Catering to the Pet Food Market

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Features

10 Catering to the Pet Food Market
What renderers need to know to serve this important industry.

12 Valley Proteins Wins
Grease theft conviction.

14 Sponsors, Exhibitors
Support NRA and the industry.

28 Biodiesel Industry
Helps boost American ag, rendering industries.

Departments

6 View from Washington
November 6th looms.

8 Newsline
Baker Commodities marks a milestone.

22 From the Association
Election year tactics.

24 International Report
Latin America’s role over the next decade.

26 Biofuels Bulletin
Restaurants must sell used oil for biofuels.

29 Mark Your Calendar

30 ACREC Solutions
Researcher commended for industry contributions.

32 Tech Topics
Globalization, harmonization, and realization.

35 Letters

36 Labor and the Law
Office gossip.

38 People, Places, and...

40 Classifieds
The pet food industry continues to grow and evolve along with the dynamics of pet ownership. More and more cats and dogs are being “humanized,” as owners become “guardians,” hotels become “pet friendly,” and pet food becomes more like human food, or is actually human food (my mother-in-law bakes a chicken twice a week for her two little dogs, or as the family playfully calls them, “John’s sisters”).

Some pet food companies are catering to this transformation by introducing foods that contain only fruits and vegetables or actual meat instead of meat by-products. They then saturate the airwaves with happy pets and their “moms” or “dads” declaring, “I didn’t want him eating chicken by-product meal so I switched to... (insert brand name here).”

One pet food manufacturer has jumped on the food truck bandwagon by declaring, “Food trucks aren’t just for people” and launching Food Truck for Dogs, because dogs “are largely underserved at the curb.” When the truck made its debut on the streets of Boston, MA, this past summer, dogs of all sizes and breeds enthusiastically lined up with their human companions to get their own tasty nibbles to chow down on under a shady tree in the park. Chock one up for the marketing team!

Not that there’s anything wrong with this new wave of thinking about our pets, but it’s good to know that some pet food manufacturers, such as The Nutro Company, still look to rendered fats and proteins as valuable sources of pet food ingredients for their products. After all, dogs and cats are, by nature, carnivores and require the protein, fats, and nutrition that animal by-products provide in their diets.

However, pet owners can be a picky lot and are now becoming more demanding about the quality of their pet’s diet, putting pressure on pet food manufacturers, who, in turn, are upping their requirements of renderers. But be assured, good manufacturing practices in the rendering plant will translate into good quality feed ingredients for the pet food market, which in turn will mean wholesome kibble for the pets of tomorrow.

R
November 6th Looms

If you live and work in the policy swamp of Washington, DC, one of the questions an election year inevitably brings from folks outside the Beltway, airline seat companions, and that strange guy who’s always at the dry cleaner the same day you are, is “Does it really matter which party’s in the White House and/or which party controls Congress?”

The simple answer is “yes,” but the impact is relative depending on how or if that power/control is used and which broad issue area you’re talking about.

The current scenario – split power, as in one party controls the White House and the Senate, while the other party controls the House of Representatives – is a worst-case scenario for folks in the business/agribusiness community. Why? Because generally speaking, so-called progressive folks are less sympathetic to business of any stripe – socioeconomic issues tend to be nonpartisan – and no clear congressional majority means stalemates, political posturing, and finger pointing.

Ask any chief executive officer (CEO) what she/he thinks of the current regulatory/legislative situation – the assumption being the CEO will mentally weigh regulatory actions by the administration, blessed by the Senate, but vilified by the House. Then tack on the question every executive likes to hear, that being, “If you’re doing okay, and you’re making a profit, then why are you sitting on buckets of cash and why aren’t you hiring?”

The consistent and collective answer you’ll get to both questions is “Too much uncertainty.” That translates into street speak as “I’m not a gambler; I won’t invest a lot of money in expansion, hire a bunch of folks, only to have the administration and/or Congress do something stupid.”

The current administration came into office believing the universe blessed it and there would be automatic acceptance of this White House’s desire to fix all extant policies, programs, and regulations that do not fit its view of the world both present and future. As newbies, these folks proposed regulation after regulation, and if these efforts were blocked by regulated industry, attacked by half the Congress, or simply overruled by its own Office of Management and Budget, the administration would look to the Senate to do what it found itself incapable of doing. That, unfortunately, didn’t work out so well.

Meanwhile, the Republicans took the whole “loyal opposition” thing to new extremes, spending most of their time identifying “bad” rules and programs, calling these transgressions out on the floor of the House, but rarely offering specific programs, tossing out philosophical challenges rather than viable alternatives. It is one thing to complain; it is entirely another to complain, but offer no alternatives. Unfortunately, neither party generally provides options when opposing the other; both approach legislative and regulatory challenges with a “my way or the highway” mindset.

Hence, the result is confusion and uncertainty; the kind of uncertainty that leads to everyone in business running to the sidelines to await elusive consensus, looking for any light at the end of this stalemate tunnel.

As I type this in mid-September, composite polling shows President Barak Obama enjoying a four- or five-point bounce in popularity coming off his party’s national convention, with challenger Mitt Romney holding his own overall. Suffice to say, it is generally not a good thing for an incumbent president to be in a statistical dead heat with his challenger less than 60 days from the election – remember President George W. Bush, Al Gore, hanging chads, and the Supreme Court? However, this same polling reports much of the voting population says it’s generally decided on its candidate, meaning it’s those pesky independents and “undecided” who will decide the election. This scenario, of course, is based upon a lack of any major economic or foreign policy explosions before November 6, and we all know there’s plenty of time for such developments.

Yet at the same time, the same composite polling shows if the election were held today – mid-September – the House would remain under GOP control, picking up two or so new seats, with the whole Tea Party having lost much of its 2010 steam. The Senate would become majority Republican, picking up a likely four seats, giving the GOP a 51-47 edge. While there will likely be two Independents, such folks generally go to the Democrat side of the voting ledger. So while a two-seat majority helps with votes that need 51 ayes to pass, the increasing number of 60-vote majorities required for action becomes problematic, but not insurmountable. Let me restate the obvious – a whole lot of stuff can and will happen between now and the first Tuesday in November.

For business/agribusiness generally, a Republican White House and Congress would by and large be a dream outcome on November 6. However, if Obama wins reelection, a GOP Congress means it’s a whole new legislative ballgame.

When President Bill Clinton was confronted with just this scenario in 1996, he moved from far left to just left of center on the political spectrum, recognizing he would be twiddling his thumbs for four years if he continued to press for legislation and regulation not at least negotiable with the Republican Congress. At the same time, contemplate – just for grins – the collision of egos between Clinton and then GOP House Speaker Newt Gingrich. Those battles notwithstanding, both men were political pragmatists and the outcome of the last four years of the Clinton presidency was a balanced federal budget and robust employment.

Obama will face the same challenge if November 7 dawns,
he’s still employed, and his Republican brethren are in control of Congress. The $64,000 question is whether Obama has the same perception of political reality as Clinton and whether achievement is as important to him as legacy.

Will the president move to political center? Will he opt to continue to push his reinvention agenda, defying Congress through increased aggressive use of the veto, or will he moderate his priorities and goals? He could, as some contend, expand what the Wall Street Journal has described as his “imperial presidency,” the use of executive orders to shift government operations when he fails to convince Congress of the wisdom of his agenda.

All of this will be put to the test during the November/December congressional lame duck session. Remember: The lame duck session is after the dust has pretty much settled from the election. There are several major challenges facing Congress and the White House before December 31, 2012, the greatest of which is the looming “fiscal cliff,” including action on the Bush-era tax cuts, a solution to the sequestration mandate, and whether/how to extend at least some part of the expired tax credits affecting business broadly. Other challenges include emergency aid for drought/disaster-affected farmers and ranchers, a farm bill – whether five years or a one-year extension of current programs – and various sundry spending issues.

If Congress goes GOP, look to the current Senate leadership to dig its heels in on the ugly issues, opting to kick the can, forcing the new leadership to deal with those challenges in the 113th Congress. Also, look for Obama to wield his veto pen mightily to assist in shifting the responsibility for legislative outcomes.

If Romney takes the White House, and his party controls Congress, the Republicans may actually decide certain key issues should be reserved for the new president, giving him at least the opportunity to show “leadership” on key issues once sworn in next January. I’m hoping against hope, however, the lame duck will bring more adult behavior from Congress than it’s demonstrated over the last two years. I won’t share with you what I hope for November 6.
Baker Commodities Marks a Milestone

This is a big year for Baker Commodities, Inc. Founded in 1937, one of the nation’s leading providers of rendering and grease removal services is celebrating 75 years of being in business, and the three generations that run the company today couldn’t be any prouder.

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

To service the dairies located in the Imperial Valley, the Jeromes began collecting dead stock in a 1921 Studebaker touring car. Their “modern” plant consisted of an open tank filled with water that was heated to boiling with live steam. The dead stock was skinned and then boiled to render the fat. The fat was then barreled and, along with the hides, sold in Los Angeles. Considering this was 1937, it took the brothers nearly two days to process one cow.

Jump forward to today. What the Jeromes started back then is now a completely sustainable nationwide company, collecting and recycling animal by-products and used cooking oil via its network of facilities and service providers across the United States.

In the Beginning

Once the Jeromes began their rendering business, it didn’t take long for them to expand. Within 25 years of that first cow being rendered, the Jeromes had opened rendering plants and hog farms in Arizona and New Mexico; began a solvent extraction plant in Southern California; acquired rendering, tallow, and packing operations, including one in Honolulu, HI; and sailed across the sea, shipping their tallow to the Orient.

One of those key purchases occurred in 1948. Frank Jerome and his brothers bought a defunct rendering business named Baker Rendering Company, previously owned by Phil Baker. The property was converted to a fish reduction plant and named Harbor By-Products, which became a subsidiary of Baker Rendering Company. Baker Rendering was relocated to Bandini Boulevard in Vernon, CA, just down the street from where Baker Commodities, Inc. is headquartered today.

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

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

In 1961, the Jeromes formed Baker Commodities, Inc., naming the brothers and a few pivotal employees as owners.

Growth Continues

From 1961 until the mid-1980s, Baker acquired a number of small rendering companies, primarily in California. In 1974, Baker ventured into the Korean market by establishing Samyang Baker Tank Terminal in Inchon, Korea, with Sam Yang Foods as co-owner.

In 1976, Baker Commodities was sold to Canadian Pacific Enterprises, a subsidiary of Canadian Pacific Railroad. Under this new ownership, the growth continued, including the acquisition of Corenco Corporation, which was headquartered outside Boston, MA. Corenco was originally formed as Lowell Fertilizer Company in 1898 by the Swift family, owners of Swift Meat Packing.

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

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

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

Baker prides itself on utilizing the latest technology, not
only in processing its materials, but controlling odor. With plants located in the heart of major cities, several of which are situated in residential neighborhoods, Baker has remained vigilant in applying good rendering practices and using the best odor control technology to prevent and control odors. The company has also remained proactive with local citizen groups and governmental agencies.

Baker is also completely committed to being a 100 percent sustainable company, recycling everything it picks up, and turning it into other materials such as high-energy fats and high-quality protein ingredients that supplement the diet and help efficient production of beef, veal, pork, poultry, fish, eggs, and milk. The renderer’s facilities also convert used cooking oil into yellow grease, a key ingredient in biodiesel fuels.

