

The International Magazine of Rendering

April 2013

Render

Market Report

**US Rendering:
A \$10 Billion
Industry**

**Grease Theft Still Frustrating
West Coast Renderers**

**Rendered Products Remain
Quality Feed Ingredients**



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Amidst pressure on raw material supplies, rendered products are seeing strong prices. **p. 10**

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Renderitorial

It's been a busy year already and we're only a quarter of the way through!

As you'll notice throughout this issue of *Render*, our biggest one of the year, articles run the gamut, from feed markets to politics and regulations to grease theft and everything in between. Even the locales covered span a broad range, from the State of California to rules moving forth in Europe and the commissioning of a new processing line in Australia. The industry is busy as a bee and renderers around the world appear to like it that way.

We wouldn't have it any other way at *Render* either. For 42 years, the pages of what is now recognized as The International Magazine of Rendering has been the go-to forum for the latest, greatest, and even the not so best news about the rendering and affiliated industries. New markets, or ensuring existing markets stay put, pending regulations, keeping plants in top optimal running order, and news from around the world is what we try to bring *Render's* readers each and every issue, six times a year. And what a pleasure when someone lets us know we're hitting the mark (see "Letters" on page 69).

The April issue traditionally includes the United States (US) industry's annual market report, and has for over 30 years. This month is no different. Yet it's getting tougher each year to collect and analyze the data, especially now that the US government no longer gathers the sometimes proprietary information we've come to depend on. Nonetheless, the National Renderers Association's Kent Swisher has trudged through statistics gathered near and far (and even thrown a few darts) to continue to bring our industry the most accurate numbers on how it's doing. It's a tough job, and we thank Swisher for doing it!

And talk about busy! California renderers and biodiesel producers are on a whirlwind ride, working diligently at curtailing the ongoing grease theft problem and striving to meet the state's low carbon fuel standard despite ever-increasing feedstock constraints. Both are hoping to ultimately strike gold in the Golden State. Eureka! **R**



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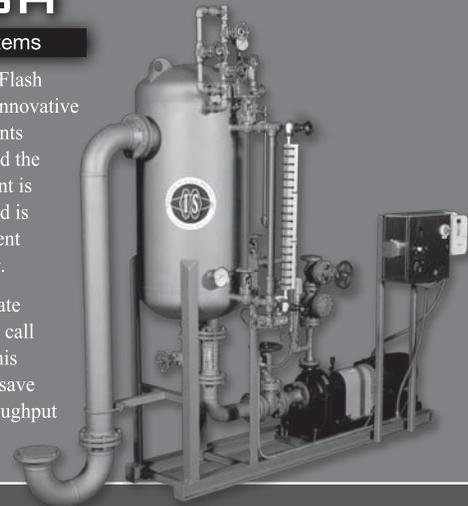
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Economic Challenges

I have a friend who believes all the congressional knife throwing, name-calling, and grandstanding in the United States (US) over spending, deficits, fiscal cliffs, and sequestration is just political street theater. He's convinced all right-thinking adults understand that the economy – domestic and global – is more important than political points. His goal is to tell all who'll listen that the House of Representatives and Senate leadership and the White House actually agree on the need to save money, cut the deficit/debt, and demonstrate fiscal restraint. The media posturing is all for show.

I think he's correct in that the ultimate goal of controlling the budget is pretty much universal; he veers from the path of sanity when he believes there's full consensus on how to achieve that goal.

The economic challenges consuming the US Congress now and for the next 60 to 90 days are considerable. All must be overcome if we're to see reauthorization of a five-year farm bill, full implementation of new food safety laws, a reemergence of efforts to craft a national energy policy, completion of, or progress on, new trade deals in the Pacific Rim and Europe, not to mention immigration and corporate tax reform.

However, there's a sliver of truth in what my friend says or at least there's an emerging context to the latest round of fiscal fisticuffs. This emerging view seems to be more the result of a reality check than a vote count. Perhaps it's the new post-election, laid-back President Barack Obama; maybe it's a Republican party still stinging from its defeat in that same contest. Yet the unalloyed reality everyone seems to understand is that actions taken to cure domestic economic ills have significant implications for the United States both in maintaining that growth, however stuttering, as well as in the country's inevitable role as a global economic backstop.

The US economic recovery is fragile, but it's maintaining forward momentum thanks in part to a hyperactive stock market reacting more to the Federal Reserve's "quantitative easing" than to Washington, DC. However, unemployment remains high, corporations sit on piles of cash while not hiring – they've learned to do more with less – and the housing market is just beginning to show signs of a robustness not seen in four years. This snail's pace, however, must be maintained if not accelerated as southern European economies continue to founder, Great Britain threatens to exit the European Union, and no continental government hero seems willing and/or able to step in to provide adult supervision.

In Asia, economic recovery is a mixed bag. Japan remains a shadow of what it once was, while Korea is treading water. China is either on the brink of economic implosion or on the verge of a major fiscal surge, depending on the day of the week and the segment of the Chinese economy one analyzes. As for Latin America, let's not go there; ditto the Middle East.

Experts agree the United States can't allow itself to get distracted from the slow road to domestic recovery and global economic stability if it hopes to rekindle overall productivity and economic health. This country, they say, is too wedded to exports. Our perspective must be global, they say. The biggest distraction would be domestic political battles for the sake of political battles.

The across-the-board spending cuts mandated by the Budget Control Act – the so-called "sequester" – had not kicked in as of this writing and won't until at least mid-April, though authorized by presidential order as of March 1, 2013. The impact of these mandatory cuts fully depends on whom you speak with and which public relations spin you buy into. The White House publicly predicts that when the full force of an approximate 2.5 percent reduction in domestic program discretionary spending hits, the country will be catapulted back to the days of the Great Depression unless we raise revenues to offset the reductions. This is a very polite way of saying increase taxes on a greater percentage of the wealthy, greenhouse gas emitters, and oil companies, among others, while closing tax loopholes and talking about entitlement program reform. The Tea Party folks and other budget hawks – they flourish in both parties – are mostly silent, privately relishing sequestration bringing about the across-the-board spending cuts for which they've lusted since 2008.

