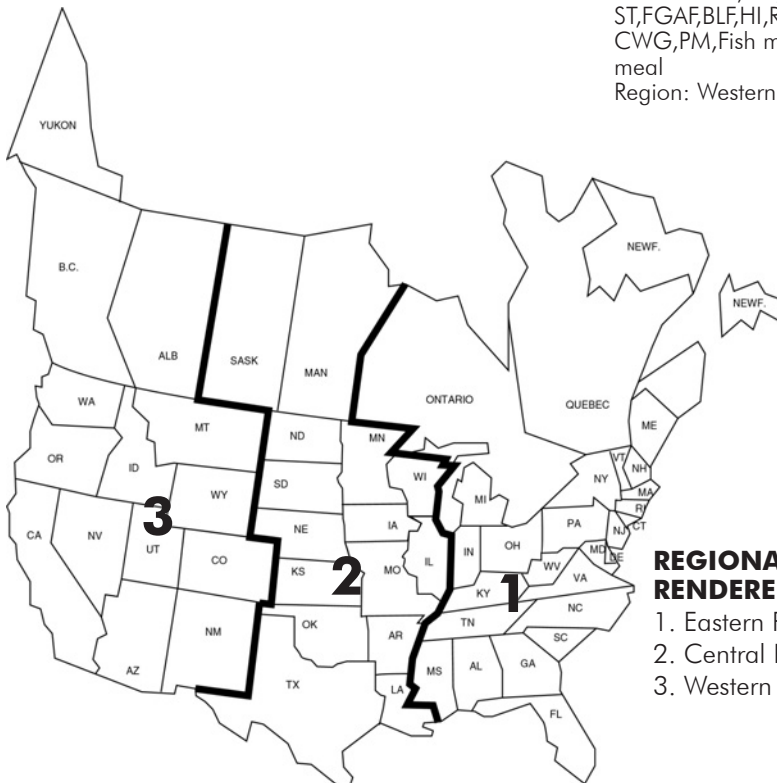
**West Coast Reduction Ltd.**  
*Vancouver Plant Operations*  
 105 Commercial Drive North  
 Vancouver, BC, V5L 4V7  
 Canada  
 Contact: Doug Davidson  
 Phone: 604-255-9301  
 Fax: 604-255-1803  
 Email: info@wcrl.com  
 Products: EX,FM,PB,SF,TG,BM,ST,FGAF,BLF,HI,RF,YG,PF,BFP,CWG,PM,Fish meal, Porcine 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  
 Email: 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  
 Email: 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: Geoff Smolkin/Dale Steinbach  
 Phone: 306-934-4887  
 Fax: 306-934-3364  
 Email: 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  
 Email: david@wmrco.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

# Active Members by State/Canada

Full listing is available on indicated page number.

## Alabama

American Proteins Inc. .... 21  
BHT ReSources ..... 22  
Cullman Blending..... 26

## Arizona

Baker Commodities Inc. .... 22  
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## Arkansas

Pine Bluff Blending..... 26  
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## California

Baker Commodities Inc. .... 22  
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Smithfield ..... 26

## Canada

Cargill Meat Solutions ..... 22  
Maple Lodge Farms Ltd. .... 24  
Rothsay..... 23  
Sanimax ..... 25  
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## Colorado

Cargill Meat Solutions ..... 22  
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## Delaware

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## Georgia

American Proteins Inc. .... 21  
Protein Products Inc. .... 25

## Hawaii

Baker Commodities Inc. .... 22

## Illinois

Kaluzny Bros. Inc. .... 24  
Mahoney Environmental ..... 25  
Mendota Agri-Products ..... 24/25  
Smithfield ..... 25/26  
South Chicago Packing Co..... 26  
Tyson Fresh Meats..... 26

## Indiana

Tyson Fresh Meats..... 26

## Iowa

APC Inc. .... 22  
Boyer Valley Company ..... 22  
Central Bi-Products ..... 23  
Darling Ingredients ..... 23  
Gelita USA ..... 23  
JBS Swift & Company..... 24  
KCI Restaurant Services..... 24  
Pine Ridge Farms ..... 26  
Smithfield ..... 25  
Sonac ..... 23  
Tyson Fresh Meats..... 26

## Kansas

APC Inc. .... 22  
Cargill Meat Solutions ..... 22  
National Beef Packing ..... 25  
Tyson Fresh Meats..... 26

## Kentucky

Darling Ingredients ..... 23  
JBS Swift & Company..... 24  
Terra Renewal ..... 23  
Tyson Foods Inc. - RVAF ..... 26

## Maryland

Valley Proteins Inc. .... 26/27

## Massachusetts

Baker Commodities Inc. .... 22  
Western Mass. Rendering ..... 27

## Michigan

Kruger Commodities Inc. .... 24

## Minnesota

Central Bi-Products Co. .... 23  
Hormel Foods Corp..... 23  
JBS Swift & Company..... 24  
Sanimax ..... 25

## Mississippi

Protein Products Inc. .... 25  
Tyson Foods Inc. - RVAF ..... 26

## Missouri

National Beef Packing Co. .... 25  
Simmons Feed Ingredients ..... 25  
Smithfield ..... 25/26  
Tyson Foods Inc. - RVAF ..... 26

## Nebraska

Cargill Meat Solutions ..... 22  
Hormel Foods Corp..... 23  
JBS Swift & Company..... 24  
KCI Restaurant Services..... 24  
Kruger Commodities Inc. .... 24  
Smithfield ..... 25  
Tyson Fresh Meats..... 26

## Nevada

Reno Rendering ..... 25

## New York

Baker Commodities Inc. .... 22

## North Carolina

APC Inc. .... 22  
Coastal Proteins ..... 26  
Smithfield ..... 25/26  
Tyson Foods Inc. - RVAF ..... 26  
Valley Proteins Inc. .... 26/27

## Ohio

G.A. Wintzer & Son Co. .... 23  
Hardy Industrial Technologies .. 23  
Holmes By-Products Inc. .... 23

## Oklahoma

Valley Proteins ..... 27

## Pennsylvania

Cargill Regional Beef..... 23  
JBS-MOPAC ..... 24  
Valley Proteins Inc. .... 27

## South Carolina

Pilgrim's Pride Corp. .... 24  
Valley Proteins Inc. .... 27

## South Dakota

Smithfield ..... 26  
Tyson Fresh Meats..... 26

## Tennessee

Valley Proteins Inc. .... 26

## Texas

Cargill Meat Solutions ..... 22  
Darling Ingredients ..... 23  
JBS Swift & Company..... 24  
Nutri-Feeds Inc..... 25  
Pilgrim's Pride Corp. .... 24  
Tyson Foods Inc. - RVAF ..... 26  
Tyson Fresh Meats..... 26  
Valley Proteins Inc. .... 26/27

## Utah

JBS Swift & Company..... 24  
John Kuhni Sons Inc. .... 24

## Virginia

Mountain View Rendering..... 24  
Pilgrim's Pride Corp. .... 24  
Smithfield ..... 25/26  
Tyson Foods Inc. - RVAF ..... 26  
Valley Proteins Inc. .... 26/27

## Washington

Baker Commodities Inc. .... 22  
Tyson Fresh Meats..... 26

## West Virginia

Pilgrim's Pride Corp. .... 24

## Wisconsin

JBS Packerland Green Bay ..... 24  
Rousselot ..... 23  
Sanimax ..... 25  
Sonac USA LLC ..... 23

# 2018 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  
Email: 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: Jay Wilkison  
Phone: 478-731-0184  
Email: jay.wilkison@nch.com  
Contact: Mike Gruver  
Phone: 641-455-6635  
Email: mike.gruver@nch.com  
Products: Water treatment  
Region: Central, Western

### ChemE Solutions Inc.

816 E. Lakeshore Drive  
Lake Stevens, WA 98258  
www.chemesolutions.com  
Contact: Geoff Stensland  
Phone: 206-817-6667  
Email: geoff@chemesolutions.com  
Region: Western

### Chemtron Corporation

3500 Harry S. Truman  
Boulevard  
St. Charles, MO 63301  
www.chemtroncorporation.com  
Contact: Joe Schott  
Phone: 800-940-5445  
Fax: 636-940-0773  
Email: orders@chemtron.h2o.com  
Region: Central

### Clean Water Technology Inc.

151 W. 135th Street  
Los Angeles, CA 90061  
www.cleanwatertech.com  
Contact: Colette Lukaszewicz  
Phone: 310-380-4648 x4526  
Email: ctassin@cleanwatertech.com  
Region: Western

### FRC - A JWC Environmental Brand

P.O. Box 3147  
Cumming, GA 30028  
www.jwce.com  
Contact: Leah Surber  
Phone: 770-534-3681  
Fax: 770-783-8632  
Email: leahd@jwce.com  
Products: Dissolved air flotation equipment, screens  
Region: Eastern

### 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  
Email: bill.guarini@kusterszima.com  
Region: Eastern

### LANXESS Corporation

111 RIDC Park West Drive  
Pittsburgh, PA 15227  
www.lanxess.com  
Contact: Jeannie McClaning  
Phone: 412-310-1831  
Email: jeannie.mcclaning@lanxess.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  
Email: 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  
Email: stemple@steenresearch.com  
Region: Western

### VanAire Inc.

840 Clark Drive  
Gladstone, MI 49837  
www.vanaireinc.com  
Contact: Mandy Iverson  
Phone: 906-428-2731  
Fax: 906-428-9061  
Email: aiverson@vanaireinc.com  
Region: Eastern

## Antioxidants

### Ameri-Pac Inc.

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

### Caldic USA

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

### C.F. Zeiler & Company Inc.

8601 LaSalle Road, Suite 203  
Towson, MD 21286  
www.cfzeiler.com  
Contact: Patrick Higgins  
Phone: 410-828-7182  
Fax: 410-828-7183  
Email: phiggins@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  
Email: 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  
Email: 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)  
Email: 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  
Email: 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  
Email: jsparrow@pfauoil.com  
Region: Central

### 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  
Email: kmeyle@kalsec.com  
Region: Eastern

### Vitablend USA

Amtech/Barentz  
1200 Hosford Street, Suite 204  
Hudson, WI 54016  
www.vitablend.nl  
Contact: Yohann Hureau  
Phone: 715-381-5746  
Fax: 715-381-5745  
Email: contact@vitablend-usa.com  
Region: Central

### VRM Labs

109 Ash Court  
Easley, SC 29642  
www.vrmlab.com  
Contact: Dr. David Meisinger  
Phone: 515-975-3557  
Email: meisinger@vrmlab.com  
Products: Specialty chemicals  
Region: Central

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**Bulk Liquid Storage /  
Transportation**

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**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  
Email: toconnell@  
cst-storage.com  
Region: Central

**Dupré Logistics LLC**

201 Energy Parkway, Suite 500  
Lafayette, LA 70508  
www.duprellogistics.com  
Contact: Alfred Parker  
Phone: 504-812-8622  
Email: aparker@  
duprellogistics.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  
Email: gmadlang@  
duracast.com  
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  
Email: smartdispatcher2@  
gmail.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  
Email: bstoller@  
stollertrucking.com  
Region: Central

**Trans Ocean Bulk  
Logistics Solutions**

10344 New Decade Drive  
Pasadena, TX 77507  
www.transoceanbulk.com  
Contact: Brennan Spearman  
Phone: 713-449-0716  
Email: b.spearman@  
transoceanbulk.com  
Region: Central

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**Chemicals**

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**Anderson Chemical Co.**

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

**BASF Corporation**

11501 Steele Creek Road  
Charlotte, NC 28273  
www.basf.com  
Contact: Scott Bryan  
Phone: 704-587-8044  
Email: scott.bryan@basf.com  
Products: Water treatment  
Region: Eastern

**Elkem Silicones**

Bluestar Co.  
2 Town Center Boulevard  
New Brunswick, NJ 08816  
www.elkem.com  
Contact: Tom Stremmlau  
Phone: 678-477-3366  
Email: tom.stremmlau@  
elkem.com  
Region: Central

**CCI**

3540 East 26th  
Vernon, CA 90058  
Contact: Joe Graffies  
Phone: 800-767-9112  
Email: 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  
Email: info@  
chemtechsolutions.com  
Products: Degreasers/cleaners  
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  
Email: dale.jezwinski@  
gmail.com  
Products: Degreasers/Cleaners  
for trucks, equipment, walls  
and floors, truck wash systems  
Region: Eastern, Central

**Vantage Oleochemicals**

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

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**Commodity Brokers/  
Traders**