Today, as three generations of the Andreoli family – Jim Andreoli, his three sons, and their sons – celebrate 75 years of being in business, they also celebrate 75 years of “Recycling for Life,” ensuring that the environment is protected for many generations to come.
Catering to the Pet Food Market
By Phil Tunbridge, The Nutro Company

As someone who has been involved with the rendering industry for a fairly short period of time (six years), I have been struck by three lasting impressions. The first is that renderers around the world are an enthusiastic group dedicated to making high quality products with the raw materials available to them and are, in a sense, the ultimate recyclers. Second, quality and foreign objects are issues no matter where the rendering plant is located. Renderers must understand a pet food customer’s requirements and why food safety and risk assessment are becoming increasingly important. And third, succession planning at many companies is crucial along with increased ways to attract qualified employees to the rendering industry.

With the growing humanization of pets, renderers need to understand this dynamic and be willing to adapt and change with the pet food industry. This is necessary to ensure that customer and consumer requirements are met and understood.

I first stepped foot into a rendering plant in Hawke’s Bay, New Zealand, in 2007. Since then, I have become a passionate advocate for the rendering industry. Yes, the process smells and is not a “sexy” job, but rendering plays a critical role in turning the unwanted streams from the food chain into important value-added ingredients for the pet food and feed industries. That first visit got me hooked on the industry and I now enjoy touring rendering plants to see how raw materials are processed, learning something new from each visit.

Often when people stop at my desk and see a sample of meal sitting out, they want to understand where, how, and from what the meal was made. After they smell the sample, they’re typically surprised when they find the meal does not have an unpleasant odor. I use this moment to educate people in the pet food business about the rendering industry, our company’s suppliers, and the importance of renderers to pet food manufacturers. It also provides a good opportunity to explain about the sustainability of our environment as all of
these inedible materials could be going to a landfill.

Over the last five or six years, I have been fortunate to step foot in close to 60 rendering plants in New Zealand, Australia, the United Kingdom, Norway, Germany, Holland, and, most recently, the United States, working with species as diverse as lamb, venison, duck, turkey, salmon, menhaden, beef, pork, and, of course, chicken. Whether the process is batch, continuous, high temperature, or low temperature, most renderers I have met are proud of their facilities and keen to show off their plant.

To someone who purchases processed animal proteins and fats to transform into high quality pet food products, I am always impressed walking into a clean plant with a manager or owner who is proud of their facility, the ingredients they produce, and their staff, who in turn are equally as proud. One of the first things I look for in getting a sense of how a facility is run and the quality of product the renderer will produce is how passionate and knowledgeable the manager and staff are about the plant and its products.

Rendering plants that are clean and tidy on the outside, with no spare screw conveyors, parts, wood, bins, etc., lying around, and staff who are in clean (or as clean as possible) work attire also make a huge first impression. It leaves a customer with a sense of how the inside of the plant is going to look and the quality of this supplier’s material. Product from a plant that looks in disarray will leave a customer with the impression that even though the product may meet specification, the renderer is not concerned about how their plant looks. This could lead a customer to question the safety, palatability, and, ultimately, the quality of the rendered product.

The quality of the raw materials into the rendering stream affects the quality of the products out of the cooker or dryer. For a pet food ingredient buyer, quality and food safety are the top concerns when evaluating a new or existing supplier.

Factors that affect quality include the following.

1. Raw material: Fresher is better. Biogenic amines that are formed from decaying raw materials cannot be cooked out and cause palatability issues, pet sickness, and, in some cases, death.

2. Salmonella: While it can be controlled with a kill step during the cooking process, recontamination after the dryer or cooker and then introducing this to a pet food facility can have a number of flow-on effects for the pet food manufacturer. When I learned that Salmonella, when not controlled properly at either the renderer or pet food manufacturing facility, can cause serious illness and a greater risk of death, I took my role in purchasing dry meals and the quality of suppliers more seriously. Buyers need to understand their purchasing decisions have a direct impact on the finished products being produced.

Continued on page 12
3. Peroxide value: Unstable or incorrectly stabilized fat in meals cause the fat to go rancid and has a direct link to unpalatable notes in dried pet food. This has a negative impact on the consumer experience when the consumer’s dog or cat turns its nose up and walks away from the bowl. In addition, peroxide value has a direct link to shelf life of the finished pet food product.

4. Foreign objects: Whether it be plastic gloves, weasand clips, ear tags, aprons, knives, hammer mill screens, boluse capsules, or combo liners, pet food manufacturers do not want these “added extras” in the finished ingredients. It is never a good experience to hear from a consumer that they have multi-colored kibble due to plastic pieces, or kibble that looks like a World War II shipping mine with numerous pieces of metal sticking out of it just waiting to do damage to the soft internal organs of a dog or cat.

Over the last two to three years, renderers providing ingredients to the pet food market have started to take the comments and concerns of pet food manufacturers more seriously. Renderers are now actively working to improve the quality of their raw material inputs, whether it is incorporating chilled transport or removing plastic from incoming streams before it arrives at the rendering plant. There is a growing cultural change among many renderers, a desire to improve their quality as a way to set themselves apart from their competitors. The result is better quality ingredients. This is critically important because a renderer’s finished ingredient is the pet food manufacturer’s starting ingredient.

In my opinion, rendering sometimes seems like a black art with all of the knowledge held in the heads of those that run the rendering plants. It is a real skill to take a little of this and a little of that, mix it up, and cook it to a customer’s often demanding requirements. In many cases, these guys have been doing it for years and know by just looking at a press cake, the tallow color, or the smell in the plant whether they are running to specification and maximum efficiency. At some point, and soon for some, these experienced, wise, all-knowing heads are going to leave the industry to enjoy a well-earned retirement. One concern is how this lost knowledge will be replaced, as this may directly impact a particular plant or the consistency of a plant. Consistency is crucial in pet food finished products.

In some plants there are younger people coming through, but attracting talent to a business that is hot, sweaty, and often smelly (I have had my fair share of wrinkled noses in an airport while waiting for a plane after visiting a rendering plant) is not an easy task. Talent needs to be developed and then retained in the rendering industry. That knowledge then needs to be passed on in a coherent manner to ensure that the black art secrets are not lost.

As demand for quality animal proteins and fats continue to grow in the pet food market, I see succession planning and talent retention as two of the biggest challenges for the rendering industry in the next five to 10 years. Driving cultural change and innovation, retaining existing staff, and actively planning for succession will ensure that the rendering industry continues to grow and supply high quality, affordable ingredients to the pet food and feed industries. I have seen many positive changes in the rendering industry in the short time I have been involved, and am pleased to see renderers are taking their role in the supply chain seriously.

Being willing to adapt and change depending on a customer’s requirements and ever-increasing food safety demands leaves the rendering industry with the best possible chance for survival and growth into the future.

Valley Proteins Wins Grease Theft Conviction

On July 16, 2012, Cheng Zheng was convicted by a jury in Fairfax County Circuit Court in Virginia on charges of misdemeanor larceny of used cooking grease from a Valley Proteins, Inc. container, as well as felony possession of burglar’s tools – the truck, pump, and tank he used in the theft. As a result of the felony conviction, Fairfax County seized the truck, depriving Zheng the opportunity to use it in the future to obtain used cooking oil. Following trial, the jury recommended a sentence of six months in jail and a $500 fine. Sentencing by the judge was scheduled for September.

The successful conviction was obtained because of an alert Valley Proteins grease route truck driver who witnessed the theft from a company-owned used cooking oil tank at a customer location in Annandale, VA, and reported it to Fairfax County Police while the theft was in progress. The jury trial followed several months of pre-trial legal maneuvering and education of both police detectives and prosecutors by Valley Proteins employees on the value of used cooking oil and the magnitude of the used cooking oil theft problem across the rendering industry in the United States. The seizure of the truck used in the theft provides an important precedent and future model for police and prosecutors to follow in seeking to put grease thieves out of business.

In an effort to empower Valley Proteins employees to assist the company in fighting grease theft, management instituted a bonus program that pays $100 to any employee who provides information on grease theft sufficient to generate a police report. This requires identifying the thief, describing the vehicle used in the theft, including license number and markings, and the time and place of the theft. Benji Dorsey, the Baltimore, MD, driver involved in the Fairfax County case, was the first recipient of the grease theft-reporting bonus.

Valley Proteins President J.J. Smith has committed substantial company resources and personnel to combating grease theft and educating and assisting law enforcement agencies, demonstrating the priority the company places on reduction of product losses due to theft.
You can't afford excess residual fat. A Dupps’ Pressor screw press with the new Hybrid HCPR (High Compression Press Release) shaft can dramatically lower residuals in most rendered products.

The HCPR combines high compression with a release/re-compression feature—just like squeezing a sponge twice releases more moisture, the HCPR compresses material twice to release more fat.

In many cases, the HCPR Shaft can be retrofitted to your existing Pressors.

Lower your fat residuals. Learn how at www.dupps.com or (937) 855-6555.
Sponsors, Exhibitors Support NRA and the Industry

Education is imperative to the advancement and survival of any industry and company. For 79 years, the National Renderers Association’s (NRA’s) annual convention has provided a forum for renderers to educate themselves and find solutions to the challenges facing the global industry. The gathering has also provided renderers an opportunity to meet with industry suppliers to learn and discuss the latest technologies and services available.

Each year, the NRA convention benefits from the many dedicated companies that sponsor or exhibit. Those who committed to further educating and supporting the industry at this year’s convention in Dana Point, CA, were invited to provide a brief summary of the company and its products and/or services. Following is an alphabetical guide to this year’s NRA convention sponsors and exhibitors who responded to the invitation by press time.

AC Corporation
(336) 273-4472
www.accumorporation.com

AC Corporation has been providing the rendering industry with quality equipment with a focus on air pollution control for over 40 years. Every project is designed to meet the specific needs of the facility, whether it is a single piece of equipment or a turn-key installation. A staff of engineers, project managers, and experienced craftsmen can handle any rendering project, from the smallest duct jobs to complete plant design and installation.

Bolton & Menk, Inc.
(515) 233-6100
www.bolton-menk.com

Bolton & Menk, Inc. has provided professional environmental engineering services to the rendering, meat packing, and food processing industries for more than 25 years. Bolton & Menk provides the following services: wastewater treatment facility design, treatment facility operations assistance, regulatory permit and enforcement negotiation assistance, and by-product recovery system design. The staff is familiar with developing future regulatory issues, including total nitrogen and phosphorus water quality standards as well as proposed stringent ammonia standards.

Brown Industrial, Inc.
(937) 693-3838
www.brownindustrial.com

Brown Industrial is the only full-line manufacturer of mobile rendering equipment: container grease, barrel grease, vacuum barrel, fat and bone bucket units, and offal dump trailers in both stainless steel and aluminum. They are also a leading supplier of trailers for organic food waste and oil filter recovery.

With this year’s ongoing expansion, 35 percent more manufacturing space will be added. Brown’s workforce has also increased by 30 percent to help meet the needs of its customers. They thank the industry for its 60-plus years of support.

Centrisys Corporation
(877) 339-5496
www.centrisys.us

The Centrisys mission is to maximize customer payback while minimizing customer effort. Their years of experience in the rendering industry have allowed them to optimize their technology to increase recovered oil while maintaining a consistent dry cake.

A Centrisys decanter centrifuge is the most efficient, yet simple dewatering solution for many industrial applications. Centrisys offers more premium standard features than any centrifuge manufacturer today.

Not just spin. Revolution!

See ad on page 21.

Chem-Aqua
(800) 527-9921
www.chemaqua.com

Chem-Aqua is a full-service water treatment company specializing in cost-effective, efficient, custom-designed water treatment programs. They take a value-added approach to water treatment and strive to meet or exceed a customer’s expectation by protecting equipment investments and improving overall utility consumption.

Chem-Aqua provides state-of-the-art products, on-site service, and cutting-edge control and feed equipment. They service customers in over 50 countries, have on-site laboratory, research, and development facilities, and have a staff of highly trained field engineers.