The White House has not submitted its fiscal year 2013 budget recommendations and is not expected to get that document to Capitol Hill until the end of March, nearly two months late. Its reason: sequestration and the continuing resolution have muddied the budget waters. While neither chamber pays much attention to the White House budget in any event, it does confirm where the Obama administration's priorities lie. Also, the administration is being scolded for publicly overstating the impact of sequestration while not talking about how it will meet its spending cut obligations. It committed a major public relations blunder by notifying Congress it was suspending White House tours – those for which tickets are provided by members of Congress to their constituents. This prompted a Republican member of the House to offer an unsuccessful amendment to a pending spending bill prohibiting the president from traveling to a golf course during sequestration.

However, moderate voices are starting to make themselves heard, and their message is this: The US economic recovery is ongoing albeit more slowly than we'd like; we can and will do as much or more while spending what we've got. The Food and Drug Administration said it can maintain its programs – some programs may slow – and meet its spending reduction by cutting back on travel, "collaborations," training, and other projects without furloughing a single employee. The Transportation Security Administration says it may have to engage in rolling furloughs – a day off without pay every couple of weeks – but airport security lines will not be miles

long and take hours to complete. Meat inspection? Of course, and the US Department of Agriculture is already backing off its “we’ll be forced to shut it down” message, saying it will be months before the effects are felt.

Congress was expected to punt the sequester can into summer by including a new deadline extension in its most recent continuing resolution to replace the current continuing resolution that funds government operations at fiscal year 2012 levels. Now it appears the cuts will remain in place no matter the overall funding scheme.

As I write this, the House has passed a continuing resolution to keep the government running through September 30, the end of the federal fiscal year. This means every department and agency will operate on the same budget as it did the year before. All funds are intact, including the Market Access Program and the Foreign Market Development Program. In place is the one dollar per gallon blender’s tax credit for biodiesel and renewable diesel. In addition, the House included in the budget bill expanded funding for the Department of Defense and military construction because of the sequester. The Senate will likely modify the House bill to include more individual funding bills that provide greater flexibility for agencies and departments to move money around while still meeting their spending reduction mandate. This means the spending cuts stay, but the government will not shut down.

Both chambers will produce by April 14 fiscal year 2013 budget resolutions for the first time in nearly six years, based on Congressional Budget Office spending projections expected to be delivered to them in mid-March. While the House has consistently produced its blueprint for federal spending, the Senate has not. It’s also expected the overdue White House budget will be on the Hill as well.

This all adds up to the price to be paid for trying to reverse a high-speed vehicle without first slowing down. Both sides of the aisle appear to have embraced the notion a 2.5 percent reduction in overall discretionary domestic spending with added flexibility, while providing defense protections, is a small price to pay to keep the US economy trekking upward. **R**



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Industry and Government Confront State Issues

California renderers and grease collectors are excited and optimistic about the newly formed Rendering Industry Advisory Board (RIAB) as a tool in working with the California Department of Food and Agriculture (CDFA) to curtail grease theft in the state. Yet the group realized there is still much work to be done as they met for the second time in early March.

CDFA Secretary Karen Ross commended the board on its proactive approach with the department and encouraged renderers to notify the state's animal health department or her office as early as possible when a situation arises. RIAB Chairman Michael Koewler, Sacramento Rendering Company, revealed that California's renderers have had a very long and fruitful relationship with CDFA over the past 30 years, something unique in the United States, and returned the accolades on the department's efforts to work with the rendering industry.

Before grease theft was tackled, some rendering issues were addressed, beginning with Don Brown, Pacific Egg and Poultry Association, who spoke about a spent hen disposal problem for a large number of birds in a short amount of time, primarily in Southern California. After the state's poultry industry experienced and eradicated exotic Newcastle disease about 10 years ago, most producers continued with the disposal options used at the time, primarily composting. California is home to about 20 million layer hens equally divided between the northern and southern parts of the state. Brown's company, Moark, LLC sometimes needs to dispose of about 200,000 birds in a five-day period every 12 weeks. The concern by the poultry industry and California's animal health division is transmission of possible disease if hens are transported any distance. However, Dr. Annette Jones, state veterinarian, said if trucks are covered, hens can be transported to rendering facilities, yet Brown has not been able to find a renderer able to handle the volume in the short amount of time. Renderers at the meeting vowed to work with the Pacific Egg and Poultry Association on the situation.

Ken Decio, California Department of Resources and Recovery, or CalRecycle, informed the board that the department is revising state composting regulations, which were last updated in 2004. He noted that due to the increased activity, anaerobic digester regulations will be written at the same time. With the regulation process currently in the informal stage, CalRecycle has been working with CDFA on where to draw the line on meat products and encouraged renderers to provide their input.

"If you do see something you don't like, this is your opportunity to tell us," Decio stated.



CDFA Secretary Karen Ross (*standing*) addresses California's Rendering Industry Advisory Board.

On another rendering matter, Dr. Doug Hepper, CDFA, explained that California Safe Soil, LLC has opened a pilot plant in West Sacramento, CA, to convert leftover food from supermarkets into a liquid soil amendment using enzymatic digestion. After some discussion with the company, CDFA issued a temporary research permit for two years instead of a rendering license and will re-evaluate the permit/licensing requirements once the project is complete. California Safe Soil is presently collecting "unsold food" from two neighboring supermarkets and submitting monthly lab results to CDFA on the finished product.

Switching the focus to inedible kitchen grease (IKG) was CDFA's Dr. Jan Hershenhouse, who disclosed there are 46 renderers (18 traditional, 28 IKG renderers), 53 collection centers, and 388 IKG transporters (341 commercial, 47 personal) licensed in California. CDFA investigator Louie Lucero reported a collection center in Modesto that was accepting "a lot of" stolen grease has had its registration revoked and a fine imposed. Investigator Paul Roos informed the board that in Southern California, six registrations were not renewed in 2013 due to illegal activity and one case of a registration decal (required by state law for transporting IKG) that was forged is now in the hands of the district attorney's office.

In an effort to develop comprehensive IKG theft data, CDFA staff instructed renderers and grease collectors to file a report of all IKG thefts to local police agencies. Once the agency returns a confirmation report, renderers and grease collectors should then forward the report to CDFA for monitoring. Compiling the most accurate data on where thefts are occurring will give department investigators areas to target for law enforcement activity and education.

"IKG is the new metal theft, but no one talks about it," said CDFA special investigator Paul SanGregorio. "It's important we get the word out."

Doug "Spike" Helmick Jr., retired commissioner of the California Highway Patrol and the public member on RIAB, agreed that CDFA needs to quantify the grease theft problem – how many thefts, what is the monetary loss, when are they occurring (time of day, days of week, etc.) – and report that information to law enforcement.