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**Agri Trading**

P.O. Box 609  
340 Michigan Street SE  
Hutchinson, MN 55350  
www.agritradingcorp.com  
Contact: Kim Anderson  
Phone: 320-587-2133 or  
320-583-3209  
Fax: 320-587-5816  
Email: kim.anderson@  
agritradingcorp.com  
Region: Central

**Calpine Energy Solutions**

130 Voyage Mall  
Marina del Rey, CA 90292  
www.calpinesolutions.com  
Contact: Gene Owens  
Phone: 310-686-5702  
Email: gene.owens@  
calpinesolutions.com  
Products: Natural gas and  
power  
Region: Western

**Decom Inc.**

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

**E.B. Wakeman Company**

408 S Main Street, Suite 220  
Templeton, CA 93465  
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  
Email: 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  
Email: 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  
Email: 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.  
2483 Tracer Boulevard,  
17th Floor  
Stamford, CT 06901  
www.minibruno.us  
Contact: Alves Neri  
Phone: 203-422-2923  
Fax: 203-422-0441  
Email: aneri@minibruno.com  
Region: Eastern

**Pasternak, Baum & Co. Inc.**

500 Mamaroneck Avenue  
Harrison, NY 10528  
www.pasternakbaum.com  
Contact: Michael Sanchez  
Phone: 914-630-8080  
Fax: 914-630-8120  
Email: 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  
Email: 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  
Email: ashley.hummel@  
poet.com  
Products: Fats and oils  
Region: Central



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

**Third Coast Commodities LLC**  
220 N. Green Street  
Chicago, IL 60607  
Contact: Paul Dickerson  
Phone: 800-869-5124  
Fax: 847-589-0820  
Email: paul@thirdcoastcommodities.com  
Region: Central

**Universal Green Commodities**  
11 Beacon Street, Suite 415  
Boston, MA 02108  
www.ugcinc.com  
Contact: Jamie O'Brien  
Phone: 617-742-1111  
Fax: 888-782-5671  
Email: j.obrien@ugcinc.com  
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  
Email: dkimmel@wilburellis.com  
Region: Western

**W.W.S. Inc.**  
4032 Shoreline Drive, Suite 2  
Spring Park, MN 55384  
www.wwstrading.com  
Contact: Brett Perry  
Phone: 952-541-9001 or 888-645-6328  
Fax: 952-541-9206  
Email: brett@wwstrading.com  
Products: Commodity merchant-diser of fats, oils, and proteins  
Region: Central, Eastern, Western

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#### Consultants

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**Bolton & Menk Inc.**  
1519 Baltimore Drive  
Ames, IA 50010  
www.bolton-menk.com  
Contact: Greg Sinds  
Phone: 515-233-6100  
Fax: 515-233-4430  
Email: gregsi@bolton-menk.com  
Products: Environmental engineering and permit services, wastewater treatment facility design and studies  
Region: Central

**East Manufacturing Corp.**  
1871 State Route 44  
Randolph, OH 44265  
www.eastmfg.com  
Contact: Chris Cooler  
Phone: 330-325-8213  
Fax: 330-325-7851  
Email: ccooler@eastmfg.com  
Products: Trailers  
Region: Eastern

**Energy Management Resources Inc.**  
6324 N. Chatham, Suite 166  
Kansas City, MO 64151  
www.emr-energy.com  
Contact: Ginger Needham  
Phone: 816-883-1000  
Fax: 816-883-1001  
Email: gneedham@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  
Email: michael.beerends@ghd.com or  
jason.haelzle@ghd.com  
Region: Western

**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  
Email: sreid@reidengineering.com  
Products: Wastewater, water, utility, and site development  
Region: Eastern

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#### Equipment

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

**Alfa Laval Inc.**  
111 Parker Street  
Newburyport, MA 01970  
www.alfalaval.com  
Contact: Todd Blasé  
Phone: 262-716-3417  
Email: todd.blase@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  
Email: paulr@alloyhardfacing.net  
Region: Central, Western

**Anco Rendering Equipment**  
1420 Lorraine Avenue  
High Point, NC 27263-2040  
www.ancoeaglin.com  
Contact: Thomas Stanford  
Phone: 336-855-7800  
Fax: 336-855-7831  
Email: tom\_stanforth@ancoeaglin.com  
Region: Eastern

**Artex Manufacturing**  
P.O. Box 88  
Redwood Falls, MN 56283  
www.artexmfg.com  
Contact: Mike Anderson  
Phone: 507-644-2893  
Fax: 507-644-7000  
Email: manderson@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  
Email: 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  
Email: 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  
Email: kholmes@con-fab.com  
Products: Waste containers  
Region: Western

**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  
Email: 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  
Email: 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  
Email: rjobe@dupps.com  
Region: Central, Eastern, Western

**Frontline International Inc.**  
187 Ascot Parkway  
Cuyahoga Falls, OH 44223  
www.frontlineii.com  
Contact: John Palazzo  
Phone: 330-861-1100  
Fax: 330-861-1105  
Email: jpalazzo@frontlineii.com  
Products: Used cooking oil automated system (equipment only)  
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  
Email: jonathan.paul@g3hammers.com  
Products: Hammermill hammers  
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  
Email: info-usa@haarslev.com  
Region: Central, Western

**HF Press + Lipidtech**  
Harburg Freudenberg  
Machinenbau Gmbh  
103 Western Avenue  
Akron, OH 44313  
www.hf-press-lipidtech.com  
Contact: Jon Hanft  
Phone: 330-864-0800  
Fax: 330-864-5941  
Email: jon.hanft@  
us.hf-group.com  
Region: Eastern

**Industrial Hardfacing Inc.**  
218 E. Main Street  
Lamoni, IA 50140  
www.industrialhardfacing.com  
Contact: Chip Millsagle  
Phone: 800-247-7778  
Fax: 641-784-6923  
Email: sales@industhard.com  
Products: Equipment, repair,  
and consulting  
Region: Central

**Industrial Steam**  
1403 SW 7th Street  
Atlantic, IA 50022  
www.industrialsteam.com  
Contact: Jeremy Zellmer  
Phone: 712-243-5300  
Email: 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  
Email: jdennis@mactrailer.com  
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  
Email: 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: Casey Wilstead  
Phone: 602-272-6000  
Fax: 602-272-6700  
Email: casey@mmitank.com  
Products: Fabricate/install tanks  
and repair/replace equipment  
Region: Western

**MPI - Magnetic Products Inc.**  
683 Town Center Drive  
Highland, MI 48356  
www.mpimagnet.com  
Contact: Kyle Rhodes  
Phone: 248-887-5600  
Email: info@mpimagnet.com  
Products: Equipment design  
Region: Central

**Olson Manufacturing/  
V-Ram**  
620 S. Broadway  
Albert Lea, MN 56007-4526  
www.vram.com  
Contact: Rose Modderman  
Phone: 507-373-3996  
Fax: 507-373-5937  
Email: rmodderman@  
vram.com  
Region: Central

**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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: 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  
Email: jamesk@rollrite.com  
Products: Automated tarp  
system for trucking industry  
Region: Central

**RW Manufacturing**  
P.O. Box 599  
Stuttgart, AR 72160  
www.rwmfginc.com  
Contact: Randy Sweetin or  
Kevin Sweetin  
Phone: 870-673-7226  
Fax: 870-673-6131  
Email:  
rsweetin@rwmfginc.com  
ksweetin@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  
Email: mike.kilpatrick@  
saeplast.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  
Email: 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  
Email: arenick@seepex.net  
Products: Aseptic designs for  
food processing  
Region: Eastern

**Sturtevant Inc.**  
348 Circuit Street  
Hanover, MA 02339  
www.sturtevantinc.com  
Contact: Joe Muscolino  
Phone: 781-829-1431  
Email: jmuscolino@  
sturtevantinc.com  
Products: Air classifier/  
separator to reduce ash and  
increase protein in animal  
protein meals  
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  
Email: chuck@  
summittrailer.com  
Region: Eastern

**Superior Process Technologies**  
1915 Broadway Street NE  
Minneapolis, MN 55413  
www.superiorprocesstechnologies.  
com  
Contact: Doug Smith  
Phone: 612-378-8000  
Fax: 702-975-5758  
Products: Biodiesel production  
Region: Central

**Titus Manufacturing LLC**  
9887 6 B Road  
Plymouth, IN 46563  
www.titusinc.com  
Contact: Tom Read  
Phone: 574-936-3345  
Fax: 574-936-3905  
Email: 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: Stuart Swint  
Phone: 713-466-5888 or  
800-535-4372  
Fax: 713-466-3238  
Email: sswint@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  
Email: 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  
Email: 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  
Email: 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  
Email: doug@centrifugechicago.com  
Products: Repair, parts, service  
Region: Central

**Centrisys Corporation**

9586 58th Place  
Kenosha, WI 53144  
www.centrisys.com  
Contact: Jerod Swanson  
Phone: 262-654-6006  
Email: info@centrisys.com  
Products: Dewatering and thickening centrifuges, replacement parts, aftermarket service  
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  
Email: 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  
Email: ray.pietramale@elginindustries.com  
Region: Central

**Flottweg Separation Technology Inc.**

10700 Toebben Drive  
Independence, KY 41051  
www.flottweg.com  
Contact: Darren Smith  
Phone: 937-564-7900  
Fax: 859-448-2333  
Email: dsmith@flottweg.net  
Region: Eastern

**GEA Westfalia Separator**

100 Fairway Court  
Northvale, NJ 07647  
www.wsus.com  
Contact: Rawn Walley  
Phone: 201-767-3900  
Fax: 201-767-3416  
Email: 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  
Email: cbrock@greysunrentals.com  
Region: Central

**GTech**

27341 Spectrum Way  
Oakridge, TX 77385  
www.gtechus.com  
Contact: Dennis Edwards  
Phone: 832-616-2922  
Fax: 936-494-0012  
Email: dennis.edwards@gtechus.com  
Region: Central

**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  
Email: kjenkins@jenkinscentrifuge.com or ckirkpatrick@jenkinscentrifuge.com  
Products: Rebuild centrifuges, buy and sell equipment, manufacture horizontal centrifuges  
Region: Central, Eastern, Western

**Separators Inc.**

5707 W. Minnesota Street  
Indianapolis, IN 46241  
www.separatorsinc.com  
Contact: Quenton Lind  
Phone: 317-484-3745  
Fax: 317-484-3755  
Email: qlind@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  
Email: billing@brownssupply.com  
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  
Email: 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  
Email: john@fornazor.com  
Region: Eastern

**International Feed**

2500 Shadywood Road,  
Suite 300  
Excelsior, MN 55331  
www.internationalfeed.com  
Contact: Derek Michalski or Bernie Kaiser  
Phone: 952-249-9818  
Email: dmichalski@internationalfeed.com or berniek@internationalfeed.com  
Products: Supplier/Exporter/Marketer of animal protein meals and co-products  
Region: Central

**K-Pro U.S. LP**

475 Regency Park Drive,  
Suite 175  
O'Fallon, IL 62269  
www.k-pro.us  
Contact: Erin Rochman  
Phone: 314-425-8550  
Email: erin@k-pro.us  
Region: Central

**KimShe International Grain and Feed LLC**

475 County Road 520,  
Suite 104  
Marlboro, NJ 07746  
www.kimshellc.com  
Contact: Sherif Gendi  
Phone: 732-444-1136  
Email: sgendi@kimshellc.com  
Region: Eastern

**Scoular**

250 S Marquette Avenue,  
Suite 1050  
Minneapolis, MN 55401  
www.scoular.com  
Contact: Michael McCartan  
Phone: 612-335-8205  
Fax: 612-335-8770  
Email: mmccartan@scoular.com  
Region: Central

**Feed Manufacturers/Ingredients****3D Corporate Solutions**

601 N. 13th Street  
Monett, MO 65708  
www.3Dsolutions.com  
Contact: Jessica Kutz  
Phone: 417-236-9602  
Fax: 417-236-0039  
Email: jkutz@3dsolutions.com  
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  
Email: 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  
Email: 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  
Email: info@ini-agworld.com  
Region: Central

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**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  
Email: npappas@msmling.com  
Region: Eastern, Central

**Midwestern Pet Foods Inc.**

9634 Hedden Road  
Evansville, IN 47725  
www.earthbornholisticpetfood.com  
Contact: Bruce Blackford  
Phone: 812-867-4504  
Email: bblackford@midwesternpetfoods.com  
Region: Central