Darling International
(800) 669-1209
www.darpro.com

With the merger of the two largest independent rendering companies in North America comes an incredible opportunity to combine Darling International’s and Griffin Industries’ strengths to best serve their global customer base.

Beginning in the fall of 2012, DAR PRO Solutions will represent a unified brand for rendering and restaurant services operations and products, capitalizing on their commitment to quality and the positive impact of both companies’ 200-plus years of shared rendering and recycling expertise.
De Smet Rosedowns
44 (0) 1482 329864
www.rosedowns.co.uk

De Smet Rosedowns was established in 1777 and has been involved in the oil and cattle feed industry since the early 1800s. They entered the North American market in the 1950s, first in fish meal and oil extraction, and then rendering in the 1990s, with presses being supplied for all industries.

Their working relationship with Jenkins Centrifuge in the United States has been taken further with the completion of a new workshop, giving De Smet the opportunity to better serve its many customers.

See ad on page 34.

Diversified Laboratories, Inc.
(703) 222-8700
www.diversifiedlaboratories.com

Diversified Laboratories’ proactive approach to chemical residue screening and product quality testing ensures their customers sell only the safest and highest quality products available.

Serving the rendering industry for over 30 years, Diversified Laboratories is known for value, quality, and service, and is the only independent laboratory in the United States that is ISO/IEC 17025 certified and United States Department of Agriculture/Food Safety Inspection Service accredited for chlorinated hydrocarbons and PCB residue testing. They can save you money while protecting your company, your brand, and your reputation.

DuBois Chemicals
(800) 438-2647
www.duboischemicals.com

DuBois Chemicals has developed a specialty-cleaning product specifically for the rendering industry. Render-SBG is an all-in-one alkaline product designed to clean numerous areas in a rendering facility, including the plant, equipment, and even vehicles. Render-SBG creates a thin gel that quickly cuts through tough fats and greases seen in rendering facilities, rinsing easily and completely. Contact DuBois today.

DynaEdge
(866) 664-3962
www.dynaedge.com

DynaEdge, a leading supplier of cleaning solutions and equipment for the rendering industry, supplies rendering companies with BriTec, a safe, non-acidic brightener and cleaner. BriTec is the only frictionless cleaning product with the proven ability to remove the heaviest fat, protein, oil, and road film. The company’s patented BriTec applicator and DEMA injector delivers the best cleaning solution in the safest, easiest manner with no need for heavy lifting or forklifts.

Flottweg Separation Technology, Inc.
(859) 448-2300
www.flottweg.com

Flottweg is a global manufacturer of separation technology, including centrifuges, decanters, belt presses, disc stack machines, and specialty items including Flottweg Tricanter, Sedicanter, and Sorticanter technology. The company’s machines are used in many different industries such as biofuels, ethanol, water and wastewater, rendering, chemical, industrial, algae, and many others. Flottweg’s North American headquarters is located in Independence, KY, for stocking parts, service, and application expertise.

See ad on page 29.

Frontline International
(877) 776-1100
www.frontlineii.com

Frontline International, Inc. designs, manufactures, and distributes superior commercial foodservice equipment for the storage, dispensing, and disposal of cooking oil. Frontline is the renderer’s choice. Their system ensures the purest waste oil collection, increasing profitability; provides a digital measurement system to allow volume monitoring at each location, improving route planning and customer service; and incorporates an integrated valve protection system to completely eliminate theft. Oil is collected with greater efficiency and increased yields.

GEA Westfalia Separator
(201) 767-3900
www.wsus.com

The GEA Westfalia Separator ecoforce is the newest workhorse for rendering. A new line of decanters from GEA Westfalia Separator was designed for maximum separation, durability, and dramatically reduced energy consumption. Based on a modular concept, the ecoforce line comes in sizes to suit all needs. The new four-stage high-torque GEA Westfalia Separator summation drive results in up to 50 percent reduced power consumption. Higher bowl speeds result in higher throughput and the special design makes for ease of maintenance.

See ad on page 7.

Haarslev, Inc.
(816) 799-0808
www.haarslev.com

Haarslev Industries is a global market leader in rendering solutions, improving product quality, and ensuring high energy efficiency. With offices and manufacturing facilities around the globe, including North America, Haarslev offers more than 100 years combined experience in designing, manufacturing, installing, and servicing rendering equipment. Their range of equipment includes a complete line of raw material receiving, size reduction, cookers and driers, presses, finished meal handling, and best available odor technology, all backed by local replacement parts.

See ad on page 1.

Continued on page 16
High Performance Systems
(800) 928-7220
www.highperfsystems.com

High Performance Systems has been installing protective flooring and wall coatings since 1988. They offer a wide range of services to create a better working environment for employees and customers, from pitching and sloping of concrete and installing new drain systems to creating a Food and Drug Administration certified clean room atmosphere with polymer wall coatings and urethane floor coverings.

See ad on page 20.

Redwood Metal Works
(888) 644-2893
www.redwoodmetalworks.com

Redwood Metal Works builds quality aluminum trailers, end dumps, roll off, and truck mounted boxes to meet the industry’s needs. In addition to stainless RAYCO emulsifiers for processing pet food, the company supplies the rendering industry with disintegrators and odor control equipment, single and multi-stage venturi, packed bed scrubbers, replacement parts, and services to evaluate existing control systems.

See ad on page 27.

Lock America International, Inc.
(800) 422-2866
www.laigroup.com

Lock America of Corona, CA, designs and manufactures locks and security hardware for recycling bins, containers, and trucks. Their disk lock combines a pick-resistant mechanism with a hidden shackle at an attractive price for medium security environments. For higher security levels, Lock America offers the millennium solid body lock with high security keyway and key codes exclusive to each customer. They also provide a wide variety of both “off the shelf” and custom security hardware.

See ad on page 33.

Rothsay
(519) 780-3342
www.rothsay.ca

Rothsay recently reinvigorated its brand for a fresh, new look while continuing to offer the same reliable and quality service they have provided to Canadian food processors and restaurants for the last 60 years. As a food chain recycler focused on recovery and return, Rothsay provides its customers with problem-solving services through the responsible recovery of oil, grease, and animal by-products. They then refine these by-products and ultimately return them to the market by way of sustainable solutions in products such as biodiesel and animal nutrition ingredients.

See ad on page 3.

Martin Sprocket & Gear, Inc.
(817) 258-3000
www.martinsprocket.com

Martin Sprocket & Gear Conveyor Division carries a complete line of material handling equipment to meet the tough applications of the rendering industry: screw conveyors; flat bottom drags; L, S, and C path drags; vertical screw elevators; bucket elevators; and their newest addition, conveyor pulleys. With 10 manufacturing facilities in North America, Martin is positioned to meet made-to-order quick delivery items. Matched with their full line of mechanical power transmission equipment and national distribution system, they can meet the industry’s demanding requirements.

See ad on page 19.

Scan American Corporation
(816) 880-9321
www.scanamcorp.com

Scan American is a full service provider to the food, pet food, and rendering industries. The company provides a broad range of products, technical services, and factory trained technicians to solve the most difficult problems. Thirty-five years and counting, Scan American was here for its customers then, is here for them today, and will be here for them tomorrow.

See ad on page 19.

Onken, Inc.
(309) 562-7271
www.onkens.net

The goal at Onken, Inc. has always been to innovate and improve how customers do business. From 1983 when Don Onken first conceived the bulk container system up to the company’s most recent second generation security lid, they continue to strive for that goal.

With additional advancements like their bin embossing and enclosed grease tanks, Onken continues to improve how customers collect product while safeguarding their investment. Call or check out their website for the latest innovations.

See ad on page 17.

Separators, Inc.
(800)233-9022
www.separatorsinc.com

Separators, Inc. is North America’s leading centrifuge service provider specializing in the remanufacturing of Alfa Laval, Tetra Pak, and Westfalia centrifuge equipment. In addition, Separators offers a full complement of startup, maintenance, and repair services, and stocks over 4,000 parts with 24 hours a day, seven days a week availability. Industries served include dairy, beverage, pharmaceutical, rendering, edible oil, biofuels, and industrial fluids.

Continued on page 18
E-Z Install security lid Features:

~Cleaner Design.
~Lighter weight.
~Better Screen.
~Fewer locks.
~Can now be installed “in the field”.
~Fits standard grease bins.

New Design!

Enclosed Grease Tank

~12 gauge construction
~Powder coat finish
~Secure locking screen
~Slides to side to pump

Go to www.onkens.net or contact us at 309.562.7271 or onkenssales@onkens.net
When processing poultry meal, Sturtevant’s air classifier converts the meal into two products. The air classified fines fraction is used as a high protein/low ash pet food product, and the coarse fraction is used as a regular protein/regular ash meal product.

Air classifiers use an internal fan to fluidize the poultry meal and mechanical selector blades control the fractions. This process is more selective and versatile than cyclones or screens. The air classifier does not clog as frequently as fine screens do.

Summit Trailer Sales, Inc.
(570) 754-3511
www.summittrailer.com

Started in 1970, Summit Trailer Sales has been in the business of supplying quality products to the rendering industry. Summit provides trailers and dump bodies in aluminum, steel, and stainless steel per the customer’s request.

If you don’t see what you are looking for on their website, call their office and speak with either Chuck or Leo who will be glad to assist in finding the product that is right for your application.

See ad on page 20.

The Gavilon Group, LLC
(402) 889-4688
www.gavilon.com

The Gavilon Group, LLC is a leading commodity management firm, connecting producers and consumers of feed, food, and fuel through their global supply chain network. They leverage their industry experience and knowledge to help buyers and sellers of fats, oils, and proteins get what they need, when they need it.

Wellens & Co., Inc.
(888) 253-3927
wellens.company@earthlink.net

Wellens & Co., Inc. is an agri-business firm based in Minneapolis, MN, whose mission is to provide the best possible service to suppliers and customers by following its core values of ethics, leadership, and excellence. Their team has extensive experience in all phases of the feed industry, trading a variety of feed ingredients. Wellens & Co. has been an active member of the NRA since the mid-1960s, facilitating a win-win relationship with leaders in the industry. With change accelerating in agri-business, the company remains totally committed to the rendering industry.

West Coast Reduction, Ltd.
(604) 255-9301
www.wcrl.com

West Coast Reduction, Ltd. is a manufacturer of rendering units for on-site collection. Units range in style and size, from front load to rear load, and in different load capacities and options such as blood tanks, divided body for multiple pick-ups, remote controlled lifting mechanism, rear view cameras, etc. All Walinga units are manufactured with the highest standards utilizing both computer aided design and manufacturing. Check out the complete line of transportation equipment on their website.

See ad on page 35.

Continued on page 21
Our Deodorising Oxidisers Incinex® are well known all over the world as the best technology to eliminate the odours from the effluents of cookers, sterilizers, presses, decanters, material storage hoppers, etc. Taking the vapours directly from the top of the cookers avoid the need for condensing with a significant saving in the cost for treating the wastewater. The option to select a system with heat recovery or a ceramic regenerative oxidiser Incinex® is determined by the specific requirements of each customer and according to the quantity of effluent to be treated. Recovery and Regenerative DEO Oxidisers Incinex® are utilised to eliminate odours and vapour emissions generated by the production processes. They are specially designed plants tailored to meet the particular requirements of these industrial processes.

Babcock Wanson is the leading company in the world in this field having completed around 350 successful installations operating in the following countries:
- U.S.A.
- United Kingdom and Ireland
- France, Italy, Spain
- Argentina
- Middle East

Babcock Wanson technicians are available to offer the most suitable solution for each specific case.
West Coast has earned its reputation by demonstrating its willingness to experiment with the latest available technology with no expense spared. “That is why West Coast remains ahead of the curve as a renderer and in the employment of odor abatement technology,” said Frank Dupps Jr., president of The Dupps Company. West Coast Reduction President Barry Glotman stated that “West Coast has an enviable reputation and we intend to continue doing whatever it takes to maintain and secure our standing as a leader in the field of rendering in a sustainable manner.”