"Our outreach program needs to be far more outreaching," Helmick commented.

Another tool in the state's IKG program, a transporter manifest, went into effect April 1, 2013, with CDFA conducted training programs to ensure accurate compliance. The board voted to hold their next public meeting in early May. **R**



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A close-up photograph of a cow's face, showing its eye, ear, and nose. The cow has white fur with brown patches. The image is used as a background for the article's title and author information.

Market Report

US Rendering: A \$10 Billion Industry

By Kent Swisher
Vice President, International Programs
National Renderers Association

The many optimistic predictions that the world would pull out of the economic slump in 2012 were not realized. According to the International Monetary Fund, global output fell from 3.9 percent in 2011 to 3.2 percent in 2012. Among the developed nations, the United States (US) had the strongest growth output, from 1.8 percent in 2011 to 2.3 percent last year. Canada's output dropped from 2.6 in 2011 to 2.0 in 2012 while Europe's output declined by four percent last year over 2011. The lethargic economies in the developed nations finally spilled over to the developing nations where growth in those regions fell from 6.3 percent in 2011 to 5.2 percent in 2012. In many ways, 2012 is a year of many things we would like to forget, from the multiple tragedies at US schools, horrific weather events, and protests over austerity measures in Greece, to the US presidential election and the uncertainties in the Middle East. On the upside, we were all happy to learn that although the Mayan Calendar ended in 2012, the world did not.

Domestic Developments

Supply

US renderers continued to see downward pressure on their raw material supply last year. Cattle inventories remained low with slaughter down 3.3 percent from 2011 at 32.9 million head, although slaughter weights were up two percent from 1,277 pounds in 2011 to 1,302 pounds last year. Broiler slaughter was down slightly at 1.2 percent in 2012, going from 8.6 billion head in 2011 to 8.5 billion in 2012. Poultry slaughter has fallen well over five percent in the last five years yet demand for the by-products continues to grow. On a positive note, hog slaughter began picking up again last year after a few years of declines, increasing 2.1 percent from 110.8 million head in 2011 to 113.1 million in 2012, although slaughter weights remained unchanged at 275 pounds.

The United States reported another case of atypical bovine spongiform encephalopathy (BSE) in April 2012, just before the National Renderers Association's (NRA's) spring meetings. There was little reaction in this country among buyers; however, Indonesia closed the market for ruminant meat and bone meal and the market remained closed at the time of this writing.

Over time, renderers have seen the supply of raw material decline due to many factors: the removal of specified risk materials as regulated under the enhanced feed ban put in place November 2009; less dead stock picked up due to the same rule; theft of used cooking oil; and the increased demand for edible offal for export. There is a preference in many developing countries for edible products from the fifth quarter. As incomes rise in these countries, so has the demand for products like tongue, liver, tail, brains, and chicken feet, just to name a few. In fact, in China, these items sell for two to three times the price in the United States. Rabobank reports that this development is not short-term but a structural change to the meat and by-product industries that companies in these industries need to take into account.

Production and consumption data for the rendering industry was traditionally reported in the US Census Bureau's *M311K – Fats and Oils: Production, Consumption, and Stocks* report. However, due to government cut backs, this report was discontinued in July 2011. Hence, the data in table 2 of this

report was derived by NRA using historic relationships between livestock production as reported by the National Agricultural Statistics Service and rendered product production. Yellow grease production was derived by using the relationship between yellow grease production as reported in *A Profile of the North American Rendering Industry* by Informa Economics (2011), and cooking oil consumption as reported by the US Department of Agriculture (USDA).

Tallow production in 2012 is estimated at just over 2.2 million metric tons, down five percent from 2011. White grease production that includes both lard and choice white grease was up two percent from 580,700 metric tons in 2011 to 593,900 metric tons in 2012. Yellow grease production, which includes but is not limited to used cooking oil, is projected at 885,000 metric tons last year, down two percent from 2011. Poultry fat production was 474,800 metric tons in 2012, little change from the previous year. In total, the US rendering industry produced over 4.2 million metric tons of fat in 2012 valued at approximately \$4 billion. Between 2007 and 2012, fat production fell nine percent by volume and increased 48 percent in value.

Theft of used cooking oil from containers behind restaurants continued to be a major constraint for renderers in 2012. Used cooking oil theft cost the rendering industry approximately \$62 million dollars in lost revenue last year, not to mention the cost of damaged containers due to theft. NRA hired legal counsel in Washington, DC, and organized a grease theft summit in January 2013 to discuss options regarding the theft of used cooking oil.

Meat and bone meal production, which includes ruminant, porcine, and mixed specie, was 2.2 million metric tons in 2012, down half a percent from 2011. Poultry meal production was nearly 1.2 million metric tons, down slightly from the previous year, and feather meal production was 608,000 metric tons, nearly steady with 2011 estimates. Total protein meal production was four million metric tons in 2012 valued at approximately \$2.5 billion.

The total value of products produced by the rendering industry last year, including products not in table 2, was approximately \$10 billion.

Demand

The rendering industry produces products for the feed, pet food, energy, and oleochemical industries and demand remained strong in 2012 from all sectors for both protein meals and fats. However, high fat prices in 2011 along with a weak global economy and a glut of palm oil depressed fat prices toward the end of 2012.

Prices of animal fats and yellow grease were down across the board with the exception of lard. Tallow declined 12 percent, choice white grease dropped nine percent, yellow grease plunged 15 percent, and poultry fat fell 13 percent over 2011. It must be noted that 2011 saw record high fat prices so when comparing 2012 to 2010, prices still remained strong. Animal protein prices on the other hand increased well over 12 percent across the board. Ruminant meat and bone meal reached \$429 per metric ton, a 14 percent increase over 2011, while porcine meat and bone meal rose 20 percent to \$501 per metric ton. Feed grade poultry meal was up 13 percent to \$539 per metric ton, and pet food grade poultry meal increased by 16 percent, from \$721 in 2011 to \$834 in 2012. Feather meal prices saw the most dramatic increase, going up 27 percent in 2012 to an average of \$649 per metric ton. Exports of feather meal were up by 43 percent in 2012, which was the main reason for the dramatic price increase.