**NF Protein LLC**

1919 Grand Avenue  
Sioux City, IA 51106  
www.nfprotein.com  
Contact: Eric J. Lohry  
Phone: 712-279-1938  
Fax: 712-279-1973  
Products: Animal protein producer  
Region: Central

**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  
Email: 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  
Email: leighanns@thepetersoncompany.com  
Region: Eastern

**Wellens & Co. Inc.**

6700 France Avenue South  
Suite 106  
Minneapolis, MN 55435  
www.wellenscompany.com  
Contact: Matthew Wellens  
Phone: 952-925-4600  
Fax: 952-922-1555  
Email: wellens.company@gmail.com  
Region: Central

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**Financial/  
Professional Services**

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**Williams Mullen**

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

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**Laboratory/Testing**

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**Bureau Veritas**

12622 Highway 3  
Webster, TX 77598  
www.bureauveritas.com  
Contact: Carly Borel  
Phone: 713-451-2121  
Email: carly.borel@inspectorate.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  
Email: pkendrick@diversifiedlaboratories.com  
Region: Eastern

**FOSS North America**

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

**FSNS - Food Safety Net Services**

199 W Rhapsody  
San Antonio, TX 78216  
www.fsns.com  
Contact: Faustine Curry  
Phone: 888-525-9788  
Fax: 210-525-1702  
Email: faustine.curry@fsns.com  
Products: Laboratory/Testing  
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  
Email: operations@thionvillenola.com  
Region: Central

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**Samplers and Surveyors**

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**Cullen Maritime Services Inc.**

465 46th Street  
Richmond, CA 94805-2301  
Contact: John Spenik  
Phone: 510-232-6700  
Fax: 510-232-6766  
Email: cmsso@pacbell.net  
2126 E. 7th Street  
Long Beach, CA 90804  
Contact: John Spenik  
Phone: 562-433-4355  
Fax: 562-433-3457  
Email: 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 810  
Arlington, VA 22201  
www.afia.org  
Contact: Joel G. Newman  
Phone: 703-524-0810  
Fax: 703-524-1921  
Email: 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.poultryrenderers.com  
Contact: Rafael Rivera  
Phone: 678-514-1978  
Fax: 770-493-9257  
Email: 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  
Email: gary@garyconover.com  
Products: California dairy milk producer/trade organization  
Region: Western

---

**Other**

---

**Anitox Inc.**

1055 Progress Circle  
Lawrenceville, GA 30043  
Contact: Jesse Unsicker  
Phone: 309-648-1199  
Email: junsicker@anitox.com  
Products: Pathogen control, milling efficiency  
Region: Eastern

**Arreff Terminals Inc.**

Fornazor International Inc.  
3600 Elm Avenue  
Portsmouth, VA 23704  
Contact: Gloria Lambert  
Phone: 757-393-6534  
Fax: 757-393-2976  
Products: Bulk transloading/bagging  
Region: Eastern

**Caito Fisheries Inc.**

P.O. Box 2415  
San Francisco, CA 94126  
Contact: Jeanette Caito  
Phone: 415-441-2121  
Fax: 415-441-2221  
Email: caitosf@mcn.org  
Products: Seafood processor  
Region: Western

**Chemol Company Inc.**

P.O. Box 16286  
Greensboro, NC 27416  
www.chemol.com  
Contact: Fred Wellons  
Phone: 336-333-3050  
Email: fred@chemol.com  
Products: Bio-based and bio-renewable chemicals  
Region: Eastern

**Countryside Hides Inc.**

Boston Hides and Furs  
10261 Twin Angela Lane  
Alma Center, WI 54611  
Contact: Sidney Erickson  
Phone: 715-964-5021  
Fax: 715-964-5023  
Email: cowboycountryside@gmail.com  
Products: Dead stock removal, pet food, hides  
Region: Central

**Jacob Stern & Sons Inc.**

2104 75th Street  
Houston, TX 77011  
Contact: Jay Van Valen  
Phone: 713-926-8386  
Fax: 713-926-8128  
Email: jvanvalen@tx.jacobstern.com  
Products: Tallow  
Region: Central

**Kappa Products Corp.**  
1301 E. 99th Street  
Chicago, IL 60628-1697  
Contact: Paul Stern  
Phone: 773-374-0600  
Fax: 773-374-5625  
Email: paul@kappaproducts.com  
Products: Animal and vegetable oils producers  
Region: Central

**NSF International**  
789 Dixboro Road  
Ann Arbor, MI 48105  
www.nsf.org  
Contact: Elaine Vanier  
Phone: 757-319-2820  
Email: evanier@nsf.org  
Products: Certification body  
Region: Eastern

**Olymel S.E.C.**  
2200 Avenue Pratte  
Bureau 400  
St-Hyacinthe, QB, J2S 4B6  
Canada  
www.olymel.ca  
Phone: 450-771-0400  
Fax: 450-771-4872  
Email: ClaudeBourgault@olymel.com  
Products: Meat processor  
Region: Eastern

**Renewable Energy Group**  
416 S. Bell Avenue  
P.O. Box 888  
Ames, IA 50010  
www.regfuel.com  
Phone: 515-239-8117  
Products: Biodiesel production, feedstock procurement, marketing  
Region: Central

**Southwest Hide Co.**  
9207 W. Blackeagle Drive  
Boise, ID 83709  
www.southwesthide.com  
Contact: John Rueb  
Phone: 208-378-8000  
Fax: 208-377-9069  
Email: jr@southwesthide.com  
Products: DL,EX,HI  
Region: Central, Western

**Sustainable Sourcing LLC**  
19633 LaGrange Road  
Mokena, IL 60448  
www.sustainablesourcingllc.com  
Contact: Jody McCarthy  
Phone: 815-714-8055  
Fax: 812-645-1830  
Email: jodi.mccarthy@sustainablesourcingllc.com  
Products: Sustenance (food) for probiotic (animal) processes  
Region: Central

**The Jacobsen**  
3980 N. Broadway  
103/PMB #148  
Boulder, CO 80304  
www.thejacobsen.com  
Contact: Ryan Standard  
Phone: 563-223-9021  
Email: ryan@thejacobsen.com  
Region: Central

**Universal Maintenance Inc.**  
P.O. Box 104  
Murrayville, GA 30564  
www.universalmaintenance.com  
Contact: Jessica Colbert  
Phone: 706-297-0087  
Fax: 706-297-0088  
Email: jessica@bellsouth.net  
Products: General contractor  
Region: Eastern

**Val-U-Meat Pkg**  
2107 So. Milliken  
Ontario, CA 91761  
Contact: Steve Stiles  
Phone: 909-390-9828  
Fax: 909-390-9833  
Email: stevestiles@dslextreme.com  
Products: Dead stock removal - dairy  
Region: Western

**Validus**  
*A Division of Where Food Comes From Inc.*  
10538 Justin Drive  
Urbandale, IA 50322  
www.validusservices.com  
Contact: Brian Bennett  
Phone: 571-830-6603  
Fax: 703-563-6027  
Email: bennettb@validusservices.com  
Products: Professional services  
Region: Central

**Wells Fargo Food and Agribusiness**  
21 North Main Street,  
Alpharetta, GA 30009  
www.wellsfargo.com  
Contact: Jim Nutt  
Phone: 678-448-4472  
Fax: 678-448-4476  
Email: james.h.nutt@wellsfargo.com  
Region: Eastern

**Worcester Industrial Products**  
7 Brookfield Street  
Worcester, MA 01605  
www.shortening-shuttle.com  
Contact: Martha Hawley  
Phone: 800-533-5711  
Fax: 508-831-9990  
Email: mhawley@shortening-shuttle.com  
Products: Grease transport  
Region: Eastern

## Associate Members by Alphabetical

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Brown's Milling Supply Inc.	33	FRC - A JWC Environmental	29	NF Protein LLC	34	Trans Ocean Bulk	30
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Chem-Aqua Inc.	29	Hurley Brokerage Inc.	30	POET Nutrition	30	VRM Labs	29
ChemE Solutions Inc.	29	Impact Cleaning/DuBois	30	Poultry Protein & Fat Council	34	Walinga USA Inc.	33
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## 2018 International Active Members

### Akiolis Group

72 Avenue Olivier Messiaen  
Le Mans, 72000 France  
www.akiolis.com  
Contact: Stephan Grawitz  
Phone: 32-244-81-5010  
Fax: 32-244-81-5012  
Email: stephan.grawitz@akiolis.com  
Products: BM,CM,FM,PM,MB,MM,PF,SF,TG,YK

### Bachoco S.A. de C.V.

AV. Tecnologico #401 CD.  
Industrial  
Celaya, Guanajuato, 38010  
Mexico  
www.bachoco.com  
Contact: Juan Alejandro Hernandez Ripalda  
Phone: 46-1618-3593  
Email: juan.hernandez@bachoco.net  
Products: BM,FM,PM,PB,PF

### Daka Denmark A/S

Dakavej 10  
Loesning, 8723 Denmark  
www.daka.dk  
Contact: N.C. Leth Nielsen  
Phone: 45-5156-4600  
Fax: 45-7928-4008  
Email: ln@daka.dk  
Products: SF,TG,HI,EX,MM,MB, BM,FGAF

### Harinas de Minatitlan S.A. de C.V.

San Jose S/N - A. Col. Nueva Mina  
Minatitlan, Veracruz, 96760  
Mexico  
www.harinasdeminatitlan.com  
Contact: Andres Arbesu Lago  
Phone: 922-221-0909  
Fax: 922-221-0908  
Email: arbesu1@prodigy.net.mx  
Products: MB,Tallow

### Jabon y Grasas S.A. de C.V.

Cerrada Rafael Angel de la Peña #247  
INT 1 Colonia Transito  
Mexico City, Distrito Federal, 06820 Mexico  
www.jabonygrasas.com.mx  
Contact: Rodrigo Gonzalez Lopez or Andres Gonzalez Lopez  
Phone: 52-55-5788-8614  
Fax: 52-55-5788-8614  
Email: rgonzalez@jygsa.com.mx, agonzalez@jygsa.com.mx  
Products: Horn/h hoof meal, TG

### Kaura Coproducts S.L.

Ctra. SE-3410 KM 3  
Salteras, Sevilla, 41909 Spain  
www.kaura.es  
Contact: Maria Pabon  
Phone: 34-902-26-00-10  
Email: sales@renfeed.es  
Products: PM,Animal fat

### Peerless Holdings Pty. Ltd.

21 Evans Street  
Braybrook, Victoria, 3019  
Australia  
Contact: Julius Rath  
Phone: 613-9214-7777  
Fax: 613-9318-2396  
Products: TG,MB,BM,FM

### Productos para Aves y Animales S.A. de C.V.

Porvenir 67, Los Olivos,  
Del Tlahuac  
Mexico City, D.F., 13210  
Mexico  
Contact: Eduardo Lopez  
Phone: 52-555-845-0126  
Fax: 52-555-845-0127  
Products: MB,Animal fat

### Rengra - Rendimientos Grasos

Rengra SA de CV  
Km 7.5 Carretera Monterrey  
Monclova int "B"  
El Carmen, Nuevo Leon  
66550 Mexico  
www.rengra.com.mx  
Contact: Fernando Mendizabal Fernandez  
Phone: 52-818-1543220  
Fax: 52-818-1543216  
Email: fmf@rengra.com.mx  
Products: MBM,YG,Technical grade tallow

### Ryco Jamaica Ltd.

P.O. Box 239  
Mandeville, Manchester  
Jamaica W.I.  
www.rycoja.com  
Contact: Kevin Mullane  
Phone: 876-987-1891  
Fax: 876-987-1629  
Email: rycoja@aol.com  
Products: PB,YG,PF

### SARIA SE & Co. KG

Werner Str. 95  
Selm, 59379 Germany  
www.saria.com  
Contact: Kurt Stoffel  
Phone: 49-2592-210-258  
Fax: 49-2592-210-124  
Email: kurt.stoffel@saria.com  
Products: EX,FM,PB,RF,SF,TG, HI,MM,MB,BM,BFP,ET,FGAF, CM,PF,PM,YG

### ZheJiang Biomass Solutions Co. Ltd

25th Floor Global Center  
19 West Lake Culture Plaza  
Hangzhou, 310014 PR China  
www.cnbioms.com  
Contact: Jim Zhao  
Email: msn572@hotmail.com  
Phone: 86-571-85268601  
Fax: 86-571-88333322  
Products: OT