See ads on inside front cover and pages 13 and 23.

For a complete list of the sponsors and exhibitors for the 2012 NRA convention in Dana Point, CA, October 23-26, 2012, visit http://convention.nationalrenderers.org. The NRA thanks all the sponsors and exhibitors who so generously contributed to the success of this year’s convention.
An investigation into the fourth case of bovine spongiform encephalopathy (BSE) in the United States discovered in late April has determined that compliance with existing feed regulations was excellent, concluding that feed was not the cause of the infection.

A brain sample collected from a dead dairy cow at the Baker Commodities’ rendering transfer station in Hanford, CA, tested positive for L-type atypical BSE. While cases of classical BSE have been linked to the use of contaminated meat and bone meal as an ingredient in cattle feed, the origin of atypical strains of BSE is unknown. Since 1997, mammalian proteins have been prohibited in ruminant feed in the United States, and in 2008, further safeguards were put in place prohibiting the brain and spinal cord from cattle 30 months of age and older in all animal feed.

Given the scientific uncertainty about the origin of the L-type strain of BSE, the Food and Drug Administration and California Department of Food and Agriculture conducted an extensive feed investigation to try to determine if any feed supplied to the infected cow could have been manufactured with or cross-contaminated by ingredients that are prohibited for use in feed for ruminant animals. Particular attention was focused on controls in place at each facility the animal resided since birth to prevent cross contamination.

Review of the BSE inspection histories found that compliance with feed regulations was excellent. None of the facilities had used prohibited material in their feed manufacturing during the entire period of interest, although one facility distributed prohibited material but did not use it to manufacture feeds. This facility maintained separation between its manufactured feed and products for distribution that contained prohibited material.

The investigation found that no feed suppliers to the index premises processed with prohibited material during the period of interest, that all feed facilities obtained appropriate assurances from their suppliers that incoming ingredients did not contain prohibited material, and that vehicle inspections and/or driver certifications were used by all facilities to ensure that products were not transported in vehicles that had hauled product containing prohibited material in the previous load. Based on these findings, the feed investigation team did not identify any conditions where feed ingredients supplied to the index premises had been manufactured with prohibited material, or where feed suppliers to the index premises did not have adequate safeguards in place to prevent cross-contamination during feed manufacture, storage, or transportation.
Election Year Tactics

Every year after the Labor Day holiday in early September, several milestone events take place in the United States (US), such as students returning to school and the start of fall. Every four years, the holiday also marks the final stretch for a presidential election. Also at this time of year, Congress returns after an August recess to wrap up its work before December 31. This year is no different.

However, in all my experience in Washington, DC, I have never seen so much work left to do in mid-September. I wonder how it will all get done, if it even does. The 112th Congress ends on December 31, 2012; nothing is carried over to the next year. The 113th Congress will have to start from scratch in January.

Election year politics is the most obvious reason for the lack of results. President Barack Obama’s administration is politically sensitive not to rock the boat before the election and is instead strictly in campaign mode. The Republicans are hopeful of winning the White House and possibly the majority in the Senate, so they want to put things off until they are in charge.

It’s a safe bet that nothing significant will get done before the election in early November. This will compress a lot of must-do actions into a lame duck session of Congress, which must be done between Election Day and December 31, 12.

Right after Labor Day, Congress did kick the can down the road by passing a continuing resolution on spending through March 2013. This means that the appropriations bills have been postponed. Congress essentially authorized the government to continue spending at the same rate it is now for the next six months beginning October 1, 2012.

Taxes are a big question mark. The Bush-era tax cuts expire at the end of this year. Will they be extended? If so, will they be for everyone? The future of estate taxes is also very much in the mix. Payroll tax cuts of two percent that have been in place for the last two years also expire at year’s end. If they are not extended, the two percent cut goes away. If nothing is done on any of the existing tax cuts, US taxpayers will see a significant increase in their taxes next year.

Most of the agricultural community is concerned that there is no new farm bill. The current one expired September 30, 2012. The Senate has passed its version while the House Committee on Agriculture has reported its version of a farm bill to the full House of Representatives for consideration. The House Republican leadership has decided not to proceed with a farm bill just yet, making it uncertain whether a new bill will happen during the lame duck session. If nothing happens on a new farm bill, the current one will likely be extended for a year.

Sequestration is a frequently used term lately. The Budget Control Act of 2011 (debt ceiling deal) has provisions that if certain spending caps are not met, there will be automatic cuts across-the-board for discretionary and mandatory programs. The most talked about cuts would be in defense spending, and they are significant, in the hundreds of billions of dollars, a figure beyond most people’s comprehension. Congress will have to address this to avoid the draconian cuts predicted.

I am sure I’ve missed other important issues, but, no doubt, there is a big laundry list for Congress and the president to address. While the task is daunting, Congress has come through in the past. I don’t think lawmakers want to be responsible for going over some fiscal cliff. November and December will be interesting times.

In addition to what Congress has to do, the administration has been sitting on top of several proposed regulations until after the election. There’s anticipation that a real tsunami of regulations will be released after the election regardless if Obama is reelected or not. These regulations are being held up due to their political sensitivity and huge price tag.

Winston Churchill once said, “Indeed, it has been said that democracy is the worst form of government except all those others that have been tried from time to time.”

I am looking forward to November 6th and plan to vote. I hope you do, too.
A word from your friends at Dupps Field Service

“For us, the bottom line is to be there when our customers need us. They operate Dupps equipment because it offers top performance and reliability; and it’s our job to keep it that way . . . any time, day or night.

“For the Field Service team, the most important thing is to get the customer’s system up and running properly as quickly as possible. Every minute of downtime costs money, so it’s our policy to have a service representative ready to work at a customer’s plant in 24 hours or less. That’s why we maintain the largest service department in the business, with the right tools and parts to do the job.

“Another important advantage we offer is experience. Every representative knows Dupps equipment inside and out, so we do the job right as well as quickly. Experience pays off in other ways too — we can help make sure equipment is properly maintained so it operates at peak performance, and to avoid expensive repairs down the road.

“Our motto is ‘Dupps won’t let you down’; for our team that means we’re committed to the customer, every hour of every day.”
Latin America’s Role Over the Next Decade

Established earlier this year, the Latin American rendering association, La Asociación Latino Americana de Plantas de Rendimiento (ALAPRE), is a private non-profit association governed by a board of directors from seven countries. Supported by several independent companies and four associations, ALAPRE’s existing members include Camara de Sub-productos Ganaderos (Argentina), Sindicato Nacional dos Coletores e Beneficiadores de Sub Produtos de Origem Animal (SINCOBESP) and Associacao Brasileira de Reciclagem Animal (Brazil), Scipem (Colombia), Prodeca (Costa Rica), Asociacion Nacional de Rendidores (Mexico), Agro Industrial Ganadera (Paraguay), and Mini Bruno (Venezuela). Headquarter offices are in San Jose, Costa Rica, and public activities are centered in Monterrey, Mexico, and Sao Paulo, Brazil.

ALAPRE defined a strategic plan at its first meeting held in Sao Paulo in May 2012. Several working groups have been formed to engage in analysis, research, education, and outreach on pressing problems affecting the Latin American rendering industry. With an ultimate goal of promoting sustainable bio-recycling and food and feed safety, principally in Latin America but ultimately throughout the world, ALAPRE is planning to promote policies that enhance local and regional food security in ways that are economically worthwhile, socially ethical, and environmentally friendly.

The specific goals of ALAPRE members are:
• making production systems more sustainable;
• meeting increasingly stringent feed and food chain quality standards;
• developing a more ecological industry;
• managing water and energy resources more efficiently;
• maintaining an open trading system; and
• making better use of information and communication technologies.

The Rendering Industry in Latin America

It is estimated that by the end of 2012, the rendering industry in Brazil will reach a volume close to 3.5 million metric tons with exports of less than two percent. The rendering industry in Brazil consists of 512 registered plants under federal inspection; among those, meat packers and recyclers comprise the largest segment. A group of 35 animal by-product recyclers makes up SINCOBESP, an organization dedicated to teach, certify, and lobby with the government. About 34 percent of the industry, or 169 plants, are independent processors with 343 integrated to slaughterhouses. Slaughterhouses with integrated fat rendering operations produce 60 percent of the country’s bovine fat. Biodiesel production focused on animal fat is concentrated in four states: Sao Paulo, Mato Grosso, MatoGrosso do Sul, and Rondônia.

Forty companies registered with Servicio Nacional de Salud Animal represent the rendering industry in Argentina, with about 60 percent of the production concentrated among five companies. Other plants include poultry operations. Similar to Brazil, a significant number of small plants exist without any type of registration. In 2011, the production of meals and fats from animal residues reached 800,000 metric tons.

The processing of animal by-products in Colombia is relatively new (less than 20 years), except for a couple of companies that started in the early 1970s. Animal by-product statistics don’t match the number of animals slaughtered, indicating there is a good amount of raw material ending up in landfills. Indeed, in the beef sector, a common practice is to incinerate the material/bones. Most of the equipment being used in Colombia’s rendering operations was imported from Brazil, the United States (US), or manufactured by a couple of local companies. According to the Instituto Colombiano Agropecuario, there are 75 registered plants and around 30 to 40 without registration. Plants have little automation, with daily processing capacities varying from 20 metric tons to 200 metric tons. About 80 percent of the poultry meal is processed by vertically integrated slaughterhouses, with estimated annual production in 2011 at 64,000 metric tons of poultry by-product meal (feather meal, blood, viscera meal); 22,200 metric tons of avian origin oils; 12,300 metric tons of fish meal; 5,200 metric tons of fish oil; and 15,600 metric tons of meat and bone meal and ruminant blood meal.

Chile’s animal health status is unique in the hemisphere and quite exceptional internationally. Chile is free from all major animal diseases, including bovine spongiform encephalopathy (BSE) and avian influenza. Chile’s rendering industry is comprised of 47 rendering plants, of which 30 are fish meal operations. In very recent news, Salmofood S.A., which controls over 10 percent of the fish meal production in Chile, was sold to Alicorp of Peru.

In Mexico, 16 million animals are slaughtered each year, including sheep, goats, horses, and cattle. In addition, a total of 750 million chickens and turkeys are slaughtered each year. About 64 rendering plants obtain products from municipal and federally inspected slaughterhouses. There are two categories of rendering plants in Mexico, according to Senasica (animal health care authority): one in which rendering operations specifically render ruminant raw materials (category 2) and a second one (category 1) that specifies raw materials are free of ruminant material. Of the 64 rendering plants registered, 39 plants are category 2 and 25 are category 1. Plants are distributed throughout the entire country.

Costa Rica’s rendering industry, which has seven operating plants, is not as developed with the latest technology such as continuous cookers and dryers as in the United States, Canada, or Brazil. However, there are two companies evolving to use technology implemented in more developed rendering industries. Prodeca, a member of ALAPRE, processes beef and hog by-products to produce meat and bone meal for animal consumption. Rendering plants in Costa Rica have the capacity...
to process at least 50 metric tons per day.

The concept of rendering in Costa Rica is still considered a necessity and not a business. Most of the country’s finished products are consumed locally except for a small bit of tallow that is exported to Nicaragua. Costa Rica’s health status according to World Organization for Animal Health, or OIE, is still “undetermined risk,” but local authorities are making huge efforts to qualify the country as “controlled risk” allowing them to export its products to other countries where prices are more attractive than they are locally.