According to Alltech's 2013 Global Feed Survey, the United States produced 168.4 million metric tons of feed in 2012 from 5,251 active feed mills, up about two percent from 2011. The largest segment of the feed industry was poultry, estimated to be 86.8 million metric tons, followed by ruminant at 43 million metric tons, and swine at 23.6 million metric tons. Although aqua feed and pet food are relatively low at one million

Continued on page 13

Table 1. Average annual prices of select rendered products, 2007-2012 (per metric ton)

Product (Location)	2007	2008	2009	2010	2011	2012	% Change 11/12
Fats							
Beef tallow, packer (Chicago)	\$614	\$753	\$553	\$737	\$1,095	\$963	-12
Choice white grease (Missouri River)	\$527	\$729	\$511	\$657	\$1,020	\$926	-9
Yellow grease (Missouri River)	\$475	\$604	\$448	\$577	\$932	\$788	-15
Poultry fat (Mid-south)	\$512	\$709	\$510	\$628	\$992	\$864	-13
Edible tallow (Chicago)	\$678	\$840	\$608	\$775	\$1,176	\$1,068	-9
Edible tallow (Gulf)	\$727	\$751	\$606	\$787	\$1,180	\$1,034	-12
Lard (Chicago)	\$721	\$445	\$631	\$849	\$1,093	\$1,279	17
Protein meals							
Meat and bone meal, ruminant (Missouri River)	\$249	\$361	\$368	\$330	\$375	\$429	14
Meat and bone meal, porcine (Missouri River)	\$262	\$385	\$400	\$351	\$419	\$501	20
Blood meal, ruminant (Missouri River)	\$648	\$815	\$752	\$742	\$861	\$1,018	18
Blood meal, porcine (Midwest)	\$740	\$985	\$884	\$850	\$950	\$1,101	16
Poultry by-product meal (57% protein)	\$340	\$486	\$460	\$406	\$475	\$539	13
Poultry by-product meal (67% protein) (Mid-south)	\$539	\$678	\$690	\$673	\$721	\$834	16
Feather meal (Mid-south)	\$327	\$483	\$539	\$490	\$513	\$649	27

Source: The Jacobsen.

Table 2. US production, consumption, and export of rendered products, 2007-2012 (000 metric tons)

Category	2007	2008	2009	2010	2011	2012	% Change 11/12
Production							
Tallow	2,538.9	2,424.4	2,364.5	2,338.8	2,373.5	2,265.1	-4.6
Inedible tallow	1,727.5	1,610.7	1,531.1	1,511.2	1,486.8	1,453.2	-2.3
Edible tallow	811.4	813.7	833.4	827.6	886.7	812.0	-8.4
White grease	559.5	595.5	586.4	572.7	580.7	593.9	2.3
Choice white grease	499.5	531.7	523.6	511.3	518.4	530.3	2.3
Lard	60.0	63.8	62.9	61.4	62.2	63.7	2.3
Yellow grease/used cooking oil	910.2	920.0	872.9	868.8	906.4	885.0	-2.4
Poultry fat	624.8	659.3	458.0	471.4	475.2	474.8	-0.1
Subtotal	4,633.4	4,599.2	4,281.8	4,251.8	4,335.7	4,218.8	-2.7
Meat and bone meal	2,398.5	2,313.8	2,266.0	2,244.7	2,272.9	2,261.5	-0.5
Poultry by-product meal	1,155.3	1,176.5	1,145.0	1,178.6	1,188.1	1,186.9	-0.1
Feather meal	593.1	603.9	586.2	603.5	608.5	608.0	-0.1
Subtotal	4,146.9	4,094.2	3,997.3	4,026.7	4,069.5	4,056.4	-0.3
Total	8,780.3	8,693.5	8,279.1	8,278.5	8,405.2	8,275.3	-1.5
Consumption							
Feed, food, fatty acid, carryover, other	3,049.1	3,077.9	2,921.3	2,314.8	2,253.7	2,609.9	15.8
Tallow	1,362.0	1,395.3	1,485.4	1,299.6	1,451.1	1,539.7	6.1
Yellow grease	536.1	462.0	430.4	208.9	132.4	264.2	99.5
White grease	526.2	561.3	547.5	379.7	303.8	408.4	34.4
Poultry fat	624.8	659.3	458.0	426.5	366.4	397.7	8.5
Methyl ester	n/a	n/a	n/a	383.7	758.9	714.0	-5.9
Tallow	n/a	n/a	n/a	77.1	194.6	173.3	-11.0
Yellow grease	n/a	n/a	n/a	110.7	213.6	278.1	30.1
White grease	n/a	n/a	n/a	151.0	241.8	185.5	-23.3
Poultry fat	n/a	n/a	n/a	44.9	108.9	77.1	-29.2
Subtotal	3,049.1	3,077.9	2,921.3	2,775.6	3,207.2	3,088.7	-3.7
Animal protein meals	3,170.3	3,085.2	2,933.7	2,856.5	2,861.2	2,909.8	1.7
Feather meal	547.3	530.6	532.4	553.3	545.5	517.9	-5.1
Subtotal	3,717.6	3,615.9	3,466.0	3,409.8	3,406.8	3,427.7	0.6
Total	6,766.6	6,693.8	6,387.3	6,185.5	6,614.0	6,516.4	-1.5
Exports							
Inedible tallow	1,000.8	945.0	805.7	879.3	667.8	476.9	-28.6
Yellow grease	374.1	458.0	442.5	549.2	560.3	342.8	-38.8
Edible tallow	176.1	84.1	73.4	82.9	60.0	75.3	25.6
Lard	32.7	33.1	37.1	38.2	32.5	N/A	
Choice white grease	0.6	1.2	1.8	3.7	2.6	N/A	
Subtotal	1,584.4	1,521.3	1,360.6	1,553.3	1,323.1	894.9	-32.4
Animal protein meals	383.5	405.1	477.3	566.8	599.7	538.6	-10.2
Feather meal	45.8	73.3	53.9	50.1	63.0	90.1	43.1
Subtotal	429.3	478.4	531.2	616.9	662.7	628.8	-5.1
Total	2,013.7	1,999.7	1,891.8	2,170.2	1,985.8	1,523.7	-23.3

Source: Global Trade Atlas for exports, US Environmental Protection Agency for biodiesel consumption, and USDA/National Agricultural Statistics Service slaughter data to derive production.

Note: n/a = not available.