## 2018 International Associate Members

### Agro Commercial Terramar Chile

Carretera Goal.  
San Martin 13240 Paradero  
Colina, Santiago, 74340000  
Chile  
www.terramar-chile.com  
Contact: Sacha Ilic  
Phone: 56-2-860-8212  
Email: sacha.ilic@terramar-chile.com

### Cámara de Subproductos Ganaderos

25 de Mayo 347  
5\* piso oficina 556  
Buenos Aires, Argentina  
C1041AAE  
www.camsubprodganaderos.com.ar  
Contact: Daniel Di Pardo  
Phone: 54-11-5258-0997  
Email: ddipardo@camsubprodganaderos.com.ar  
Products: MB,Tallow

### ChinaFeedOnline.com

15th Floor, Radio City  
505 Hennessy Road  
Causeway Bay, Hong Kong  
www.chinafeedonline.com  
Contact: Christine Wang  
Phone: 852-2871-0708  
Fax: 852-2871-0950  
Email: hk@21cfo.com  
Products: China market information service

### Compania Scoular de Mexico S de R.L. de C.V.

Ave. Acueducto No. 4851  
Piso 3 Oficina 2  
Col. Puerta de Hierro  
Zapopan, Jalisco, 45116  
Mexico  
www.scoular.com  
Contact: Rodolfo Sanchez  
Phone: 52-33-3679-3000  
Fax: 52-33-3630-4807  
Email: rsanchez@scoular.com  
Products: Commodities broker

### De Smet Rosedowns Ltd.

Cannon St.  
Hull East Yorkshire, HU2 0AD  
England  
www.rosedowns.co.uk  
Phone: 44-1482-329864  
Fax: 44-1482-325887  
Email: rosedowns@desmetgroup.com

### FMC International Corp.

16th Floor, No. 866-1  
Zhong Zheng Road  
Zhonghe District  
New Taipei City 23586  
Taiwan, China  
www.fmcintco.com  
Contact: Slim Chou  
Phone: 886-2-8221-5733  
Fax: 886-2-2653-7006  
Email: fmc@fmcintco.com

### Guandong Guonon Economic & Trade Co. Ltd.

Rm. F, 18/F, Mingyue Ge  
Mingyue One Road  
Wuyang New City  
Guangzhou, Guangdong  
510600 China  
www.guo-nong.com  
Contact: Helen Zhou  
Phone: 86-20-87358081  
Fax: 86-20-87358082  
Products: Purchaser of US/  
Canadian proteins, YG, and T

### Haarslev Industries A/S

Bogensevej 85  
P.O. Box 65  
Bogense, DK 5400 Denmark  
www.haarslev.com  
Contact: Tony Johnson  
Phone: 45-63-83-1100  
Fax: 45-63-83-1120  
Email: info@haarslev.dk

**Keith Engineering (Australia) Pty. Ltd.**  
P.O. Box 354  
St. Clair, NSW, 2759 Australia  
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Phone: 612-9852-1000  
Fax: 612-9852-1001  
Email: admin@keitheng.com.au

**Materia Hnos SA CIF**  
Int. Camusso 1364  
Mar Del Plata, Buenos Aires  
Argentina 7600  
www.materiaoleochemicals.com  
Contact: Vicente Materia  
Phone: 54-223-499-3000  
Products: Oleochemicals

**MJI Universal Pte Ltd.**  
133 Cecil Street, #11-01A/B  
Keck Seng Tower  
Singapore 069535  
Contact: Johnny Hooi  
Phone: 65-6220-0067  
Fax: 65-6220-6678  
Email: johnhooi@mjiuniversal.com  
Products: MB,FM,PM,BM

**Natural Agricultural Co. (WA) Ltd.**  
P.O. Box 3117  
21 Edinburgh Road  
Enugu, 400001 Nigeria  
Contact: Dr. Emmanuel Okpara  
Phone: 234-8033-338210  
Email: graobynn@yahoo.com  
Products: Poultry processing, egg supplier

**Oleon nv**  
Assenedestraat 2  
Ertvelde, 9940 Belgium  
Contact: Hubert Denoose  
Phone: 32-9-341-17-52  
Fax: 32-9-341-17-49  
Email: hubert.denoose@oleon.com  
Products: EQ

**Proteinas Marinas y Agropecuarias S.A. de C.V.**  
Calle Dos Cañas 2775  
La Nogalera  
Guadalajara, Jalisco, 44470  
Mexico  
www.protmagro.com  
Contact: Raul Iniguez  
Phone: 52-33-38-10-21-85  
Fax: 52-38-38-10-30-49  
Email: rauliniguez@protmagro.com  
Products: DL

**Shanghai Gentech Industries Group Co. Ltd.**  
15F, Bldg 3, Lane 90, Jiuxin Road  
Songjiang District, Shanghai  
China 201615  
www.gentechchina.com  
Contact: Mark Rottmann  
Phone: 86-021-57633535  
Fax: 86-021-57632800  
Email: mrottmann@gentechchina.com  
Products: Importer

**Shanghai Roadbright International Trading Co.**  
Room 916,  
Port Compound No. 4100  
Shanghai, China 201108  
Contact: Cui Yu Min  
Phone: 86-21-34200811  
Email: shanghairoadbright@163.com

**Stord Process AS**  
Liamyrane 6, 5132 Nyborg  
Bergen, Norway  
www.stord-as.com  
Contact: Harald Nesse  
Phone: 47-551-97230  
Fax: 47-551-97239  
Email: harald@stord-as.com  
Products: EQ

**Teampower Feed & Grains Trading Ltd.**  
Rm 1803-1805,  
Great Eagle Centre  
No 26, Harbour Road  
Wanchai, Hong Kong  
Contact: Pang Kong Lik  
Phone: 852-2845-3000  
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Fax: 660-277-3466  
Email: appi@cvalley.net

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MBA, Director of Research  
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Fax: 571-970-2279  
Email: dmeeker@nationalrenderers.com

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1621 Glen Drive  
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Contact: Tina Caparella, Editor  
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# West Coast Renderers Battle Organics **Diversion**



By Tina Caparella

Facing an increased regulatory environment from both federal and California lawmakers, Pacific Coast Renderers Association (PCRA) members gathered in Carmel Valley, California, in early March to discuss and strategize their future.

PCRA President Doug Smith, Baker Commodities Inc., proposed renderers spend one or two days each year in the state capital to educate and build alliances with legislators and their staff so the industry is heard on pending issues.

“We are just not being loud enough,” Smith declared. Another arena where renderers need to present the industry in a positive light is schools, something that has been well-received in Reno, Nevada. A suggestion was to focus on science competitions, 4H groups, and other events at elementary, middle, and high schools. A \$15,000 proposal to develop print materials, a website, and contest prizes for students was presented and ultimately jointly funded by Baker Commodities and Darling Ingredients Inc. PCRA and National Renderers Association (NRA) members and staff are invited to contribute program materials.

Ross Hamilton, Darling Ingredients, covered current issues, including the Food Safety Modernization Act (FSMA). He shared that the Food and Drug Administration (FDA) has delayed inspections under the act due continued inspector training so inspections this year will be educational regarding current good manufacturing practices and FSMA plans.

“We can expect to see once-a-year inspections much like when BSE [bovine spongiform encephalopathy] regulations went into effect in 1997,” Hamilton remarked. In his opinion, based on the way FSMA is written, animal food standards will become more and more like human food, especially with regard to pet food.

David Meeker, NRA scientific services, joined the conversation about concerns over a recent discovery of pentobarbital in pet food, which some are blaming on animal proteins. He was quick to note that rendering companies who sell to pet food manufacturers do not process euthanized farm animals. The Pet Food Institute firmly believes that feed ingredients from on-farm deadstock pose an elevated animal health and food safety risk and petitioned FDA in 2017 to ban all deadstock from the food/feed stream. At the time, FDA responded that the matter was a low priority, yet in a recent

guidance document on preventive control, the agency includes pentobarbital as a chemical hazard and recommended against using tissues containing residues as animal food.

Hamilton highlighted PCRA priorities as the consequences of state actions on diversion of raw materials/organics, rendering’s essential service of deadstock collection to state veterinarians, and examining developing a California disposal hierarchy similar to a federal one used by the Environmental Protection Agency (EPA).

Paula Batarsch, California Department of Food and Agriculture (CDFA), made her inaugural appearance at PCRA’s convention since joining the department last spring.

“What attracted me to CDFA nearly one year ago was the rendering industry,” she commented.

“I am learning a lot about food safety and animal health.” As a chemical engineer, Batarsch worked for California EPA (CalEPA) for 28 years prior to being hired as chief of the Meat, Poultry, and Egg Safety Branch last year. She believes discussions with CalEPA are an opportunity to ensure inedible meat material is handled in the safest way possible, and is hiring three additional team members to join the CDFA inedible kitchen grease program.

“We are looking at a very good year ahead and working with all of you,” Batarsch commented.

Dennis Albiani, California Grain and Feed Association, commented that Batarsch is a “breath of fresh air to build the relationships with state government agencies that are important to renderers.” He also agreed with Smith that political action is an area PCRA needs to focus on more. Albiani then talked about the external stressors faced by the state’s renderers this year, such as mid-term and fall elections in which all statewide offices, including governor, and 20 senate and 80 assembly seats are up for grabs, and a state legislature that is against most of President Donald Trump’s actions.

Albiani highlighted a number of legislative issues in California that renderers need to pay attention to:

- Assembly Bill 3036, introduced by the state’s cattlemen, would prohibit feeding food waste to cattle (PCRA supports this bill);
- Senate Bill 71 is primarily aimed at those who steal recyclable cans and bottles from household bins put out for collection but could possibly include organics;



Paula Batarsch, CDFA, talks about the work being done with California’s renderers.

- Senate Concurrent Resolution 100 is a threat to livestock production as it is aimed at meat products that could contain carcinogens; and
- Assembly Bill 1745 that would ban the combustion engine by 2040. Although it is unlikely this bill will go through, it threatens the state's biofuels industry and dampens investments into renewable fuels.

Albani declared that the 800-pound gorilla in the room is implementation of the state's organics recycling rule, Senate Bill 1383, that was signed into law in September 2016. However, while it is a threat to rendered products, Albani thinks there is also an opportunity to "get it right." He credited CDFA for doing a "great job" engaging with other state agencies on this matter, adding that renderers need to take a more aggressive approach to educate counties, cities, retailers, food processors, and livestock organizations on rendering as they do not know about the industry.

NRA Chairman Ridley Bestwick, West Coast Reduction, shared the Canadian landscape, where the country's Clean Fuel Standard imposes a 29-cent-per-gallon fuel tax on diesel and a 19 percent carbon tax on companies that brings in a staggering \$1 billion per year that goes toward green energy projects.

"The [carbon tax] impact is \$500,000 per year on West Coast Reduction as a company, which goes to a process that diverts product away from West Coast Reduction," Bestwick explained. "It makes it almost impossible to compete." Canadian renderers have requested meetings with government to ensure a level playing field as existing rendering companies do not receive any subsidies or credits for already diverting organics. Bestwick showed how West Coast Reduction has

adapted EPA's food waste recovery hierarchy to show the importance and sustainability of rendering in these efforts.

Meeker recapped a presentation he gave at the Pet Food Conference held in conjunction with the International Production and Processing Expo in Atlanta, Georgia, in late January, where he declared "this is not your father's rendering industry." He noted that although BSE regulations came out 20 years ago, the rendering industry continues to face additional feed rules.

NRA President Nancy Foster reviewed events that have taken place since PCRA's last convention a year ago, including challenging governing issues for Trump, bold new proposals in Congress with little Republican consensus, continued uncertainty for support of biodiesel federal tax credits, and major tax reform that should benefit renderers and their employees. Foster stated that with mid-term elections coming up this fall, there is debate in Washington, DC, on how much Republican lawmakers will compromise to appease more voters. One of the biggest agriculture issues in Washington this year is a new North American Free Trade Agreement (NAFTA), which is important for rendered product exports to Canada and Mexico. While Trump touts a "buy American, hire American" agenda, many are working to educate him on the importance of NAFTA exports for American-made products.

Foster pointed out that food waste legislation has been introduced again in Congress that would provide federal funding to build large-scale composting and food waste-to-energy facilities. NRA is actively working to ensure lawmakers are aware of rendering's role in food waste.