All other countries in Central America have no or small rendering operations.

It is important to note that of the 19 countries worldwide recognized in Resolution No. 16 adopted at the 80th General Session of the OIE in May 2012 as having a “negligible BSE risk” status in accordance with Chapter 11.5 of the OIE Terrestrial Animal Health Code, eight countries (Argentina, Brazil, Chile, Colombia, Panama, Paraguay, Peru, and Uruguay) are in Latin America.

Regulatory Agencies

Regulatory agencies with responsibility to the food and feed industries (including rendering by-products and the rendering industry) in Latin America are comprised of:

- Argentina – Instituto Argentino de Sanidad y Calidad Vegetal
- Brazil – Ministerio de Ganaderia, Agricultura y Abastecimiento
- Colombia – Instituto Colombiano Agropecuario
- Costa Rica – Servicio Nacional de Salud Animal
- Chile – Servicio Agricola y Ganadero
- Ecuador – Ministerio de Agricultura
- Mexico – Secretaria de Agricultura, Desarrollo Rural, Pesca y Alimentación
- Panama – Autoridad Panameña de Seguridad de Alimentos
- Venezuela – Ministerio del Poder Popular para la Agricultura y Tierras

### Animal and Food Production in Latin America

ALAPRE also seeks opportunities to enhance the role of the rendering industry in the food supply chain since Latin America has a strong comparative advantage in agriculture, as indicated by its growing share of food trade. Its advantage is especially strong in some of the specific kinds of food – particularly meats – that will be most in demand as low-income countries climb up the development ladder.

As pointed out in a recent report from the World Bank, over the next decade, Latin America will play a major role in food production. Of the approximately 445.6 million hectares of land worldwide potentially suitable for sustainable expansion of cultivated area, about 28 percent is in Latin America, more than in any other region except Africa. The region has 36 percent of the 262.9 million hectares of land suitable for expansion worldwide that is within six hours travel time to the closest market. In addition, with about one-third of the 42,000 cubic kilometers in renewable water resources worldwide, Latin America is also well endowed in this resource, a key factor for aquaculture development with the highest water endowment among developing regions.

Indeed, advances in economic reform, technology, education, and management competency in Latin American...
Restaurants Must Sell Used Oil for Biofuels

As of June 2012, restaurants in Asheville, NC, are required to recycle their used cooking oil through a biofuels producer in order to receive Green Restaurant Association (GRA) certification. Asheville joins a list of other cities with this same requirement, including Baltimore, MD; Boston, MA; Washington, DC; Chicago, IL; Los Angeles, San Diego, and San Francisco, CA; Seattle and Spokane, WA; Philadelphia, PA; Portland, OR; and New York City, NY. Restaurants in southern and central Connecticut and in Idaho and Wyoming must also recycle their used cooking oil through a biodiesel producer to receive the GRA certification. Nearly 500 restaurants are currently certified in the United States and Canada, with another 289 restaurants in the process of earning their certification.

According to Blue Ridge Biofuels, which operates a biodiesel production facility in Asheville, NC, prior to the city’s decision, restaurants receiving certification were permitted to use any oil collection service provider, the majority of which are based outside of North Carolina.

“These service providers take the valuable resource of used cooking oil away from the local economy and from biofuels production, thus adding to a restaurant’s carbon footprint instead of improving it,” the company stated in a press release. “Competition has driven prices paid to restaurants for their oil to record highs. This resource is in high demand and Blue Ridge Biofuels...must compete with a dozen other service providers for used cooking oil in Western North Carolina.

“The requirement that restaurants seeking Green Restaurant Certification must now use a biofuels producer as their oil collection service provider ensures that the restaurants are fulfilling their mission to be sustainable establishments,” the company went on to state.

Established in 1990, GRA is a national non-profit organization that helps restaurants become more environmentally sustainable. Michael Oshman, chief executive officer and founder of GRA, said cities are chosen for the “grease to biodiesel or energy” requirement based on the competitive environment, meaning two or more grease collectors service the city. Restaurants not in those cities listed may choose any grease recycling option to meet the certification program requirements. Oshman explained that while recycling used cooking oil for all uses is “great,” the association believes specifically using the used cooking oil to replace petroleum is the best form of recycling.

When the owners of The Corner Kitchen, a renowned farm-to-table restaurant in Asheville, decided to seek Green Restaurant Certification, the GRA contacted their service provider, Blue Ridge Biofuels, to confirm the restaurant recycled its used cooking oil. This inquiry, coupled with the Asheville Independent Restaurant Association’s initiative to make Asheville the Premier Green Restaurant Certified city in the United States, prompted the examination into the Green Restaurant Certification 4.0 Standard.

Following the discussion, Blue Ridge Biofuels contacted the North Carolina Biodiesel Association in an effort to build a case for adding Ashville to the GRA certification requirement. Oshman made the final decision to modify certification requirements for the city. All parties agreed that recycling cooking oil with a local biodiesel producer helped lower greenhouse gas emissions and supported local fuel production.

Canadian Plant Commissioned

Methes Energies Canada opened its doors in Sombra, ON, Canada, in August and is awaiting registration approval from the United State Environmental Protection Agency to begin producing and selling biodiesel made from used cooking oils and animal fats.

The 13 million gallon per year facility sits on a rail line providing easy access to its feedstock and for shipping its finished products. The plant is also in the same corridor as some of the largest oil refineries in Ontario. Canada requires two percent of all diesel fuel and heating distillate oil come from renewables such as biodiesel.

California Producer Awarded Millions for Upgrades

The California Energy Commission has approved $1.86 million in grant funding for the expansion and upgrade of Yokayo Biofuels, Inc.’s biodiesel facilities in Ukiah, CA, increasing its production capacity from 1,400 gallons per day to 2,000 gallons per day using a pioneering enzymatic production process. The company currently collects about 40,000 gallons of used cooking oil per month from more than 1,000 restaurants and other facilities in Northern California to convert to biodiesel.

According to Yokayo Biofuels, the pioneering enzymatic process to be used in the facility is environmentally cleaner, more efficient, and produces a higher quality biodiesel than current methods. In addition, the process allows greater use of brown grease, typically from grease traps, which is currently used in very small quantities in biodiesel production.

The project will consist of constructing new production, laboratory, and material storage facilities. Two new pipelines will connect vessels in the existing building with vessels in the new buildings. One pipeline will transport processed used cooking oil to the mixing vessel in the new building, while the second pipeline will transport washed fuel back to the dehydrator in the existing building. A third pipeline will transport methanol to the mixing vessel in the new building from a newly installed methanol storage tank.

Total cost of the project is estimated at $4.7 million.
Yokayo Biofuels expects its upgraded production facility to be operating at full capacity by July 2013.

**Midwest Governors Push Biodiesel Use**

The Midwest Governors Association (MGA) is encouraging diesel engine and vehicle manufacturers – and their suppliers – to support the use of biodiesel blends of at least 20 percent (B20) by volume with conventional petroleum diesel in all diesel-powered equipment. Terry Brandstad, Governor of Iowa and MGA chair, and Mark Dayton, Governor of Minnesota, and MGA vice chair, signed a letter addressing the issue.

The group highlighted one reason for supporting B20 and higher blends is that more than 13 states “have realized the environmental, economic, and energy security benefits to be gained through increased use of biodiesel, and encourage use of higher biodiesel blends from B2-B20 through a variety of state policies.” The letter also stated that biodiesel made from an increasingly diverse mix of feedstocks such as agricultural oils, recycled cooking oil, and animal fats reduces greenhouse gas emissions by more than 50 percent compared to diesel and reduces the country’s dependence on foreign oil. The group is also encouraged that biodiesel fuel quality has made enormous strides over the past 10 years.

“That quality is assured through the stringent biodiesel fuel specifications of ASTM D6751 (for B100), D7467 (for B6-B20), and D975 (up to B5),” the MGA stated. The letter went on to commend and thank auto and engine manufacturers for their partnership with the biodiesel industry, scientists, associations, farmers, and elected representatives of the states in the MGA over the last 20 years. The group then encouraged those remaining manufacturers who only publicly support biodiesel in levels of B5 and below to issue public B20 support for existing equipment, and to design all future equipment for a minimum of B20.

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**International Continued from page 25**

countries have propelled some of the region’s largest companies into leading positions globally. Multibillion dollar companies include Brazil’s JBS, which became the world’s largest meat processor after buying a majority stake in chicken producer Pilgrim’s Pride in the United States and merging with Brazilian milk products, beef, and leather company Bertin in 2009. A few other examples include Molinos Rio de la Plata, the largest exporter of branded food products in Argentina; Alicorp, Peru’s largest foodstuff maker, manufacturer, and owner of Nicovita, the largest aquaculture feed producer in Latin America; and Brazil Foods S.A., a merger among Perdigão and Sadia, with combined annual revenue of nearly $11 billion (USD), a workforce of 119,000, and 42 plants.

On the other hand, the population of Latin America is expected to grow to 665 million people with those living in cities reaching 83 percent by 2020. Therefore, poverty is not only a problem for rural communities, but also cities. According to a study by Wageningen University in the Netherlands, almost 10 percent of the world’s crops are harvested in Latin America. Predicted annual growth rates for meat and milk production are about 2.2 percent for the period 1990 to 2020. For meat, production will increase to about 60 kilograms per capita and milk to 120 kilograms per capita in 2020. In 2011, broiler meat consumption in Latin America increased 67 percent compared to 2000.

**Final Remarks**

Without a doubt, Latin America as a whole is moving forward, and in the next 10 years, the region should achieve an improved nutritional status, less poverty, and more agriculture. Intensive agriculture will require knowledge about animal production, management of the environment, and food safety. Access to international markets will depend on progress toward removing protection barriers and on the disease status and quality controls for safe food. Since the direction of government policies will be decisive in the process of increased food production and trading in Latin America, it is here that ALAPRE will play a major role in the next decade.

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Biodiesel Helps Boost American Ag, Rendering Industries

By Dave Elsenbast
Vice President, Supply Chain, Renewable Energy Group

The rendering industry in the United States (US) is helping to power the nation’s food and energy security under the Renewable Fuel Standard (RFS2). While several business leaders and governors have called for Congress to repeal current mandates for renewable fuels production under the RFS2, they are failing to see the benefit that domestic biofuel production is making food more available in this country via the rendering industry.

When there is more demand across agriculture for food, animal feed, fiber, and energy, more of each is produced. Protein and carbohydrates form the base for human nutrition and what is leftover – greases, oils, and fats – is forced to find value in other markets. Biodiesel is a growing market for these previously low feed value or waste products. The biodiesel industry creates a closed-loop system resulting in new marketplace value for greases, oils, and fats.

Last year, approximately one-third of the country’s 1.1 billion gallon biodiesel production was from animal fats and recycled cooking oils, according to the US Department of Energy. A recent study by Centrec Consulting Group using US Department of Agriculture (USDA) data showed that US beef producers yield an additional $16 per head based on tallow sales into biodiesel.

Energy prices have been volatile in 2012. Many biodiesel firms offer biodiesel prices indexed to the market price for ultra-low sulfur diesel. New York Mercantile Exchange heating oil futures prices in late December 2011 were trading around $2.80 per gallon. Throughout the first quarter of 2012, heating oil prices moved up steadily, trading around $3.30 in late March. In the second quarter, the trend reversed course and dropped down to around $2.60. As of early September, prices were back on the rise at $3.15 per gallon.

From the coarse grain side, a recent USDA forecast projects a lower grain supply as a direct result of the effects of the drought. USDA also reported that lower than expected ethanol production for 2013 may also be a result and, to that affect, there have been several announcements of ethanol plant closings that impacts inedible corn oil pricing and availability.