Table 3. US annual livestock and poultry slaughter, 2007-2012 (thousand head)

Specie	2007	2008	2009	2010	2011	2012	% Change 11/12
Broilers/Mature chickens	9,035,620	9,075,112	8,658,603	8,790,479	8,683,643	8,576,194	-1.2
Cattle	34,414	34,514	33,338	34,265	34,087	32,950	-3.3
Hogs	109,278	116,559	113,618	110,257	110,860	113,152	2.1
Turkeys	264,926	271,265	245,812	242,619	246,844	250,192	1.4

Source: USDA/National Agricultural Statistics Service.

and eight million metric tons respectively, their demand for rendered products is quite strong, with pet food consuming approximately 30 percent of all protein meals produced by the rendering industry. The feed industry has been the traditional market for rendered proteins and fats, with energy from added fat in a diet replacing a portion of the corn.

The oleochemical industry remains an important customer for renderers, but since the census no longer reports on the consumption of animal fats, it is difficult to give a good assessment as to its use in this market. Traditionally, the US oleochemical industry consumed approximately 10 percent of fat production in the United States.

In table 2, consumption of rendered products is derived by taking production minus use of fats in biodiesel minus exports. It can be seen that fats use in the domestic marketplace rose by approximately 14 percent in 2012, totaling 2.7 million metric tons. This is partly due to reduced export demand. For animal proteins, the US market consumed 3.4 million metric tons of processed animal proteins in 2012, up slightly from 2011.

The biodiesel market in the United States has become a major consumer of animal fats. As directed under the Renewable Fuel Standard (RFS), the renewable fuel obligation for biodiesel was initially set at 800 million gallons in 2011. In 2012, the obligated mandate was increased to one billion gallons, and for 2013, the Environmental Protection Agency set the mandate at 1.28 billion gallons. Total use of rendered fats consumed in biodiesel was approximately 714,000 metric tons in 2012, down about six percent from 2011, and accounting for approximately 17 percent of the production of rendered fats last year. While consumption of tallow, white grease, and

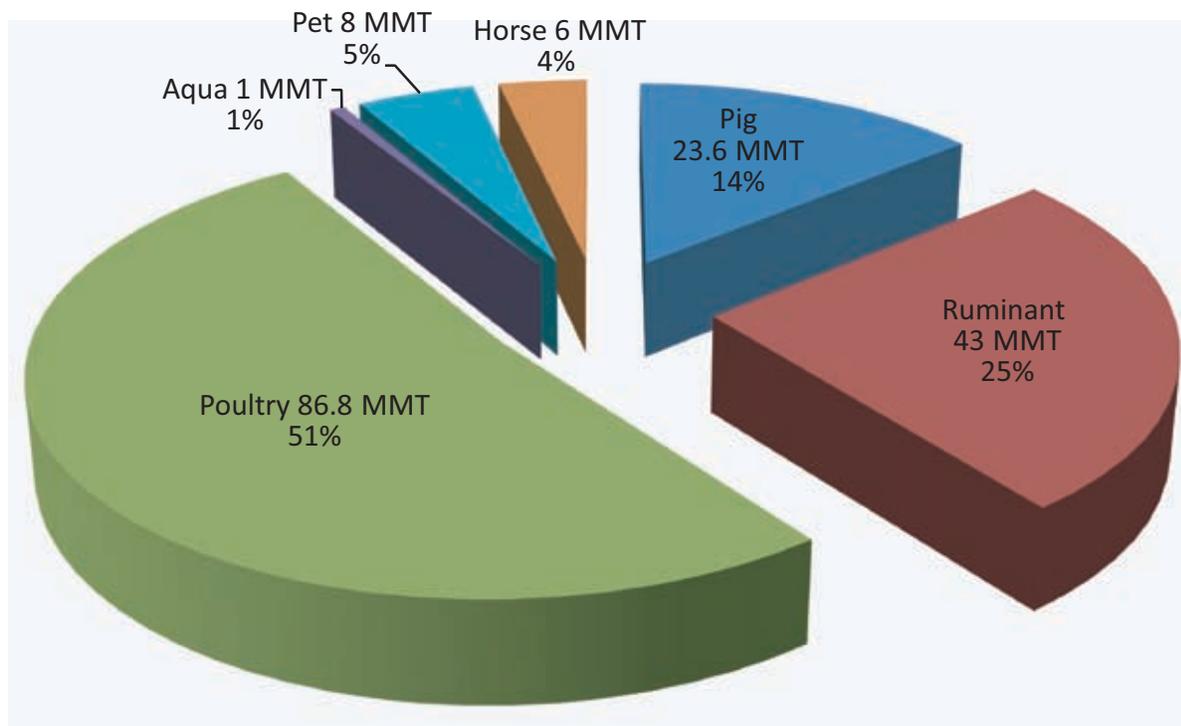
poultry fat in biodiesel declined dramatically in 2012, the use of yellow grease increased by 30 percent to around 278,000 metric tons. In addition, ethanol producers began extracting corn oil from dried distillers grains with solubles (DDGS). It is estimated that by the end of 2012, over 80 percent of the ethanol industry was capable of extracting the corn oil from DDGS, up from 30 percent of the industry at the beginning of the year. Hence, use of corn oil for biodiesel production displaced both animal and vegetable fats in biodiesel with usage rising from 51,000 metric tons of corn oil in 2010 to 259,000 metric tons in 2012.

Exports of rendered products last year were approximately 1.5 million metric tons, down 23 percent from 2011. As a whole, US renderers exported about 18 percent of all production in 2012, down from 24 percent the prior year. This decline was mainly due to the major reduction in fat exports, which totaled 894,900 metric tons last year, down 32 percent from 2011. Fat exports were about 21 percent of production in 2012 compared to 31 percent in 2011.

The old saying, “the cure for high prices is, high prices” was partly to blame. Prices in 2011 for fats and oils were at record highs. In late 2011, the Malaysian Palm Oil Council started to report extremely high stocks of palm oil and predicted prices would decline in 2012. This was the case as low-priced palm oil flooded the market and put downward pressure on fat prices in overseas markets. The average spread between palm oil and soybean oil over the last 10 years is about \$77 per metric ton. In 2012, that spread averaged close to \$150 per metric ton, and was over \$277 dollars just this last December. This dramatic decline put pressure on all US fat prices toward the

Continued on page 15

Chart 1. US feed production per specie



Source: Alltech 2013 Global Feed Survey.
Note: MMT = million metric tons.