PCRA's next convention is scheduled for March 8-9, 2019, in Carmel Valley, California. **R**



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## Speak Up for Rendering in Washington

Many decisions about to be made in Washington, DC, could help or possibly harm the United States (US) rendering industry. Consider the recently announced import tariffs on steel and aluminum that invite foreign retaliation against US agricultural exports, including rendered products. Or new threats to biodiesel from the US Environmental Protection Agency with its weak support of the Renewable Fuel Standard in addition to no federal biofuels tax credits for 2018, at least not yet.

These challenges and others from lawmakers in Washington, DC, will affect rendering businesses. For example, the Food and Drug Administration (FDA) will decide soon whether to increase regulation for rendered products in pet food after discovery of the presence of pentobarbital. A new North American Free Trade Agreement (NAFTA) could benefit renderers or, if it contains certain “poison pills,” may seriously harm rendering raw material suppliers with collateral damage to the industry.

To encourage members of Congress to support the rendering industry when they vote, the National Renderers Association (NRA) invites all active renderer members to come tell their story at the association’s Washington Fly-in June 11-13, 2018. By attending, renderers will gain a good understanding of the issues shaping the opportunities and risks to their businesses and build stronger rendering relationships.

The fly-in kicks off with a private briefing from leading political and economic influencers on key issues affecting the rendering industry. A networking dinner the first evening provides an inside look at Capitol Hill and this fall’s congressional elections. After breakfast with a congressional speaker the next morning, renderers will head to Capitol Hill for meetings with their senators, representatives, and their staff. Members of Congress are glad to hear about rendering and how their decisions will affect renderers in their states and congressional districts.

Renderers may not fully realize how important it is to speak personally with their elected representatives. These members of Congress very much want to understand how the laws they are considering impact renderers as their constituents. Senators and representatives need to better understand the important role renderers play in their communities as employers and also as local leaders. Rendering companies provide valuable full-time jobs with benefits, often in rural communities that do not have widespread employment opportunities. The world would look a lot different without rendering. By speaking up, renderers can influence congressional action that impacts the future of their business, their freedom to operate, and the cost of complying with new laws and regulations.

NRA uses a two-pronged strategy to advocate the interests of the rendering industry to Congress. First, NRA lobbies and educates Capitol Hill, the president’s administration, and federal regulatory agencies. Second, personal meetings by renderers with their Congress members carry much weight

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**By coming to the fly-in, renderers educate Congress on the important role of their \$10 billion industry in agriculture, environmental protection, and the manufacturing of hundreds of industrial and personal care products.**

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when they talk about the real world influence of legislation on their business.

As the industry’s “boots on the ground,” the association serves as the leading voice for rendering in Washington, DC, and is regularly consulted for advice and analysis. There is no other organization that promotes and defends the US rendering industry. NRA works with other agricultural organizations and allied groups to advance the rendering agenda and to keep rendering’s interests in front of decision makers on the industry’s important issues.

NRA’s Washington political consultant, Steve Kopperud, monitors Congress and lobbies on behalf of the rendering industry. The NRA staff also educates and advocates for rendering in coalitions, to government regulators, and with Kopperud on Capitol Hill.

Advocacy for the rendering industry is a high priority in NRA’s 2020 Strategic Plan. The association’s overall mission is to advocate for a sustainable food chain, public health, and the environment through the production and marketing of rendered products and services. To accomplish this, NRA

- promotes effective public policy, regulation, and technology;
- encourages responsible business practices;
- supports free movement of rendered products in domestic and international markets; and
- improves stakeholder awareness and understanding of the value of rendering.

The NRA Legislative Committee will soon identify this year’s issues that are recommended for renderers to discuss during congressional fly-in meetings. Members of Congress like to talk about important proposals they will vote on soon, so much depends upon the summer legislative agenda. By the June fly-in, the farm bill may be approaching a floor vote and 2018 biodiesel tax credits could be on the front burner. FDA will also be closer to making decisions on pet food ingredient regulations and hopefully good progress will have been made in NAFTA negotiations with some rendering problems solved through the agreement. However, this new NAFTA will not be official until ratified by Congress so Capitol Hill will play an important role.

So mark your calendars for June 11-13 and come to NRA’s Washington Fly-in. It is always a popular event. For more information, please contact Heather Davis, NRA’s coordinator of member relations and operations, at [hdavis@nationalrenderers.com](mailto:hdavis@nationalrenderers.com). I hope to see you there! **R**

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# Biofuels Tax Credit Reinstated, but Only for 2017

After the second United States (US) government shutdown earlier this year, Congress ultimately passed a two-year funding bill that included a reinstatement of the \$1-per-gallon blender’s tax credit for biomass-based diesel – but only retroactively covering 2017.

The bill was signed by President Donald Trump in February and was welcomed by the biofuels industry. However, it was disappointing there was no provision for 2018 or beyond, effectively continuing the uncertainty that contributes to price volatility, particularly in the biodiesel market. The tax incentive has had bipartisan support since its inception at the end of 2005, but has lapsed five times since then.

Industry participants plan to continue working with legislators on bills to extend the program long term, although it is unclear what will happen in 2018. The National Biodiesel Board (NBB) has worked for years to reform the blender’s tax credit into a domestic producer’s tax credit that would exclude foreign producers from receiving federal tax dollars. This effort, however, has not resulted in any meaningful legislation.

In state news, the California Air Resources Board (CARB) released “unofficial” Low Carbon Fuel Standard (LCFS) rulemaking documents on February 20, the first time an unofficial label was used in a document release. These proposed amendments were not associated with a workshop or board meeting but did contain some provisions previously addressed in CARB workshop documents, including additional electric vehicle credits for renewable energy and time-of-day, renewable jet fuel, transportation propane, and the option to add military fuels, among other things.

A day after CARB’s announcement, the federal US Department of Commerce (DOC) announced the affirmative final determinations in the antidumping duty investigations of imports of biodiesel from Argentina and Indonesia. DOC determined that exporters from these two countries had sold biodiesel in the United States at 60.44 to 86.41 percent and 92.52 to 276.65 percent, respectively, below fair market value. As a result of those determinations, DOC will instruct the US Customs and Border Protection to collect cash deposits from importers of biodiesel from Argentina and Indonesia based on these final rates.

This ruling comes on the heels of a related DOC decision last December in the countervailing duties case that determined Argentina and Indonesia unfairly subsidized their biodiesel exports. Exporters from these two countries must pay both antidumping and countervailing duties on every gallon sold in the United States. In 2016, imports of biodiesel from Argentina and Indonesia were valued at an estimated \$1.2 billion and \$268 million, respectively.

## California Conference Well-received

The California Advanced Biofuels Alliance (CABA), which recently changed its name from the California Biodiesel Alliance, held its seventh annual conference in Sacramento, California, in early March. This event has grown in size and stature over the years and offers information and current market status updates in the Golden State.

As part of his presentation on the LCFS’s 2018 amendments, Floyd Vergara, chief of CARB’s Industrial Strategies Division,

**Table 1. Proposed LCFS schedule for carbon intensity percentage reduction**

2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
6.25	7.50	8.75	10.00	11.25	12.50	13.75	15.00	16.25	17.50	18.75	20.00

The most important provision was the change in reduction target percentages for carbon intensity (CI) from 2010 levels. This new rulemaking would significantly change the overall CI reduction targets in transportation fuels for years 2019 through 2030, starting by lowering 2019 to 6.25 percent and then raising it 1.25 percent per year going forward (table 1). This would effectively straighten out the curve but most importantly it would allow much more achievable targets in the near term. It was previously thought the 7.5 and 10 percent targets in 2019 and 2020, respectively, would be difficult to reach so both years’ goals are now a less ambitious 6.25 and 7.5 percent with the 10 percent target set for 2022. It is significant to note that the previous 2030 target was 18 percent but, with these new provisions, that has been raised to 20 percent.

Even though CARB preannounced this unofficial rulemaking, the LCFS credit market reacted strongly to the news, falling about 30 percent from just over \$150 per metric ton (MT) the next day before rebounding to about \$125 per MT.

assured attendees that state government recognizes the need for biofuels. Alexander “Lex” Mitchell, manager of CARB’s Emerging Technology Section, reviewed the Alternative Diesel Fuel (ADF) regulation’s new 2018 requirements and revealed that CARB is planning to split the sunset provision of the regulation in the next version so it applies separately to on-road and off-road vehicles under the 2018 amendment. This is important because Mitchell had previously suggested the two provisions would be combined and the sunset would be pushed until 2030 or beyond.

Steve Howell, MARC-IV, gave an overview of the exhaustive work he has done to research and present technical arguments to the California State Water Resources Control Board. This has led to positive engagement toward changing the state’s underground storage tank regulations to reflect the US Environmental Protection Agency’s (EPA’s) 2015 guidance requiring no materials compatibility documentation for blends up to 20 percent biodiesel. If EPA’s guidance is adopted, this would allow existing double-walled underground storage

tanks to hold blends up to 20 percent biodiesel immediately, opening up blending opportunities around the state and potentially increasing biodiesel consumption dramatically.

Keynote speaker Senator Henry Stern (D) stressed his belief that California can achieve its climate goals through big, bold actions and added another policymaker voice to the day's chorus citing biofuels as necessary for that success. He thanked the group for taking the time to come to Sacramento and urged at least quarterly visits to legislators.

This author began a regional panel by reviewing the range of issues impacting the California market and ended with a focus on the need to solve a bottleneck caused by inadequate terminal blending infrastructure. Tyson Keever, SeSequential, detailed the important progress being made in Oregon as the state's Clean Fuels and related programs expand. Jeff Haas, General Biodiesel, discussed Washington's long struggle to make progress on biofuels, pointing to the light now visible at the end of the tunnel due to new state democratic leadership. Fred J. Ghatala, Advanced Biofuels Canada, surveyed the inspiring range of low carbon policies in the nation and provinces of Canada.

During the conference, NBB honored retiring CABA Executive Director Celia DuBose with its Climate Leader Award. DuBose was the first employee and a founding member of the California Biodiesel Alliance. She played a key role in grassroots biodiesel development efforts in the San Francisco Bay Area and has been a leader and trusted resource on biodiesel technical and policy issues in California for well over a decade. Her leadership greatly contributed to making California the largest biodiesel market in the nation.



Celia DuBose (left) and NBB's Donnell Rehagen

**This and That**

Advanced biofuel producer World Energy LLC, based in Boston, Massachusetts, has purchased Delek US Holdings Inc.'s interests in renewable diesel/jet fuel producer AltAir Paramount LLC and its Paramount Petroleum LLC refinery assets, both co-located in Paramount, California, as well as an adjacent tank farm and most of Delek's California pipeline assets. The buy includes a 63-acre complex consisting of a 45-million-gallon-per-year renewable jet fuel/diesel production facility, 1.7 million barrels of product storage, a truck rack with 28,000 barrels per day of throughput capacity, rail storage for up to 70 railcars, and pipelines stretching over 71 miles connecting the facility to major Southern California distribution hubs including Long Beach. AltAir's co-

founder, Bryan Sherbacow, will join World Energy's executive leadership team.

AltAir is the world's first renewable jet refinery and one of only three US renewable diesel plants; the other two are owned and operated by Renewable Energy Group and Diamond Green Diesel, a joint-venture between Darling Ingredients Inc. and Valero Energy. Founded in 1998, World Energy operates biodiesel manufacturing plants in Houston, Texas; Natchez, Mississippi; Rome, Georgia; Harrisburg, Pennsylvania; and now Paramount, California. The company also operates distribution hubs throughout the country.

Renewable Energy Group Inc. President and Chief Executive Officer Randy Howard said he was very pleased

*Continued on page 47*

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## PAPs – A Feed Ingredient of the Past?

“In 2050, there will be nine billion people in the world with an increasing appetite for meat, milk, and eggs. How can we meet the needs of this future population?”

It seems as if every second or third presentation in the food and feed sector starts with this statement. This was also the case at the Feed Protein Vision 2018 held in Amsterdam, the Netherlands, in early March organized by feednavigator.com.

As the conference title states, the focus was on available protein supply in the future. Aquaculture outperforms beef production while poultry outperforms pig production. Both fish and poultry need higher inclusion of protein in their diets so this shift can exacerbate the situation. Soybeans have been optimized for higher oil content, which leads to reduced protein yields independently whether they are produced in South or North America or even China. Moreover, the so-called first generation biofuels are under pressure due to the fuel versus food discussion. If European Union (EU) countries reduce their biofuel promotion scheme, some European farmers might stop growing rapeseed. Contrary to that, calculations show that Europe has a protein self-sufficiency up to 60 percent if all hidden protein sources in grain, including by-products like dried distillers grains or forage are included. If Ukraine is included as part of Europe, then 100 percent self-sufficiency can be achieved in just a few years.