To compensate for high grain prices in the near term, livestock producers may choose to liquidate their breeding stock in the face of higher feed costs and poor margins, resulting in a short-term relative increase in animal fat and grease availability. This is expected to lead to reduced herd sizes and lower slaughter rates in 2013, lowering feedstock supply availability, and putting upward pressure on biodiesel input costs.

Biodiesel companies utilizing multiple feedstocks manage economic exposure to fluctuating energy prices with various financial risk management strategies. The relationship between biodiesel price changes and feedstock price changes are creating a tighter margin outlook for the biodiesel industry in the second half of 2012.

As the US biodiesel industry entered the second half of 2012, the Environmental Protection Agency (EPA) had not yet announced the 2013 renewable volume obligations, creating uncertainty around production demand next year. The industry has seen a weakening in renewable identification number (RIN) prices since January 2012 as the industry sells more biodiesel each month compared to last year; prices hovered around $1.02 per RIN in August.

In late August, EPA announced first-half 2012 biodiesel sales of more than 650 million gallons, meaning the industry is well on its way to meeting the one billion gallon requirement for the 2012 renewable volume obligation.

EPA finally set in mid-September the required volume for 2013 at 1.28 billion gallons, a 28 percent growth over 2012. The US biodiesel industry’s RFS2 task force worked with EPA in projecting available feedstock and product demand to reach the 1.28 billion recommendation. This announcement is positive for the biodiesel industry and will result in continued solid demand for rendered animal fats in 2013.

Biodiesel is the only commercially-available, domestically produced EPA-designated advanced biofuel (as categorized as biomass-based diesel) under the RFS2. To that point, the industry submitted comments to EPA that renewable volume obligations should not be waived and certainly not eliminated. The biodiesel industry believes the fuel requirements under the RFS2 have been delivering desired results.

The biodiesel and rendering industries working together must make Americans aware that the RFS2 and advanced biofuels like biodiesel are positive change drivers not just for the nation’s energy security, but for domestic agricultural and energy policy as well. The biodiesel industry has consistently increased value for previously under-valued agricultural commodities, according to industry analysts. The RFS2 is creating progress and this progress should not be waived. 

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October

American Fats and Oils Association Annual Meeting
October 10-11, New York City, NY
www.americanfatsandoilsassociation.com

United States Animal Health Association 116th Annual Meeting
October 17-24, Greensboro, NC
www.usaha.org

Fats and Proteins Research Foundation Annual Meeting
October 22-23, Dana Point, CA
www.fprf.org

National Renderers Association 79th Annual Convention
October 23-26, Dana Point, CA
http://nationalrenderers.org

GOAL 2012 – Global Aquaculture Alliance Meeting
October 30-November 2, Bangkok, Thailand • www.gaalliance.org

December

9th Annual Canadian Renewable Fuels Summit
December 3-5, Ottawa, ON, Canada • www.crfs2012.com

January 2013

Association of American Feed Control Officials Midyear Meeting
January 22-24, Albuquerque, NM • www.aafco.org

International Production and Processing Expo
Formerly the International Poultry Expo
January 29-31, Atlanta, GA • www.ipe13.org

February

National Biodiesel Conference and Expo
February 4-7, Las Vegas, NV • www.biodieselconference.org

Cattle Industry Convention and National Cattlemen’s Beef Association Trade Show
February 6-9, Tampa, FL • www.beefusa.org

MeatExpo’13
February 10-13, Las Vegas, NV • http://meatexpo.org

Log on to http://rendermagazine.com for an updated listing of industry meetings.
Researcher Commended for Industry Contributions

Dr. Tom Jenkins, Clemson University nutrition researcher and friend of the rendering industry, is retiring this fall after a long and productive career. He began his association with the rendering industry while working at the Ohio Agricultural Research and Development Center in Wooster, OH, in the early 1980s. Jenkins’ first Fats and Proteins Research Foundation (FPRF) funded research project, “Effect of Added Fat and Calcium on In Vitro Formation of Insoluble Fatty Acid Soaps and Cell Wall Digestibility” (Jenkins and Palmquist, 1982), was published in the Journal of Animal Science in 1982. Thirty years later, Jenkins has finished his final FPRF funded project.

Jenkins has been a pioneer in the understanding of lipid metabolism and has expanded the knowledge and methodology for lipid analysis. Many years ago, he noted the limitations of existing methodologies and offered alternative procedures for improving accuracy of analyses. Today, most researchers in the feed industry use Jenkins’ methodologies for lipid analyses. His work has provided a fatty acid database for feeds that is recognized as the most comprehensive database available in the world. This database has greatly improved on-farm nutrition programs for cattle. Recently, the American Oil Chemists’ Society expressed interest in using Jenkins’ work for establishing official methods of analysis for lipids for the entire animal agriculture industry.

Upon entering the rumen, dietary lipids are subjected to a two-step destruction. The ester linkages are first hydrolyzed to release the free fatty acid and the unprotected free fatty acid is then biohydrogenated. In ruminants, there is a limit to the amount of fat that can be incorporated into a diet because the building blocks of fats — free fatty acids — can kill many of the rumen microorganisms. Jenkins developed technology that protects the rumen microorganisms by preventing the free fatty acids from release until after they pass beyond the stomach.

Jenkins co-invented the patented “rumen-protected fat supplements,” which are calcium salts of fatty acids. He also invented and was awarded a patent for a different procedure in which he created fatty acyl amides to protect the fats in the rumen. Both of these procedures have a two-fold benefit: first, the procedure prevents release of free fatty acids and subsequent killing of ruminal microorganisms, and second, the procedure prevents biohydrogenation of the fatty acids so that the essential fatty acids survive to reach the small intestine where they are absorbed. In addition, the technology improved fat handling qualities for better ration mixing as opposed to a sticky, unmodified fat. Today, the use of protected fat supplements has become standard procedure in the dairy industry based on Jenkins’ and his collaborators’ work.

Jenkins also studied areas related to fatty acid biohydrogenation and its role in the beneficial formation of the anti-carcinogenic compounds known as conjugated linoleic acid and rumenic acid. These compounds have been widely investigated in dairy products for important human health benefits. He also improved the methodology and was able to determine intermediate compounds that occur during rumen biohydrogenation. This effort has revolutionized the knowledge on biochemical pathways in lipid metabolism. Jenkins’ work further allowed exploration of functions of these intermediate compounds and lead to discovery that many of the fatty acid intermediates are potent metabolism and gene expression regulators.

Jenkins proposed combining tallow fatty acids with nutraceutical compounds and protecting them through his patented technology to allow the nutrients to survive the rumen and be absorbed in the small intestine. In his last FPRF project, Jenkins investigated protection of omega fatty acids in the ruminant diet. Fish oils are excellent sources of omega fatty acids and consumption of these fatty acids has been reported to be beneficial in improving a number of health situations, including reproductive efficiencies in cattle. However, studies have indicated increased levels of fish oils in the ruminant diet can cause rapid decreases in lipolysis and biohydrogenation due to death of the ruminant microflora. Jenkins mixed the tallow with omega fatty acids and used his conversion process to create a powdered calcium salt form of the product.

Jenkins used rumen fluid collected to inoculate his “artificial rumen” vessels in the laboratory. He followed the fate of the fish oils and tallow during ruminant microbial growth. In the study, Jenkins investigated whether tallow could be a carrier for the fish oils. The results confirmed his technology of converting the tallow to calcium salts did protect the fish oils from biohydrogenation, but unexpectedly only at lower levels of fish oil supplementation. Believing the calcium salts of tallow were pH sensitive, he obtained additional funding from private companies and is completing that research now.

The significance of Jenkins’ lifetime of work has been realized in much greater use of rendered animal fats in ruminant diets. With the technologies Jenkins and his collaborators...
created, modified tallow can be included at higher rates in the ruminal diet, does not impede ruminant microflora, and, in a powdered form, is much more readily mixable into rations than the solid or semi-solid original form. As Jenkins pointed out, “If only 10 percent of US milking cows [approximately one million cows] consumed an additional 0.5 pound of tallow each day for 100 days of lactation, receipts from tallow would increase over $7 million annually.”

Jenkins has become the preeminent dairy cattle lipid utilization researcher in the world, and for his lifetime of work, was the recipient of the American Dairy Science Association’s (ADSA’s) 2011 Nutrition Professionals Inc. Applied Dairy Nutrition Award. Jenkins has made more than 100 invited presentations and published more than 100 refereed journal articles and six book chapters, including a chapter on rendered products in ruminant nutrition in *Essential Rendering*, edited by David L. Meeker. His scientific publications have been cited by other researchers more than 2,000 times, and his research has led to two patents for supplementing fat into dairy rations. During his career, Jenkins also has garnered more than $2.7 million in research funding from the United States Department of Agriculture’s National Research Initiative and Sustainable Agriculture Research and Education Program, the Department of Energy, FPRF, and the feed ingredient industry.

In 1999, Jenkins was awarded an American Feed Industry Association (AFIA) award for his work in dairy cattle nutrition and lipid utilization. At Clemson University, he was recognized with the Board of Trustees Award for Faculty Excellence in 2000 and the prestigious Godley-Snell Award for Excellence in Agricultural Research in 2005.

Jenkins has served on many private industry research boards as well as the Nutrition Committee and the Discover Conference Steering Committee for ADSA, the Journal Management Committee for ADSA, and the AFIA Nutrition Award Selection Committee. He has served on the editorial boards of both the ADSA and the American Society of Animal Science, and has been a reviewer for the *Journal of Dairy Science, Journal of Animal Science, Journal of Nutrition, Trends in Food Science and Technology, Journal of Microbiology, Comparative Biochemistry and Physiology, Small Ruminant Research, and British Journal of Nutrition*.

In 2008, Jenkins envisioned the 14th ADSA Discover Conference, Lipids for Dairy Cattle: Today’s Issues, Tomorrow’s Challenges. He co-chaired the event that currently holds the record for greatest number of attendees and most revenue generated for all of the ADSA Discover Conferences.

Jenkins is also a gifted educator. He has been a wise mentor to a number of graduate students and is widely sought as the leading expert on ruminant lipid digestion and metabolism. He has presented over 100 lectures and webinars to worldwide industry, scientific meetings, symposia, and conferences. Jenkins’ retirement from Clemson University closes out a distinguished and remarkable career. His lifetime of work has made a huge impact on animal agriculture and the rendering industry. We salute Dr. Tom Jenkins and wish him the absolute best in his retirement.

Congratulations and job well done, sir!
Globalization, Harmonization, and Realization

Editor’s Note – Dr. Don Franco previously served with the United States Department of Agriculture/Food Safety and Inspection Service; as vice president, Scientific Services, National Renderers Association; and as president, Animal Protein Producers Industry.

Human interaction and trade amongst people and nations has taken place for thousands of years. In fact, it has always existed, to varying degrees, thus the concept of globalization, relating to the process of international integration, widely promoted and touted for the past 30 years or so is not new.

Globalization, as an early objective, gained momentum in academic circles about 80 years ago to promote a new and refined vision of education to benefit the globe by assisting underdeveloped economies improve their educational capabilities and conform to the changing needs of their societies, helping achieve self-sufficiency in the process. This impetus helped to establish a core theme or infrastructure for communication with the goal of building a strong global network that could hopefully link people of the world into a single social system with the major intent to expand on human relations across countries and continents for mutual long-term benefits beyond the confines of education. This, interestingly, coincided around the same time with a gradual progressive goal toward free trade when in the 1930s United States President Franklin Roosevelt introduced a trade agreements program based on international negotiations known as the Smoot-Hawley Tariff Act. This was later amended in 1934 by the Reciprocal Trade Agreement Act to help increase American exports during a period of depressed international trade and when many countries raised import tariffs. Therefore, issues of global trading are nothing new for the United States.