Table 4. US export customers by product, 2007-2012 (metric tons)

Product/Country	2007	2008	2009	2010	2011	2012	% Change 11/12
Inedible tallow							
Mexico	463,330	428,148	415,550	427,556	372,106	271,378	-27.1
Turkey	141,371	112,521	114,218	137,120	90,649	79,495	-12.3
Guatemala	40,979	36,143	26,242	43,723	29,584	19,117	-35.4
Canada	46,773	32,424	28,152	31,662	26,287	12,760	-51.5
Venezuela	17,931	24,159	18,847	14,710	23,369	18,589	-20.5
Korea, South	61,950	55,333	45,150	47,519	22,784	2,000	-91.2
Peru	19,798	19,921	16,964	22,498	21,981	15,000	-31.8
Honduras	34,709	23,575	23,088	32,971	19,457	24,597	26.4
Morocco	18,849	9,454	13,841	15,425	16,913	10,501	-37.9
Colombia	18,794	19,787	10,998	10,298	8,099	6,699	-17.3
Nicaragua	10,284	8,398	7,599	10,148	8,098	7,749	-4.3
Haiti	9,239	7,493	3,199	12,547	7,540	1,750	-76.8
El Salvador	14,597	13,239	6,563	5,302	7,499	4,699	-37.3
South Africa	7,048	10,894	3,980	5,479	5,088	0	-100.0
Pakistan	8,199	22,984	11,882	7,995	4,000	0	-100.0
Dominica	4,200	6,798	3,199	4,699	2,799	0	-100.0
Trinidad and Tobago	1,867	860	1,696	652	1,093	122	-88.8
Panama	787	400	423	947	400	400	
Nigeria	44,242	85,996	37,997	42,520	0	0	
Japan	16,358	13,357	5,999	0	0	0	
Dominican Republic	6,551	10,448	3,649	0	0	2,000	
Brazil	0	2,040	0	5,000	0	0	
Cuba	2,397	0	2,999	0	0	0	
Total	1,000,837	945,042	805,734	879,251	667,802	476,856	-28.6
Yellow grease							
EU-27	34,621	68,075	43,023	120,844	217,040	129,446	-40.4
Mexico	86,612	109,903	137,541	161,396	131,746	89,870	-31.8
Venezuela	82,034	109,464	102,879	118,243	91,490	74,589	-18.5
Dominican Republic	46,755	35,650	37,651	39,945	30,460	13,063	-57.1
Canada	13,439	38,536	22,361	15,455	25,767	15,673	-39.2
El Salvador	13,044	10,210	9,973	10,784	11,239	1,406	-87.5
Guatemala	14,305	6,840	12,985	19,023	10,224	7,008	-31.5
Honduras	6,090	1,408	4,640	5,989	7,236	1,643	-77.3
Jamaica	3,454	4,931	6,289	7,845	6,630	2,402	-63.8
Haiti	7,405	6,271	9,873	4,998	5,292	4,000	-24.4
China	29,930	31,476	33,937	17,967	4,188	457	-89.1
Korea, South	12,073	18,187	8,049	8,089	2,870	387	-86.5
India	63	148	210	406	2,488	26	-99.0
Costa Rica	1,748	2,238	5,345	3,620	1,991	2,705	35.9
Norway	n/a	12	39	4,192	1,862	107	-94.3
Total	374,148	458,010	442,517	549,207	560,289	342,782	-38.8
Edible tallow							
Mexico	135,553	72,832	67,879	75,020	54,379	70,116	28.9
Canada	25,516	7,772	3,444	3,011	5,282	5,163	-2.3
Korea, South	9,415	2,266	0	0	184	0	-100.0
Trinidad and Tobago	124	118	196	133	95	26	-72.6
Australia	0	0	0	12	18	0	-100.0
Barbados	4	9	7	4	4	0	-100.0
Turkey	0	0	1,649	3,944	0	0	
Total	176,080	84,053	73,398	82,893	59,962	75,305	25.6
Lard							
Mexico	22,762	31,938	36,394	27,483	32,859	n/a	
Canada	5,958	2,727	715	4,085	2,005	n/a	
Trinidad and Tobago	342	569	363	272	218	n/a	
Aruba	13	92	253	3	150	n/a	
Bahamas	65	77	0	12	106	n/a	
Bermuda	3	51	38	35	65	n/a	
Total	33,053	37,149	38,215	32,490	35,728	n/a	

Table 4. US export customers by product, 2007-2012 (metric tons), continued

Product/Country	2007	2008	2009	2010	2011	2012	% Change 11/12
Animal protein meals							
Indonesia ¹	174,695	206,502	283,557	341,536	395,009	231,512	-41.4
Mexico	112,132	107,164	115,715	89,375	84,102	64,435	-23.4
Chile	9,223	5,280	5,068	14,419	21,746	58,014	166.8
China ²	22,542	16,487	15,888	48,567	32,497	46,258	42.3
Canada	27,032	30,693	38,325	44,256	30,618	39,094	27.7
Philippines	10,190	5,736	4,456	9,629	4,386	32,837	648.7
Thailand	3,502	6,080	3,646	7,019	11,624	12,884	10.8
Ecuador	1,741	5,861	5,270	3,490	4,255	4,893	15.0
Netherlands	848	787	833	2,211	3,502	5,518	57.6
Vietnam	8,254	16,793	2,921	1,303	2,905	2,050	-29.4
Costa Rica	1,391	78	515	1,603	1,948	349	-82.1
Belgium	0	19	0	0	1,876	0	-100.0
Dominican Republic	11	0	3	140	1,773	881	-50.3
Total	383,524	405,132	477,342	566,771	599,712	538,641	-10.2
Feather meal							
Indonesia	34,963	56,813	43,749	37,260	36,208	47,153	30.2
Chile	532	0	0	0	13,697	24,216	76.8
Canada	3,195	5,383	6,311	9,497	11,632	17,035	46.4
Taiwan	732	1,154	947	1,811	680	1,600	135.3
Vietnam	1,099	5,367	92	660	625	95	-84.8
Mexico	0	101	107	20	70	0	-100.0
Thailand	0	745	0	9	31	18	-41.9
Total	45,804	73,255	53,882	50,139	62,989	90,117	43.1

Source: Global Trade Atlas.

Note: n/a = not available.

¹NRA estimates.²Exports to China are likely undervalued.**Market Report** *Continued from page 13*

end of 2012. On average, the tallow to soybean oil spread has been \$175 per metric ton over the past 10 years, with last year's average being right at \$175. Yet the ending months of 2012 saw that spread increase. Even though exports suffered because of the glut of palm oil and reduced demand globally, the US rendering industry was somewhat buffered from a total price collapse because of the protected demand by the US biodiesel industry.