Some new emerging protein sources and techniques were presented at the feed conference.

**Insects:** This protein source has been hyped for years and now everyone has heard about it. The EU recently changed legislation to allow novel food and feed from insects. A German supermarket just put pasta with 10 percent meal worms on the shelf for 24 euro per kilogram (\$13 per pound). Europe allows six insect species to be used for feed and because they are considered farmed animals, all relevant legislation must apply (i.e., no feeding with food waste, manure, etc.). One advantage is their production rate, which today is 10 times more biomass of insects per square meter than that of cattle. If the production is layered, it can be increased even more. The current problem is that no plant exists that can produce 10,000 to 15,000 metric tons. Another issue is insects are what they eat, which means they can pose a risk due to accumulation of contaminants in feed. Some species accumulate heavy metals, some do not. Some are able to break down completely or partly toxic components like mycotoxins, such as Deoxynivalenol or Ochratoxin A. Research on insecticides, pesticides, and pathogens like *Salmonella*, *E. coli*, and campylobacter are ongoing. Insects' proven harmlessness will be a prerequisite for all European food safety schemes.

**Amino acids:** Supplemental use of amino acids to achieve a balanced diet can reduce the protein content in feed. This requires good knowledge of the feed composition. A general reduction of two percent protein in pork or poultry diet is possible. One percent less protein reduces about nine percent nitrogen excretion through faeces.

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**The challenge is that in 17 years since the EU feed ban, three to four generations of animal nutritionists have finished their university educations without any knowledge about PAPs.**

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**Seaweed:** Different red, brown, and green seaweed are already available but depending on species and place of harvest, the nutrient content like proteins show high variations. The digestibility is 25 percent compared to soy but probiotic effects could be shown such as anti-bacterial or anti-inflammatory. An inclusion in low volumes could stimulate the immune response.

**Microalgae:** Contrary to seaweed (macroalgae), microalgae are a single cell protein. Digestibility is comparable to soy, but not better. Inclusion is limited due to ash content (salt, marine species). The replacement potential is envisaged to be 15 percent in diets. Microalgae provide micronutrients, increase the omega 6:3 ratio (after defatting), and color egg yolk.

**Single cell protein (SCP):** The production rate for SCP is manifold of that from plants, with opportunities in profiling them as well. In Norway, successful tests were done with Methanotroph bacteria using natural gas as its feed. First results showed enhanced feed intake and feed efficiency in piglets and a low risk in high quality meal. The current low natural gas prices make the production profitable. Plants are being built in Teeside, United Kingdom, and in Tennessee in the United States. Also in Norway, yeast was grown on enzymatically treated lignocellulose. Production is only viable when residues from a whole bio-refinery concept are used as the yeast substrate. Feeding trials with both SCPs showed good results.

A presentation given by Rabobank, a Dutch bank that specializes in agriculture, illustrated the investment potential of every alternative protein production. It showed a high interest in all novel protein production opportunities, their industrial implementations, and their future expansions. While many investments were start-ups, larger well-known companies were named.

A conference panel discussion about processed animal proteins (PAPs) in fish diets in Europe showed the high potential this protein source immediately has. This author explained the available volumes, the average protein contents, and the digestibility of nitrogen and phosphorus. Trygve Berg Lea, Skretting, looked back on a long experience with PAPs and favors their good digestibility and sustainability. Fish farmers in southern Europe are already using PAP while Norwegian salmon farmers still need some time but are interested. Brett Glencross, University of Stirling, who worked for a long time in Asia and Australia, is still surprised over the reluctance of not



only European fish farmers to use PAPs but also by feed mills and retailers.

Fish meal from fish trimmings is highly welcome in the EU yet PAPs are not, an ignorance that must change. The challenge is that in 17 years since the EU feed ban, three to four generations of animal nutritionists have finished their university educations without any knowledge about PAPs. For them, it is now an old novel feed. The animal by-product industry must recognize this and provide education.

The conference showed interesting and promising solutions for the coming protein challenge. Many novel technologies must provide consistencies in supply and safety and then in available volumes. Once established, they have the potential to grow to global players. On the contrary, PAPs are immediately available in relevant volumes and their quality is well-known. Outside Europe, their use in feed is accepted but Europe is now on the move to relearn old knowledge of PAPs.

Therefore, the answer to this article's headline question is yes, PAPs are proteins of the past but of the future as well. Reliable quality is timeless! **R**

**Biofuels** *Continued from page 45*

with how Trump expressed his continued support for renewable fuels at a White House meeting on March 1, where at least one issue was made very clear – there is no concern with biodiesel in the Renewable Fuel Standard. Howard joined other top biofuel company executives who met with Trump, Vice President Mike Pence, EPA Administrator Scott Pruitt, and several petroleum refiners to discuss modifications to the standard.

Agron Bioenergy, a 15-million-gallon-per-year biodiesel producer in the California central-coast agricultural town of Watsonville, reopened in February after being acquired last year by Wall Lake, Iowa-based Western Iowa Energy, which produces 45 million gallons of biodiesel annually at its Midwest plant. The company has hired eight people and plans to hire another 10, and has not yet disclosed what feedstock will be used to produce biodiesel at the plant.

Targray Technology International has been granted a certification by CARB for its nitrogen oxide (NOx) mitigation additive. Targray intends to use this additive to comply with CARB's ADF

regulation that requires mitigation of a slight increase in NOx emissions in biodiesel blends higher than five percent. This is the third additive made available for ADF compliance. California Fueling has been marketing two other additives since last year and more companies are expected to announce products this year.

In the 2018 Hawaii state legislative session, Senator Lorraine Inouye (D) introduced a bill requiring on-road fuel sold in the state to contain no less than 10 percent biofuel by volume. The bill also amends the definition of biofuels to include ethanol and biodiesel. If the bill passes, it would move the state toward its intended transportation renewable energy goals and further support the achievement of the Hawaii Clean Energy Initiative's objective of 100 percent clean energy by 2045.

The Western Contra Costa Transit Authority public transportation service in the east San Francisco Bay Area in California has switched its entire fleet of 45 heavy-duty buses from petroleum diesel to Neste renewable diesel. The transit authority operates a network of 14 fixed routes carrying more than 1.3 million passengers annually. **R**

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# Pet Food Alliance: A New Way of Engagement

While food safety and animal nutrition are important for the use of rendered products in pet food, the area of pet food functionality deserves its own research emphasis. The pet food market is growing fast and there are value-added opportunities for rendered products. With this in mind, the Fats and Proteins Research Foundation solicited proposals to find a university interested in running a program that would bring together various groups that focus on pet food and work on issues crucial to the entire supply chain. Colorado State University won the bid and the new Pet Food Alliance was created. The goal of the alliance is to identify, research, and advance opportunities for rendered products in the high-value pet food market.

The Pet Food Alliance brings together members of the pet food, meat processing, and rendering industries to collaboratively develop implementable solutions for industry challenges and recognize opportunities for innovation, growth, and mutual success. The key pillars of the alliance are to focus on uniting these groups to engage with and encourage widespread participation from additional industry members, to facilitate research guided by industry input to address real-world challenges, to establish multidisciplinary collaborations with academia and industry, and to proactively engage in building sustainability across all efforts.

The inaugural meeting of the Pet Food Alliance was May 2017 at Colorado State University in Fort Collins, Colorado. This began the process of bringing professionals from the pet food, rendering, and meat industries together with research scientists. The intention was to advance both the pet food and rendering industries by identifying high priority research needs and working together to design projects that will enhance the use of rendered products in pet food.

During this meeting, four opportunities were identified and prioritized: oxidation control, extending shelf life, new ingredients extracted from animal by-products, and new consumer-friendly ingredient definitions. The core of the meeting began by discussing attendee survey results aimed at pinpointing industry challenges. Small groups identified the top two challenges in each sector of the industry that were later used as prompts for targeted small-group discussions. The conversations led to the creation of a list of questions to be answered. Through discussion and voting, the top two challenges in each area were identified.

The alliance met for the second time in December 2017. More than 50 people attended – 28 percent from rendering companies, 11 percent from meat packers/poultry processors, 33 percent from pet food companies, 22 percent were researchers, and 6 percent were other suppliers. The original four opportunities developed at the first meeting were explored in more detail. The working groups include oxidation and the maintenance of product quality, *Salmonella* and other threats to public safety, consumer perception, and industry sustainability.



Each of these groups developed the following set of action items for 2018:

- Oxidation and maintenance of product quality
  - Determine why peroxide value is utilized and what threshold is used.
- *Salmonella* and other threats to product safety
  - Develop request for proposals around industry practices.
  - Develop good manufacturing practices around transportation and storage.
  - Gather information about the pet food supply chain: do they follow the same rules?
  - Develop request for proposal regarding mitigants of *Salmonella* in pet food.
- Consumer perception
  - Engage the American Association of Feed Control Officials to set the stage for ingredient definition change.
  - Invite more pet food companies to alliance meetings.
  - Begin pet food focus groups to better understand the consumer market.
- Industry sustainability
  - Generational engagement
    - \* Alliance-housed structure for undergraduate fellows/interns (2019).
    - \* Develop projects, find institutions, and create a budget (2018).
  - Identify models for bridging generations and transitioning into new eras.

Participants are not restricted to one working group. Discussions and work will continue between meetings by email and conference calls. The intent is to (1) identify problems, (2) conduct necessary information gathering and research, (3) find solutions, (4) publicize and implement solutions throughout industries, and (5) repeat.

Future meetings include a webinar on oxidation and another research strategy meeting June 27-28 immediately following the American Meat Science Association’s 71st Reciprocal Meat Conference in Kansas City, Missouri.

For more information, contact Jennifer Martin at [jennifer.martin@colostate.edu](mailto:jennifer.martin@colostate.edu), Dr. David Meeker at [dmeeker@nationalrenderers.com](mailto:dmeeker@nationalrenderers.com), or log on to <http://fprfalliance.agsci.colostate.edu>.

R

German media outlet, “We will put tariffs on Harley-Davidsons, on bourbon, and on blue jeans – Levi’s,” products from politically-sensitive Republican states. Other provisional targets favored by Europe include steel products but also orange juice, tobacco, kidney beans, rice and rice products, cranberries, peanut butter, dairy, and other agricultural products. Juncker added, “This is basically a stupid process, the fact that we have to do this. But we have to do it. We can also do stupid.” The WTO reported more than 18 countries expressed concern over US tariff actions within 48 hours of the Trump proclamation.

Nevertheless, targeting US agriculture exports has long been the go-to method of striking back at America in trade disputes. “If they’re looking for ways of inflicting pain on the US, then agriculture is going to be a prime target,” said the Institute for International Economics in an interview during the flurry of hand-wringing and hair-pulling shortly after Trump’s announcement.

The general business community announced coordinated efforts to derail the tariff tactic. In a rare show of bipartisanship led by Republicans, both leadership and the rank-and-file in Congress condemned the tariff concept as out of hand. Legislation to block or roll back the tariffs is inevitable – Senator Jeff Flake (R-AZ) leads the Senate charge – and House bills are likely to be introduced by Republicans. Within hours of Trump’s announcement, 107 House GOP lawmakers sent a letter to the White House pleading with the chief executive to at least narrow the targets of the tariffs, a plea sent earlier by Speaker Paul Ryan (R-WI).

However, even with the promise of flexibility in exempting certain countries from the tariffs, both general business and the ag community are not taking the tariff decision lying down or counting on the White House to mitigate their collective pain.

The National Foreign Trade Council – with a membership of many major ag exporters such as the American Soybean Association, National Council of Farmer Cooperatives, National Pork Producers Council, and U.S. Wheat Associates – formed the Alliance for Competitive Steel and Aluminum Trade, moving swiftly to

lobby Congress and the administration to ensure the economic consequences of tariffs are well understood. The group’s message is that any tariffs are a regressive tax on food, beverages, and consumer products and will work to put the brakes on an accelerating US economy. The group cited the “double whammy” of increased costs to domestic producers along with economic pain to industries whose products are the target of retaliation.

A casualty of the president’s let’s-make-a-deal approach to world trade and a negative consequence of the Trump tariffs program was the resignation of former Goldman Sachs executive Gary Cohn as director of the National Economic Council. Cohn has been the loudest voice within the president’s inner circle opposing the tariff idea as antithetical to broadening US export markets and strengthening this country’s balance of trade. Cohn’s departure was lamented as the loss of a major agricultural ally on free trade, leaving the president to stand with Commerce Secretary Wilbur Ross and trade advisor Peter Navarro, both protectionists, or as Trump likes to call them “nationalists.” Cohn would be a “globalist” in the president’s vernacular.