The advent of the twenty-first century and the evolution of electronic communications, exemplified by the Internet, that currently connect billions of people in new ways, just about guarantees that the globalization trend will continue to have a significant impact on communications, business, and trade with the potential for the formation of joint endeavors and multinational enterprises between nations. Properly planned and structured, the globalized concept can be dynamically innovative, help reduce trade barriers and other historical impediments, and serve to heighten opportunities for true economic integration and, ultimately, the functional evolution of a progressive single global market, amplifying equity.

Globalization, however, encompasses more than the sharing and unifying of ideas, information, and knowledge; the opening up of cultural divisions; and a core interest to industries, economics, and trade. There is a substantial amount of supporting evidence to demonstrate that globalization has been successful and economically beneficial to both developed and developing countries. Unfortunately, some underdeveloped economies have been unable to benefit as well as the advanced industrial nations because of the paucity of infrastructures to sustain economic growth and development. This apparent inequality is by no means unusual and takes place in just about every comparative facet of developed versus developing countries and will likely persist as a compelling challenge with or without globalization.

Wealth, however, has been created in the process of globalization, serving as the precursor of economic miracles that have taken place in China and India in recent years, providing a considerate path for many emerging economies like Brazil and South Africa to pursue. The other disparate imbalances for enhancing benefits and greater distribution of economic opportunities for developing countries can be addressed and corrected as globalization moves forward. Serious challenges will obviously persist; that is symptomatic of the complex world in which we live. Developing countries, however, must accept that they are responsible for their planned vision for the future, prosperity, and upward mobility, and should not depend on global actions and the influence of external forces and institutions as a substitute for their own good governance and domestic policies. Dependence has limits and flaws. Developed countries, nonetheless, must work within the framework of fairness and outreach and assist in more market liberalization that could contribute to the financial stability of developing economies through equity. Collaboration is an imperative to success and must be done in an atmosphere of mutual respect and market opportunities.

The future realistically dictates that globalization, as an economic and trading reality, is not going to disappear. It is too deeply established, entrenched, and accepted as a norm. Like every other “system,” there are going to be risks, but the challenge is to make the entire globe an instrument of opportunity that will work for and benefit all countries through inclusion and accommodation. This, doubtless, will require commitment, understanding, and the management of processes modified and adjusted to assure sustained success that will result in a stronger and more functional and transparent international trade infrastructure.

We can assume and accept the analogy that globalization is reality and a major construct of the new world order that has helped to “flatten” the world and, in the process, create a fair playing field for all in the future where countries, developed and developing, can compete on equal terms. This realizing transformation was provocatively amplified by Tom Friedman, New York Times global columnist, in his book The World is Flat. The theories expressed in the book fully characterize the stage and scene of how countries will relate to one another in the future. Friedman, additionally, intelligently highlighted the successes and discontents of globalization, suggesting that to succeed in the future we have “to run faster in order to stay in place.” The question emerges, how can countries help in assuring that globalization continues to contribute to new opportunities by marginalizing the dangers and challenges to the concept? A logical and
reasoned proposal is the harmonization of regulations that historically have negatively impacted trade, economic growth, and development, which are the central foci of globalization. This can be approached with a clear mission to understand the transitions needed for developing countries to meet the criteria of industrialized countries by the establishment of strategic development objectives over a period of time. This can be accomplished through technical support and collaboration.

The future and success of globalization necessitates the applicability of the principles of harmonization. The word itself is a form of unified progression, meaning to bring into agreement, or a form of blending of objectives and vision for the common good. Whether or not harmonization is a pre-requisite to the success of globalization can be debated, but harmonization has its origin and philosophy in every aspect of globalization. It is inherent. Both concepts are compatible and complement each other. It is illogical to think that globalization can succeed without harmonization. It is parallel to a plane without a pilot. Since globalization has taken off as a mantra for economic sustainability and an expansion of world trade, regardless of the challenges, harmonization must become an integral component of the concept. This, at a minimum, will require “harmonizing” for uniformity an international partnership between regulatory agencies and the manufacturing industries, and a logical starting point could be in the realm of food safety policy, since food is a common necessity of every society and widely traded globally.

The efforts of the Codex Alimentarius Commission, created in 1963 by the Food and Agriculture Organization and the World Health Organization to develop food standards, guidelines, and codes of practice to ensure consumer protection and fair trade practices by promoting coordination of food standards worldwide, could be described, unfortunately, as a study in bureaucratic inefficiency and marginal vision. Decisions were slow and associated with continuing debates for decades over rudimentary subjects that made the process impossible and frustrating. Currently, it seems as though long-standing obstacles will continue to preclude consensus, limiting hopes of progressive agendas to address existing or future needs. Every country is intent on protecting its inherent interests and, while supportive of Codex as a “guiding light” for providing progressive recommendations, resort and respond to parochial biases instead of what is normally construed to be for the global good. The realization affirms and validates that all policies and politics are local, heightened by protectionism, and they infringe and influence guidelines/recommendations instituted for a global agenda. The fact is that none of the fundamental trading objectives is an indictment of the attributes of globalization and harmonization. We live in a world, however, characterized by survival economics, and protectionism is symptomatic and central to that world. Countries, interestingly, that do not have access or are incapable of “playing” in a global marketplace are demonstratively worse off than those reduced to small inconvenience and security.

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Render October 2012 33
Continued on page 34
that are. Thus, while the world has never been perfect, the fact is that global trade will continue, even in the midst of obvious imperfections.

Globalization, then, remains the economic reality of today and the future. Harmonization will enhance the concept and level the playing field toward uniform standards to facilitate trade. The globalization of commerce will continue to increase over the years as both industries and countries look for new market opportunities throughout the world in recognition of this interdependence. It is the new world order that has become constant with the potential to contribute to greater prosperity for all, if we accept the postulate that the world is truly flat and can provide unlimited opportunities for future generations. The challenging realization is whether or not we are prepared to aspire together as a community of global traders and make a collective effort to promote globalization by destroying hurdles through harmonization that will permit free trade to benefit all. Barriers have never contributed to anything but constraints. Now is the time to eliminate senseless barriers that curtail the movement of goods and inhibit economic expansion, and permit free trade and the creation of a true global market to benefit all who are prepared to play by the rules. Globalization was a major factor in sustaining America’s economic stability and supremacy.

A closing thought: the North American rendering industry should celebrate its history of global expansion. Representatives of the industry touch all the major market centers of the world promoting the nutritional value of animal fats and proteins as significant supplements in rations for livestock, poultry, and pets.

The technical support staff of the industry has been actively involved in discussions and debates with officials of countries that North American renderers trade with on broad aspects/concepts of regulations that embrace both globalization and harmonization. While these efforts have contributed to an expansion of the global marketplace over the decades, sadly, the pain of realization illustrates that we still have a long way to travel. We have, therefore, no option but to continue to raise our voices to shape the future by a continuation of reasoned professionalism and intelligent discourse.

I have predicted for years, using China as an example, that if that single country fully opens up its markets by dropping its current existing requirements, the North American rendering industry would be hard pressed to supply the potential demands. There is reason for hope. China is still dismantling its trade barriers, 25 years after its march on the global market, a period in which the country’s economy grew in a manner that startled the world of trade.

Globalization will never be utopia, but it is reality. Harmonization will open up opportunities to examine differences and seek resolutions. There are definite benefits to those who are committed to pursue global commercial opportunities, even in a world still fraught with many imperfections and frustrations.
Dear Editor,

This message is to commend David Hull for his work on the article in your August issue, “Taking Grease Theft One Step Further.” This is important news for both the rendering industry as well as the restaurant industry. Mahoney Environmental appreciates being able to share the expertise that we have collected over the past 60 years. Please don’t hesitate to reach out to us if you are ever looking for a fresh topic in used cooking oil. I am always available to chat about all things greasy.

Again, great article and thank you for addressing this serious issue.

Warm regards,

Justin Miller
Mahoney Environmental

Dear Editor,

In learning that Dr. Tom Jenkins is retiring from Clemson University (“ACREC Solutions,” page 30), the first reaction was regret. In fact, his retirement will be a real loss to the university, the community, the dairy industry, and certainly, the rendering industry. Jenkins has been a long-time supporter of the industry as both a basic and applied researcher for its products. His research focusing on the utilization of fat in ruminant diets has been instrumental in providing practical answers for the use of animal-derived fats in dairy cattle rations.

In order to validate his research hypothesis, Jenkins developed a laboratory rumen simulation model that greatly enhanced the research process prior to the lengthy and expensive animal trials. He has been a respected spokesman for the rendering industry and its products, has completed a number of research projects for the Fats and Proteins Research Foundation, and served on its Research Committee. The literature is filled with his peer reviewed publications as well as the proceedings of nearly every annually scheduled nutrition conference.

Having been the recipient of many honors and awards, perhaps the 2011 American Dairy Science Association’s Applied Dairy Nutrition Award is most prestigious and summarizes Jenkins’ exemplary career.

It will be difficult to fill his void, but in resolve, just knowing of the value he placed in his graduate students, his legacy will undoubtedly be carried forward. We wish Dr. and Mrs. Jenkins and family the very best in his most deserved retirement.

Dr. and Mrs. Gary Pearl
Past President, Fats and Proteins Research Foundation
Adjunct Professor, Clemson University

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Office Gossip

Editor’s Note – Mark A. Lies II is a labor and employment lawyer and partner with the Chicago, IL, law firm of Seyfarth Shaw, LLP. He specializes in occupational safety and health and related civil and employment litigation.

Meagan Newman is a senior associate with Seyfarth Shaw specializing in occupational safety and health compliance counseling, enforcement, and related whistleblower matters.

This summer the National Labor Relations Board (NLRB) ruled that an employer’s blanket policy requiring employee confidentiality during a human resources investigation violated the National Labor Relations Act and employees’ rights to engage in concerted activity. The board said such policies interfere with statutory protections under Section 7 of the National Labor Relations Act, which include the right to communicate with co-workers about the terms and conditions of employment. The board’s decision in Banner Health System dba Banner Estrella Medical Center and James Navarro, No. 28-CR-023438 (July 30, 2012), is important because the ruling not only contradicts existing guidance from the Equal Employment Opportunity Commission (EEOC) regarding confidentiality, but may also serve to frustrate legitimate investigations regarding personnel matters, especially those involving workplace safety and health matters.

Confidentiality versus Concerted Activity

In the Banner case, the employee refused to follow his supervisor’s instructions because, according to the employee, he was concerned about safety. He was then disciplined for insubordination. Banner conducted an investigation and during the complaining employee’s interview with human resources, he was instructed not to discuss the matter with co-workers while the company’s investigation was still open. The company’s interview form also referenced that instruction. In a 2-to-1 decision, the NLRB found that the employer’s policy requiring confidentiality was based only on a “generalized concern with protecting the integrity of its investigation” and that “general concern” was not enough to outweigh the employees’ Section 7 rights to engage in concerted activity.

Complicating matters, the EEOC guidance regarding employer liability for harassment by supervisors instructs employers to take all possible steps to ensure the confidentiality of workplace investigations. The EEOC enforcement memorandum, “Enforcement Guidance on Vicarious Employer Liability for Unlawful Harassment by Supervisors,” states that an employer’s anti-harassment policy and complaint procedure should provide “assurance that the employer will protect the confidentiality of harassment complaints to the extent possible.” These measures would sensibly include instructions to employees who participate in investigations to maintain confidentiality. The NLRB’s decision may be read to conflict with EEOC’s guidance to employers.