Outlook

Continued pressure on raw material for the rendering industry is likely to carry into 2013 and beyond. The USDA/Economic Research Service predicts US beef production to decrease by four percent in 2013 and continue declining until 2019. Poultry slaughter is forecast to decline about one percent in 2013 and start growing again the following year, while pork production is forecast to grow by two percent in 2013. Hence, not only will raw material be tight for production, but the feed industry will likely continue at a very slow rate of growth as well. The fats and oils market should remain strong in 2013 as the RFS biodiesel mandate increased to 1.28 billion gallons. In addition, the growth in corn oil production should slow as ethanol producers maximize production, providing added opportunities for animal fats to replace lost energy from extraction of oil from DDGS in the domestic feed market. On the international market, palm oil supplies are expected

to dwindle and prices should strengthen as added demand ought to narrow the price spread between soy oil and palm.

International Market Conditions*Protein Meals*

Even as the global economy weakened in 2012, the global feed industry continued to expand, mainly led by expansion in developing nations. According to Alltech's 2013 Global Feed Survey, global feed production increased from 873 million metric tons in 2011 to 954 million metric tons in 2012, a 10 percent gain. China is the largest feed market in the world with production increasing from 175.4 million metric tons in 2011 to 198.3 million metric tons last year, a 13 percent growth. By regions, Asia is the largest producer of feed in the world at 357 million metric tons in 2012, up 17 percent over 2011. Feed production in Europe rose four percent to 208 million metric tons with North America up two percent to 188 million metric tons. Latin America grew 10 percent in 2012 to 137 million metric tons while the Middle East/Africa region went from 47 million metric tons in 2011 to 56 million metric tons last year, a 20 percent increase. This growth in feed production continues to fuel demand for rendered products.

NRA targets both the poultry and aquaculture industries in export markets. The aqua feed market expanded from 29.7 million metric tons in 2011 to 34.4 million metric tons in 2012, up 16 percent. While this industry is small, it is fast growing and

Continued on page 16

processed animal protein meals have a competitive advantage in aqua diets because of their similarities to fish meal.

The largest export market for US animal protein meals in 2012 was Indonesia. Although the largest market, exports to Indonesia fell 41 percent last year to 231,512 metric tons due to the closing of the market in April after the United States reported an atypical case of BSE. As of this writing, Indonesia remains closed to ruminant meat and bone meal from the United States.

Mexico is the second largest market for US processed animal protein exports, which imported 64,435 metric tons in 2012. Mexico has been plagued with avian influenza outbreaks this past year that has reduced feed demand for the poultry sector causing exports to decline. Exports of processed animal protein meals to Chile have exploded in recent years due to the recovery of the Chilean salmon industry and its demand for protein meals. Exports grew by approximately 167 percent in 2012 to nearly 60,000 metric tons.

The seeds for booming exports of US rendered protein meals to Chile were planted many years ago as the NRA started to look for opportunities in the Chilean salmon industry early in 2003. However, in December of that year, the first case of BSE was found in the United States and the opportunities that the Chilean market presented were suddenly shut down as its sanitary authorities prohibited the importation of all rendered protein meals. Thanks to the support of the NRA International Market Development Committee, and USDA's Animal and Plant Health Inspection Service and Foreign Agricultural Service, NRA was successful in obtaining import requirements for non-ruminant protein meals in 2004. In the beginning, export volumes were low due to competitive products from Europe as well as neighboring Argentina and Brazil, but as the salmon industry recovered from the infectious salmon anemia virus crisis and fewer products were available from other countries, exports of US product increased exponentially and then more than doubled in 2012.

The same story can be told regarding feather meal exports to Chile, which grew to approximately 25,000 metric tons in 2012, up over 76 percent from 2011. Other growing markets include China and the Philippines, importing close to 46,000 metric tons and 33,000 metric tons respectively. Exports to other Asian countries are likely higher than reported due to different tariff codes being used for processed animal protein meals. Even with the loss of the largest importer of ruminant meat and bone meal (Indonesia), exports of processed animal proteins only declined by 10 percent due to increased demand from other countries and their growing feed industries.

Fats and Greases

As mentioned earlier, US exports of rendered fats and greases plummeted in 2012 due to decreased global demand combined with large stocks of palm oil. Due to the large glut of palm oil, prices fell nearly \$300 per metric ton, a 32 percent drop over the year. In addition, prices of rendered fats remained relatively high early in the year due to the demand from the US biodiesel industry, pricing exporters out of the market for the most part. Mexico remained the largest importer of US tallow at 271,378 metric tons, down 27 percent over 2011. Exports of tallow to Turkey were at a 10-year low at approximately 79,000 metric tons. The one growth market was Morocco, whose imports of tallow increased 26 percent to over 24,000 metric tons for its soap industry. The 27 member countries of the European Union (EU) remained the largest import market for used cooking oil in 2012 at 129,446 metric tons. This product goes solely to the EU biodiesel industry. Mexico and Venezuela imported 89,870 metric tons and 74,589 metric tons of yellow grease respectively, both strong declines over 2011.

Biodiesel and renewable fuel demand remained strong in 2012. The top three global biodiesel producers continued to utilize animal fats and used cooking oil in their industries. The United States used over 700,000 metric tons, the EU took 1.1 million metric tons, and Brazil imported over 400,000 metric tons of animal fats and used cooking oil for the biodiesel

Table 5. Global biodiesel production, 2007-2012 (metric tons)

Country	2007	2008	2009	2010	2011	2012 ^e
EU-27	5,870,000	8,410,000	8,672,000	9,425,000	9,425,000	9,700,000
Argentina	188,000	726,000	1,190,000	1,811,000	2,415,000	2,536,000
Brazil	354,000	146,000	1,407,000	2,088,000	2,339,000	2,363,000
United States	1,040,000	1,618,000	1,260,000	793,000	2,235,000	2,240,000
Indonesia	236,000	551,000	289,000	648,000	1,330,000	1,575,000
Thailand	60,000	392,000	534,000	578,000	551,000	753,000
China	n/a	298,000	298,000	298,000	397,000	497,000
Colombia	8,000	70,000	289,000	368,000	470,000	477,000
Canada	81,000	88,000	107,000	122,000	138,000	249,000
Philippines	33,000	57,000	114,000	122,000	126,000	130,000
Australia	38,000	47,000	86,000	70,000	70,000	101,000
Peru	10,000	10,000	32,000	32,000	32,000	50,000
Japan	5,000	6,000	7,000	8,000	12,000	18,000
Malaysia	195,000	171,000	194,000	70,000	11,000	13,000
Paraguay	9,000	7,000	5,000	1,000	2,000	4,000
Total	8,126,000	12,596,000	14,484,000	16,431,000	19,554,000	20,703,000

Source: USDA/Foreign Agriculture Service GAIN Reports, US National Biodiesel Board, US Energy Information Agency.
 Note: e=estimate; n/a = not available.

industries and this demand should continue into 2013. In addition, Singapore is now the second largest global importer of tallow as a raw material for renewable fuel. In 2012, one plant imported 178,000 metric tons of tallow for its operations, mostly from Australia and New Zealand.