However, during that same cabinet meeting where Trump talked about tariffs 2.0, he said he expects Cohn to return to the White House in the not-

too-distant future. Multiple media outlets reported Cohn was in discussions with the president for several weeks on a promotion to a cabinet level job so it appears part of Cohn’s reason for resigning was due to the dearth of cabinet level jobs he covets. “The president has a treasury secretary, he’s got a chief of staff, so there was no place to go, at least right now,” opined one television talking head.

On trade broadly, Trump does not hide his distaste for and distrust of multinational trade deals, NAFTA, or just about any other trade treaty signed by the United States in the last few decades. He says the United States is routinely “ripped off” by such treaties as they exacerbate US trade deficits with trading partners. He pledged during his campaign that if elected, every US treaty would be up for reexamination and possible renegotiation.

Trump is not a president who talks free trade but rather “fair trade.” He machine guns statistics at the media on trade imbalances suffered by the United States, pointing at a general \$800-billion trade deficit. The man right now is the quintessential protectionist, strongly believing the United States has been used and abused by just about all of its trading partners going back to the President Dwight D. Eisenhower administration.

*Continued on page 51*



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# Air Classification = Low Ash, High Protein Products

Rendered animal meals provide a great source of protein for livestock but often contain levels of ash that are too high to be used in pet food for domestic animals (i.e., dogs and cats). This forces producers to rely on the quality of raw materials to determine when pet food-grade meals can be made. When there is a shortage of low-ash raw materials, producers simply cannot make high-value pet food-grade products.



The challenge is to convert livestock-grade protein meals into meals favored by pet food manufacturers without any waste. In other words, create two products from one.

with the machine. Once the best selector blade setting is determined, operators can simply dial in a speed adjustment using a variable speed drive to fine-tune the desired product specifications or to compensate for any unexpected changes in the composition of the raw materials (i.e., ash, protein, fat, moisture). In all cases, there is a controllable relationship between protein/ash levels and output yields of the fines fraction (lower ash/higher protein) and the coarse fraction (regular ash/regular protein).

## Extending the Rendering Process

Rendered animal protein meals are produced through a series of steps that include pressing, cooking, defatting, milling, and screening. This process creates animal protein meals that are sold for livestock. Specialized air classification technology separates the finer powder meal from the coarse meal. The resulting air classified fines fraction contain higher protein/lower ash that can then be sold at a premium value for pet food or for aquaculture feed. At the same time, the air classified coarse fraction could still be sold as a regular protein/ash feed meal product for livestock animals.

Air classification has been proven to reduce the ash content and increase the protein in every species of animal meals tested. Table 1 shows examples of the air classifier's performance with various animal protein meals. Typical results include reduction of ash content as low as five to seven percent and an increase of protein levels by three to five percent, which is suitable for the ultra-premium pet food grade market.

## Capacity versus Energy

The Whirlwind Air Classifier has only one motor that controls the entire machine. The motor rotates a feed distribution plate that scatters the meal into an open area. The same motor rotates an internal fan creating updraft airflow that accelerates finer/lighter protein particles, separating them from coarser/heavier ash particles.

The same motor also rotates a series of selector blades that reject some of the undesirable near-size ash particles. By using only one motor, the energy consumption is very low (approximately three to five horsepower per tons per hour of feed capacity).

The Whirlwind Air Classifier features an internal fan and air recycle design that does not require auxiliary equipment (i.e., baghouses, cyclones, or ductwork) to capture the lower ash and higher protein fine product. The fluidized meal is also resistant to major clogging because the machine has minimal dead zones where high fat and sticky material can settle. This makes the air classifier both low maintenance and reliable for continuous use.

**Table 1. Performance of air classifier on various animal protein meals**

Meal type	Ash content/ reduction	Protein content/ increase	Ultimate results
Poultry and chicken meal	17% down to 10-12%	67% up to 70-75%	5-7% ash reduction, 3-5% protein increase
Lamb meat and bone meal	27% down to 14-21%	56% up to 60%	6-13% ash reduction, 4-5% protein increase
Porcine/Pork meat and bone meal	27% down to 17-21%	53% up to 57-61%	6-10% ash reduction, 4-8% protein increase
Fish meal	21% down to 14-18%	62% up to 64-68%	3-7% ash reduction, 2-6% protein increase
Bovine/Beef meat and bone meal	33% down to 25-29%	50% up to 52-59%	4-8% ash reduction, 2-9% protein increase
Duck meal	24% down to 11-17%	58% up to 64-69%	7-13% ash reduction, 6-11% protein increase

## Controlling Quality

Sturtevant's Whirlwind Air Classifier uses an internal fan to fluidize the protein meal and mechanical selector blades to separate the animal feed meal into a fines and a coarse fraction. This process is much more selective and versatile than cyclones or screens as the air classifier does not clog like fine screens do. By changing the quantity of selector blades, a wide range of low-ash, high-protein products can be made

## Summary

Air classification technology produces a high-value, low-ash pet food-grade product from lower-quality feed meals. At the same time, the coarse fraction still contains enough protein that it can be sold as a regular livestock-grade feed product.

**R**  
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Trump routinely uses China and the 28-nation EU as the most egregious manipulators, hence new and immediate 30 percent tariffs on Chinese solar panel components, a 20 percent tariff on imported washing machines, and threats of 25 percent import tariffs on EU-made automobiles. Trump loathes trade deficits – the United States has large deficits with China and the EU – while the rest of the world, it seems, views such deficits as situational and inevitable, depending on the product and the market.

Once in the White House, Trump's love-hate relationship with trade began on a sour note for agriculture with the abrupt but telegraphed withdrawal of the United States from the Trans-Pacific Partnership (TPP). Now the White House message is all about "improvements" and a "better deal for the US" and this country might rejoin the 11 nations who signed TPP.

"The promised bump of \$10 billion in agricultural output over 15 years, based on estimates by the US International Trade Commission, won't materialize," said the American Farm Bureau Federation at the time of the US withdrawal. Yet today, the president and his trade mavens talk of the new priority on negotiating a bilateral trade deal with geocritical Asian nations, most notably Japan.

With the mantra "do no harm" to the North American open border on trade thrumming in the background, the administration's on-again, off-again threat to withdraw from NAFTA – "the worst deal this country ever signed," says Trump – has kept agriculture/agribusiness on tenterhooks for several months. One week the president talks about how great the outcome of the ongoing talks will be for the United States, with such optimism inevitably followed by a comment from Trump or one of his lieutenants that the United States will not hesitate to pull out of NAFTA if the negotiations do not go its way. During 2016, \$38 billion in US agricultural products were exported north and south of its borders, with approximately \$20.3 billion going to Canada and \$17.8 billion to Mexico. Going into the fourth quarter of 2017, exports to Mexico were up six percent

from the year before and total NAFTA exports were up three percent.

The Korea-US trade agreement is another deal Trump dislikes because it has generated a US trade deficit since put in place in 2012. The United States exports \$42.3 billion in goods to Korea and imports \$69.9 billion, totaling a \$27.7 billion deficit. *Forbes* reports that trade deficit doubled from 2011 to 2016, according to the US Special Trade Representative. However, agriculture enjoys an ideal environment for selling into Korea. US beef producers sold

\$1.03 billion worth of products in 2016-2017 and so far this year, Korea has imported more beef from the United States than Australia for the first time in 14 years. Korea's agriculture deficit with the United States totals \$6.14 billion, reported *Yonhap News* last July. Nevertheless, the United States and Korea are renegotiating the treaty after a very stormy preliminary review of the deal. On deck for a rethink are the Central American Free Trade Agreement and about three dozen other trade treaties. **R**



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# Workplace Violence: Arming Managers with Guns?

*Editor's note – Mark A. Lies II is an attorney in the Workplace Safety and Environmental 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. Individual circumstances may limit or modify this information.*

As the incidents of workplace shootings tragically continue in the United States, society is searching for solutions to stem the tide. The answer is complex, involving societal values, constitutional rights, legal liabilities, insurance coverage, and a host of other issues. One proposed solution is to allow managers to be armed with firearms to respond in the event of a potential or actual active shooter incident. This article is intended to identify the potential practical advantages, disadvantages, and legal liabilities as well as offer some recommendations, although the legal landscape is constantly evolving with new proposed legislation.

## The Good and Bad of Letting Managers have Guns

There could be a limited advantage in allowing managers to bring guns into the workplace (assuming it is a handgun). The manager would have to obtain a Firearm Owners Identification card to carry a firearm and also a Concealed Carry Permit (CCP) if the firearm will be concealed. If the manager has these various documents, there should be some confidence they are knowledgeable about and trained in the use of a firearm. In addition, the manager should be required to attend credentialed active shooter or other equivalent training and obtain certification of successful completion. In the event of an incident, the manager would have a firearm available that could be used to disarm or stop the potential shooter.

However, the potential disadvantages are many. Initially, the manager is not a sworn law enforcement officer so the legal immunities that such officers have for liability to themselves and the employer will not attach. While the manager certainly has his/her right under the Second Amendment to carry the firearm assuming they have the necessary permits, such permits do not authorize the manager to bring the firearm into the workplace premises itself or to use force. Rather, the manager would be relying upon his/her inherent right to self-defense that only permits reasonable use of force to protect the manager or others.

In the event of an incident where the manager utilizes the firearm to subdue or cause injury to an active shooter or innocent bystander, the issue would then become whether the manager exceeded the scope of reasonable force and acted negligently or recklessly. In both cases, there could be liability for civil damages for personal injury, wrongful death, intentional infliction of emotional distress, and, in the case of reckless conduct, punitive damages to any individual who

suffers physical or emotional harm. If the manager acted in a reckless manner, there could also be criminal liability. Because the manager would be acting as an agent of the employer, there would be potential agency liability for the employer. The employer may not be able to purchase liability insurance to cover this risk and would potentially be uninsured for any damages.

## Crafting, Communicating, and Impact of a Gun Policy

The employer's gun policy would have to be carefully crafted to comply with applicable federal, state, and local laws and ordinances regarding permitting an individual (manager) to bring the firearm within the workplace as described above. The policy would also have to require the manager to have all current permits and/or licenses, and it would have to define the circumstances under which the manager would be allowed to use the firearm. That then raises the issue of defining reasonable use of force in situations that are not predictable and require the manager's judgment on a split-second basis. This type of instantaneous decision-making is a challenge faced by even seasoned law enforcement officers on a daily basis and is difficult to reasonably anticipate the appropriate response for every situation.

Such a policy could have varying impacts on employee morale. The manager who is authorized to use the firearm may feel very secure, especially in regard to his/her own self-defense. Other employees may likewise feel some sense of security because of this policy, although other employees may feel insecure because of concerns about the capabilities of the manager to properly react in an emergency. They may also worry whether the manager could overreact and discharge the firearm improperly, unintentionally injuring the employee.

## Additional Screening for the Manager

Since there is no statutory right to carry a firearm into an employer's physical premises – although employees who have a valid CCP can bring it onto the parking lot but it must remain in a locked container (i.e., vehicle trunk or glove box, weapon container) out of sight – the employer should seriously consider additional screening. For example, confirm if the manager has prior experience using a firearm in the military or law enforcement.

If the employer so desires, it could conduct a background check complying with the Fair Credit Reporting Act to determine if the employee has any prior history of civil or criminal activity involving violence or the use of a firearm. In addition, although there would certainly be potential Americans with Disabilities Act issues, the employer might consider an evaluation by a mental health professional regarding the employee's ability to react with a firearm in an emergency situation. Such psychological evaluations are routinely conducted for potential law enforcement officers across the country.

### Potential New Laws

Because of the current impetus to enact new federal and state laws, it is clear that employers will have to keep informed on such changes in order to remain in compliance. In addition to the general statutes that provide an individual with a valid CCP permit the authority to bring a firearm onto the parking lot, there have already been several proposals to increase liability for the employer if a qualified and permitted employee is not allowed to carry his/her firearm into the workplace and use it for purposes of his/her self-defense and the employee sustains injury.