Loose Lips Can Sink Investigative Ships

The board’s decision muddies the water for employers who are conducting investigations regarding all manners of personnel issues, including complaints of harassment, discrimination, illegal behavior, and workplace safety concerns.

Generally speaking, the employers’ motives for keeping these investigations confidential are apparent. If confidentiality is not maintained, a witness who talks about the investigation may influence other employees’ recollections of events – whether they intend to do so or not. Witnesses may be afraid to come forward if they think that their participation is not confidential and they may withhold critical information as a result. Additionally, word of the investigation may get back to the alleged harasser or wrongdoer and they may act to influence witnesses or destroy evidence, or further harass the complaining employee. The flip side, of course, is that where an investigation reveals that the alleged wrongdoing did not take place, the alleged wrongdoer nevertheless is impacted because everyone now knows that they were accused, albeit wrongly.

For these reasons, until now most employers’ standard investigative protocol includes advising an interviewee to keep the subject matter of the interview confidential. Acknowledging that there may be legitimate business reasons for an employer to insist upon confidentiality, the NLRB did provide some useful guidance.

It held that in order to minimize the restrictive nature of the prohibition on communication, the employer must first determine whether in any given investigation “(i) witnesses needed protection; (ii) evidence was in danger of being destroyed; (iii) testimony was in danger of being fabricated; or (iv) there was a need to prevent a cover up.” In Banner, however, the board found that the employer had failed to show that the general desire for confidentiality outweighed the employee’s Section 7 rights.

In sum, the validity of the legitimate business reason for requiring confidentiality must be determined on a case-by-case basis. Without sufficient justification, a confidentiality instruction (or even suggestion) would be impermissible under the NLRB’s decision in Banner. Therefore, it is important that employers take steps to ensure that all investigations regarding personnel matters are conducted with care and that instructions about maintaining confidentiality are substantiated by case-specific reasons.

Recommendations

• Document why the confidentiality directives were given, so that the instruction may be justified if challenged.
• Where the complaining party wants confidentiality, document that request.
• Train all employees, and supervisors, that they are required to come forward with any evidence of wrongdoing,
and that they will not be retaliated against for doing so.

• Review workplace confidentiality and anti-retaliation policies to ensure that there are no “blanket” prohibitions against communication among co-workers regarding the terms and conditions of employment.

• During an investigation, tell the employees why the investigation is being conducted and state why confidentiality is important.

Maryland Grease Haulers Must Register

Theft of waste cooking oil from behind restaurants has become so widespread that the Maryland Department of Agriculture (MDA) has launched an online registration system to help ensure this commodity is hauled only by legitimate professionals.

“We hope this registry will help deter waste kitchen grease theft and offer assistance to those who provide the valuable transportation service to the industry,” said MDA Secretary Buddy Hance. “MDA has spent the past year developing its online system to make the registration process efficient and transparent and hope it will serve as a useful tool for law enforcement officials.”

The Maryland Waste Kitchen Grease Transporters Program was established by the Maryland General Assembly in 2011. The law requires companies that haul waste kitchen grease (also referred to as used cooking oil) to register with MDA and provide identifying information for each vehicle used to transport the material. Individuals who haul relatively small amounts of used cooking oil to make biodiesel for their own use are exempt from the registration program.

Industry representatives supported the registration requirements to make it easier for police to identify the legitimate waste grease transporters from the criminals. Companies failing to register as required by law are subject to fines of up to $10,000 and up to one year in prison.

Waste kitchen grease transporters can complete the registration process and pay online with a credit card through the state’s official website or MDA’s website. Additionally, the registry is accessible for use by law enforcement officials and the general public through an online search tool at https://egov.maryland.gov/MDA/KitchenGrease/Search.aspx.
Farmers Union Leadership Changes Hands

The Farmers Union Board of Governors has accepted the resignation of Don W. Davis, the company’s president and chief executive officer (CEO). He will officially retire December 31, 2012.

Davis began his career with Farmers Union Marketing and Processing in October 1984 as director of sales and marketing. He was later promoted to president/CEO on January 1, 1999. On July 1, 2005, the company reorganized and formed a new entity called Farmers Union Industries, LLC, of which Davis was appointed president/CEO.

During the 13 years of Davis’ presidency, the company experienced growth and diversification. Sales increased from $2 million to $18.5 million in 2011. Pet Care Systems/Swheat Scoop Kitty Litter, in Detroit Lakes, MN was purchased in 2002, and Artex, a Canadian material handling manufacturing company, was bought in 2008 and added to the company’s Redwood Metal Division. In addition, new processing systems were added at Central Bi-Products’ rendering facility to provide product separation to comply with government regulations regarding bovine spongiform encephalopathy.

Appointed to succeed Davis as president/CEO of Farmers Union Industries effective January 1, 2013, is Duane Anderson, who began his career with the company in May 2003 as chief financial officer (CFO). In August 2011, he was appointed chief operating officer.

During his time as CFO, Anderson was instrumental in moving Farmers Union Industries forward through projects such as the founding of its captive insurance company, Central Farmers Insurance, which underwrites several lines of the company’s insurance and gives Farmers Union the advantage of being self-insured. He was also in charge of replacement and implementation of the company’s 25-year-old computer system.

Anderson has a master of business administration from Southwest Minnesota State University, an accounting degree from Mankato State University, and is a certified public accountant. Prior to joining Farmers Union, he was a controller for AGCO Corporation in Jackson, MN. Anderson is president of the Redwood Area Development Corporation and the Economic Development Administration in Redwood Falls, MN, and is involved in numerous other community organizations.

McNulty Passes

Thomas Joseph McNulty, former president and chief executive officer of Peterson Manufacturing Company in Los Angeles, CA, passed away in July at the age of 86.

McNulty served in the Marine Corps in World War II, then went on to graduate from The Philadelphia College of Pharmacy and Science. After a brief career in pharmacy, he went into the chemical field eventually founding Chemol, Inc., in Greensboro, NC. He developed a national reputation as a specialist in fatty acid ester chemistry. In 1976, McNulty became president of Peterson Manufacturing.

McNulty is survived by his wife, Dolores, four children, 11 grandchildren, and a sister.

California Rendering Advisory Board Selected

Established in 2011, the seven members of California’s Rendering Advisory Board have been selected.

The board will make recommendations to the California Department of Food and Agriculture Secretary on all matters pertaining to the Meat, Poultry, and Egg Safety Branch’s Rendering Program.

Six of the seven members must be licensed renderers, dead stock haulers, or transporters of inedible kitchen grease. At least one of these six members must have experience and expertise in alternative uses of rendered products, including, but not limited to, use as energy, alternative fuels, lubricants, and other nontraditional uses. The seventh position is for a public member who has experience and expertise in water quality, publicly owned treatment works and water infrastructure, or law enforcement.

Serving three-year terms are James A. Andreoli, Jr., executive vice president, Baker Commodities, Inc.; Donald DeSmet, vice president, Western Region, Darling International, Inc.; and Gerardo Garza, vice president, Imperial Western Products, Inc. Selected for a two-year term are Dwight O. “Spike” Helmick Jr., former commissioner of the California Highway Patrol, as a public member; and Michael Koepler, president, Sacramento Rendering Company. Serving a one-year term are Chris Ottone, owner/manager, North State Rendering Company; and Daniel Stonesifer, president and chief executive officer, Atlas Pumping Service.

At the end of each original term, new or returning appointees will serve three-year terms.
New Zealand Plant Complete

Alliance Group, New Zealand’s leading meat processor and exporter, has completed the construction of a $13 million ($10.6 million USD) rendering plant in Lorneville, New Zealand, near Invercargill.

The first stage of a larger rendering redevelopment project comprises of a new 12,000 square foot building and a 12.5 metric tons per hour raw material process line, waste heat evaporator and condensers, and a biofilter. The new plant incorporates the latest technology, including a press dewatering system, which will reduce Alliance Group’s energy and operating costs as well as improve product recovery. When fitted with a waste heat evaporator, the process is virtually “zero waste,” resulting in high product yields and low wastewater output. The process equipment supplier is Rendertech.

Alliance Group processing manager John Brader said the new rendering plant is the largest single investment at the Lorneville plant in more than a decade.

“Completion of the building marks a major milestone for the development,” Brader said. “Rendering remains a significant contributor to Alliance Group’s income and the investment in the latest technology will ensure we maximize revenue in this area.”

The raw material processed will be ovine and bovine (separately) from the company’s meat processing facilities. Projected volumes are 40,000 metric tons of ovine and 25,000 metric tons of bovine raw materials per year.

The planned second stage of the project will be an extension of the new building for a new meal process area and associated equipment along with a second raw material process line, evaporator, and condensers. The complete project will save 9,000 metric tons of lignite and more than 1.5 million kilowatt hours of electricity a year, enough to power 170 homes every year. Since 2000, the company has reduced greenhouse gas emissions from energy use at its processing plants by 26 percent per unit of production and total fuel use has been reduced by 32 percent.

Alliance Group is a co-operative owned by over 5,000 farmer shareholders and is the world’s largest processor and exporter of sheep meat. The Lorneville plant employs nearly 2,000 people and is New Zealand’s largest sheep meat processing plant.

JBS Australia Chief to Lead US Operations

Andre Nogueira, current chief executive officer (CEO) of JBS Australia, will become president and CEO of JBS USA as of January 1, 2013, upon the retirement of current JBS USA CEO Don Jackson. Jackson will gradually transition his roles and responsibilities to Nogueira through the end of this year. Jackson will remain with the company in an advisory capacity and retain his seat on the Pilgrim’s Pride Corporation Board of Directors.

In his new role, Nogueira will be responsible for all operations in the United States and Australia and will report directly to Wesley Batista, president and CEO of JBS global operations. Under this new structure, Bill Rupp, president and chief operating officer (COO) of the JBS USA beef business, will also assume leadership of the Australia business and report to Nogueira.

Nogueira assumes the CEO position of JBS USA with more than 25 years of leadership experience in corporate business in both the United States and Brazil. He has been part of JBS for the past five years, including serving as JBS USA chief financial officer for four years and as CEO of JBS Australia for the past year.

Rupp joined JBS USA in 2010 after more than 20 years at Cargill, where he held a variety of senior-level positions including vice president of beef operations and president of Cargill Beef.

Jackson was named president and CEO of JBS USA in 2010 after serving as CEO of Pilgrim’s Pride.
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Ameri-Pac, Inc. ................................................................. Back cover
Baker Commodities, Inc. .................................................. 31
Centrifuge Chicago Corporation ....................................... 34
Centrisys Centrifuge Systems .......................................... 21
De Smet Rosedowns ....................................................... 34
Dupps ............................................................................ 13/23
Flottweg Separator Technology, Inc. .............................. 29
GEA Westfalia Separator Division .................................. 2
Haarslev, Inc. .................................................................. 7
Harburg-Freudenberger Maschinenbau GmbH ................. 2
High Performance Systems, Inc. .................................... 20
Industrial Steam ................................................................ 5
IPEC .............................................................................. 22
Kastalon ............................................................ Inside back cover
Kemin Industries, Inc. ..................................................... 9
Lock America, Inc. ......................................................... 9
Onken, Inc. .................................................................... 33
Orthman Conveying Systems ......................................... 37
Par-Kan Company .......................................................... 9
Redwood Metal Works ................................................... 27
Rothsay ......................................................................... 3
Scan American Corporation/Babcock Wanson USA, LLC ........ 19
Summit Trailer Sales, Inc. ............................................. 20
Travis Body and Trailer, Inc. .......................................... 25
Walinga Engineered Transportation Equipment .............. 35
West Coast Reduction, Ltd. ........................................... Inside front cover
Worcester Industrial Products ........................................ 5

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