### Recommendations

If the employer decides to allow managers to be armed within the workplace, it should carefully consider the following factors:

- Confirm all federal, state, and local laws and ordinances that apply to licensing and qualifying a manager to carry a firearm into the workplace itself and utilize it in the workplace.
- Ensure that any manager who is permitted to carry a firearm in the workplace has successfully completed all required training and that documentation is obtained and kept current.
- Conduct an exhaustive background check of the manager to confirm there is no prior civil or criminal history of violent behavior or mental or emotional health conditions that would impact the manager's ability to responsibly carry the firearm and utilize it properly within the limits of reasonable use of force in an incident.
- Develop a written policy that incorporates the foregoing elements as well as any generally recognized industry practices for such activity including active shooter protocols.
- Confirm whether the employer's general liability and workers' compensation insurance will be applicable to the potential risks associated with the employer's policy.

As discussed above, authorizing managers to be armed with and to utilize a firearm in the workplace can have advantages although there are many potential risks that must be considered. If the employer develops and maintains a written policy that incorporates the foregoing elements, it should be able to address the legal issues arising from pursuing such a course of action. **R**

## Safety Group to Develop Active Shooter Guide

The American Society of Safety Engineers (ASSE), the world's oldest professional safety organization, is taking steps to help curb workplace incidents involving active shooters by collaborating with safety and health experts to develop an active shooter technical report.

Incidents of workplace violence caused 866 deaths in 2016, a 23 percent increase from the 2015 total of 703, according to data from the United States Bureau of Labor Statistics. Workplace violence was the second-leading cause of on-the-job fatalities in 2016, trailing only transportation-related deaths.

When a critical safety issue demands more timely action, ASSE produces a technical report to serve as an incremental step in providing initial guidance on that safety matter. A technical report can also be a value-added first step in the creation of a more detailed workplace safety standard. Both are consensus-based documents, according to the organization.

The development process is expected to be completed before the end of the year and the final report will be made available nationwide following its registration with the American National Standards Institute. ASSE began writing the technical report after its members and other stakeholders requested technical insight and guidance addressing active shooter events from the perspective of the occupational safety and health professional.

In addition to the report, ASSE will conduct a general session on the active shooter issue at its Safety 2018 Professional Development Conference and Exposition this June in San Antonio, Texas. A panel featuring experts from the Department of Homeland Security, law enforcement, corporate risk management, and employee assistance programs will discuss how safety professionals can best prepare for and react to workplace violence. **R**

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### Australian Renderers Say Goodbye to Icon

On March 6, the Australian rendering industry lost an icon with the passing of Reginald John Evans, a life member, foundation member, past president, and past director of the Australian Renderers Association (ARA) and one of the group's and industry's great supporters over many decades.

Evans started out as an accountant before joining a number of companies to end up as chief executive officer of Colyer Fehr Tallow until the company's owners decided to sell in 1991. Being a determined individual, Evans bought the name and started trading tallow once again, eventually becoming a leading tallow trader representing Kerry Australia and through his own company, Colyer Fehr.

It was also at this time that Evans became ARA president, succeeding Brian Bartlett, and headed up a number of association committees. He purchased land in the western suburbs of New South Wales and built a terminal tank farm along with a bleaching plant. In 2003, Evans received the Ron Lyon Award for his service to the industry after being made an honorary life member of ARA in 2001.

Evans is survived by his wife, Bernice, and six children. He eldest child, Luke, predeceased him last year. Three of his children still run the business today headed by Damien, an ARA director, Tim, and Alicia.

### Darling Ingredients' Recipe for Success

In February 2003, Randy Stuewe, Darling Ingredient's current chairman and chief executive officer, took over the \$250 million, financially troubled renderer of animal by-products and waste cooking oil. Since then, he has led its transformation into a profitable, \$3.4 billion global giant with 215 factories on five continents.

Stuewe recently shared with *The Dallas News* the trials and successes of what is the largest rendering company in the world. The article reports that it is nearly impossible to go a day without using something containing one of Darling's natural and sustainable ingredients that are marketed internationally to the pharmaceutical, food, animal feed, pet food, biofuel, fertilizer, sports nutrition, and cosmetic industries.

"As the world's largest producer of collagen — the fancy name for gelatin that is extracted from bones and hides — Darling makes gummy worms gummy, puts the puff in marshmallows, helps smooth wrinkles, promotes mobility in bone and joint health, and makes gel caps digestible," the paper noted. "People at the White House dine on fine English bone china made with its bone ash. Drive a fine luxury German or Italian automobile and your tush may be sitting pretty on Darling's leather."

Stuewe told *The Dallas News* that the renderer's joint venture with Valero Energy to make renewable diesel from animal fats is Darling's "next big thing."

"We laugh when people talk about Bitcoin, cryptocurrencies, and disruption," he said. "The most disruptive thing in the history of the food chain is making a hydrocarbon out of animal fat." The article describes the various products Darling produces and how Stuewe ended up in a position that ultimately benefited him and the 135-year-old rendering company.

The entire article is available at [www.dallasnews.com/business/business/2018/02/23/15-years-blood-guts-bones-ceo-behind-turnaround-company-puts-puff-marshmallows](http://www.dallasnews.com/business/business/2018/02/23/15-years-blood-guts-bones-ceo-behind-turnaround-company-puts-puff-marshmallows). **R**

### Insect Meal Allowed in North America

Enterra Feed Corporation in Langley, British Columbia, Canada, has received new approvals to sell its insect-based feed ingredients in the United States, Canada, and the European Union (EU). The Association of American Feed Control Officials (AAFCO) in the United States has agreed to the company's request to include black soldier fly larvae meal in feed for salmonids — which includes salmon, trout, and arctic char — in its list of authorized feed ingredients. The supporting material and change in the definition was reviewed and supported by the Food and Drug Administration (FDA). The company's first product, whole dried larvae, was approved by AAFCO in 2016.

Enterra manufactures and markets feed ingredients derived from the larvae of the black soldier fly. The larvae are reared under controlled conditions on locally sourced, pre-consumer food waste. The larvae are then dried to produce whole dried larvae, or defatted to produce a powdered protein ingredient similar in profile to fish meal but with much less impact on the environment.

Enterra also received approval from the Canadian Food Inspection Agency (CFIA) to sell whole dried larvae in Canada as a feed ingredient for tilapia and poultry. This builds on previous approvals for the same product in salmonid feed in 2017 and broiler chicken feed in 2016.

The company is now registered in the EU Trade Control and Expert System, which allows Enterra to export its insect feed ingredients to all EU member countries. New EU regulations came into effect on July 1, 2017, that permit the use of insect ingredients in aquaculture feed. Approvals for poultry and pig feed are expected to follow.

With production at its Langley facility at maximum capacity, Enterra is planning to expand to a larger second facility near Calgary, Alberta, Canada, in the fourth quarter of 2018. **R**

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### National Institute for Animal Agriculture Annual Conference

April 9-12, Denver, CO  
<https://animalagriculture.org>

### Petfood Forum 2018

April 23-25, Kansas City, MO  
[www.petfoodforumevents.com](http://www.petfoodforumevents.com)

### National Renderers Association Spring Meeting

April 24-26, Vancouver, BC, Canada  
Contact Marty Covert at [co@martycovert.com](mailto:co@martycovert.com) or (703) 754-8740

## May

### Animal Agriculture Alliance Stakeholders Summit

May 3-4, Arlington, VA  
[www.animalagalliance.org](http://www.animalagalliance.org)

### American Oil Chemists' Society Annual Meeting and Expo

May 6-9, Minneapolis, MN  
<http://annualmeeting.aocs.org>

### FENAGRA 2018 – Brazilian Rendering Congress

May 16-17, Sao Paulo, Brazil  
[www.editorastilo.com.br/fiai-2018/fenagra/](http://www.editorastilo.com.br/fiai-2018/fenagra/)

## May (continued)

### 22nd World Meat Congress

May 30-June 1, Dallas, TX • <https://2018wmc.com>

## June

### National Renderers Association Central Region Meeting

June 6-8, La Crosse, WI • Contact Mike Karman at [mike.karman@sanimax.com](mailto:mike.karman@sanimax.com) or (920) 884-3925

### Animal Protein Producers Industry Rendering Code of Practice Training

June 19-21, Kansas City, MO • Contact Dara John at [appi@cvalley.net](mailto:appi@cvalley.net)

### European Fat Processors and Renderers Association Congress

June 20-23, Barcelona, Spain • [www.efprabarcelona2018.com](http://www.efprabarcelona2018.com)

### American Meat Science Association 71st Reciprocal Meat Conference

June 24-27, Kansas City, MO • [www.meatscience.org/rmc](http://www.meatscience.org/rmc)

## July

### Association of American Feed Control Officials 2018 Annual Meeting

July 29-August 1, Fort Lauderdale, FL • [www.aafco.org](http://www.aafco.org)

## October

### National Renderers Association 85th Annual Convention

October 22-26, Dana Point, CA • [www.nationalrenderers.org](http://www.nationalrenderers.org)

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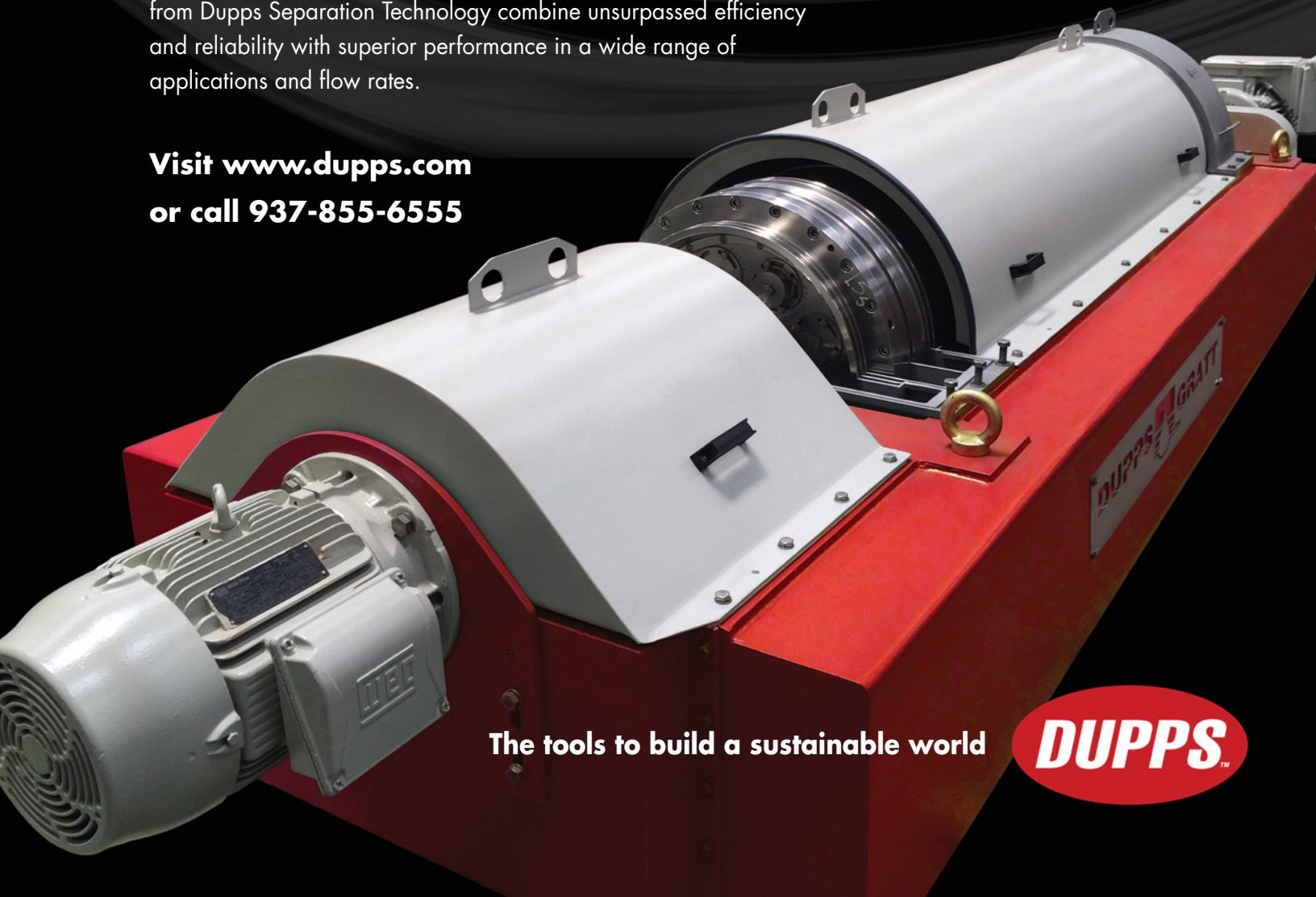
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