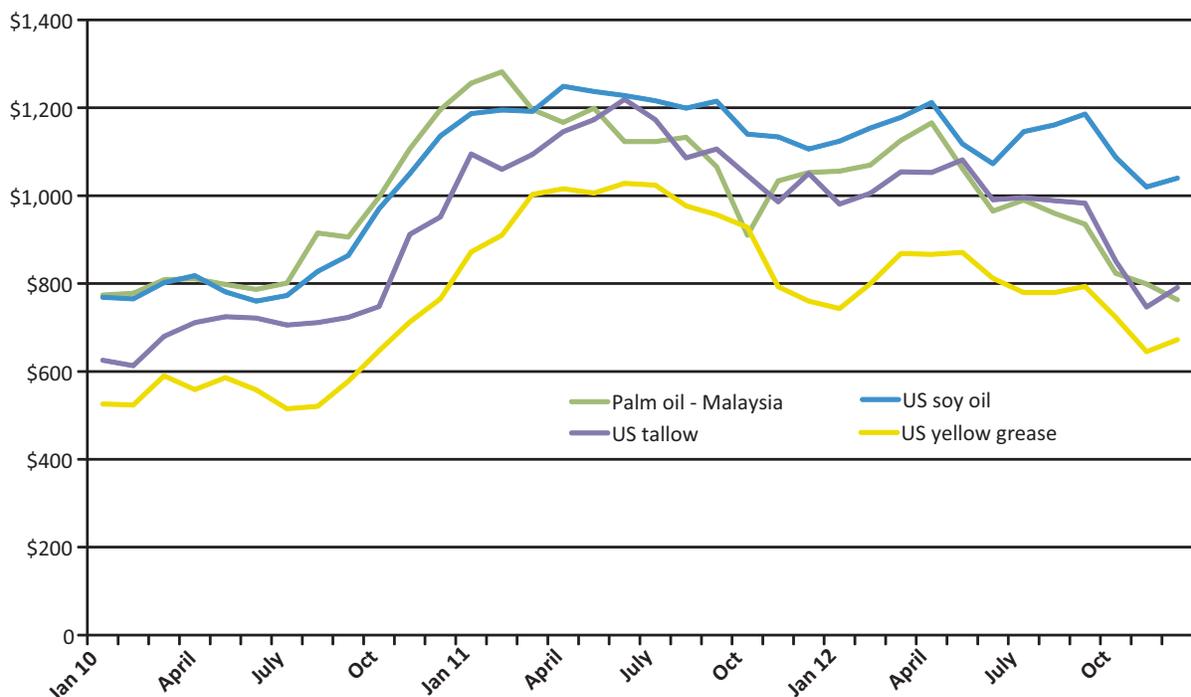
Outlook

As mentioned earlier, the cure for high prices is high prices. Alternatively, it can be said that the cure for low prices is low prices. This should be the case with palm oil going into 2013. As stocks begin to drop due to the unsustainable spread between palm oil and other fats and oils, prices should recover. Also, a growing feed industry in developing countries coupled with growing biodiesel and renewable fuel production in developed countries should invigorate export demand for fats and oils. In addition, NRA expects China to open the market to tallow for its soap industry in the next year or two, giving US exporters access to the largest potential tallow market.

The possibilities for processed animal protein exports from the United States should be enhanced due to the recommendation by the World Organization for Animal Health, or OIE, Scientific Commission to the OIE general assembly that the United States be categorized as negligible risk. Although there was much fanfare in the United States when this was announced, it must be noted that the general assembly must still vote on this recommendation. However, a precedent was set in 2012 when Brazil reported an atypical case of BSE yet still maintained its negligible risk status so logic dictates that the United States should receive negligible risk status at the OIE meeting in May. Unfortunately, logic does not always dictate decision-making when it comes to issues that can be used as sanitary and phytosanitary (SPS) trade barriers. As it has been seen, many trade restrictions posed as SPS concerns are nothing more than trade barriers and BSE-related measures are no exception. **R**



Chart 2. Average monthly prices of select oils, fats, and greases, 2010-2012 (per metric ton)



World Feed Production Up to 959 Million Tons

The world is producing 959 million tons of feed and has increased its production by at least four percent in the last year, according to the 2013 Global Feed Survey released by Alltech. Alltech assessed the compound feed production of 134 countries in December 2012 through information obtained in partnership with local feed associations and Alltech's sales team, who visit more than 26,000 feed mills annually.

Among the 134 countries assessed in the survey, China was reaffirmed as the chief producer of feed at 191 million tons and an estimated 10,000 feed mills. Consistent with late 2011 assessments, the United States and Brazil followed with 179 million tons produced by 5,251 feed mills and 66 million tons produced by 1,237 feed mills, respectively. Overall, a 26 million ton increase was observed in BRIC countries (Brazil, Russia, India, and China) year to date.

Asia continues to be the world's number one producing region at 350 million tons. However, Africa exceeded Asia in percent growth over 2011 results, increasing its tonnage nearly 15 percent from 47 million in 2011 to 54 million in 2012.

Globally, the survey identified 26,240 feed mills, with North America and Europe serving as home to more than half of them. The Middle East was estimated to have the largest feed mills, with an average of more than 63,000 tons produced per mill. Sixty percent of feed produced globally is pelleted, with percentages particularly high in Europe.

When analyzed by species, poultry continues to dominate with a 43 percent share of the feed market at 411 million tons

growing by about eight percent over 2011 estimates. Sixty percent of all poultry feed tonnage is dedicated to broilers, with the rest fed to egg layers, turkeys, duck, and other fowl.

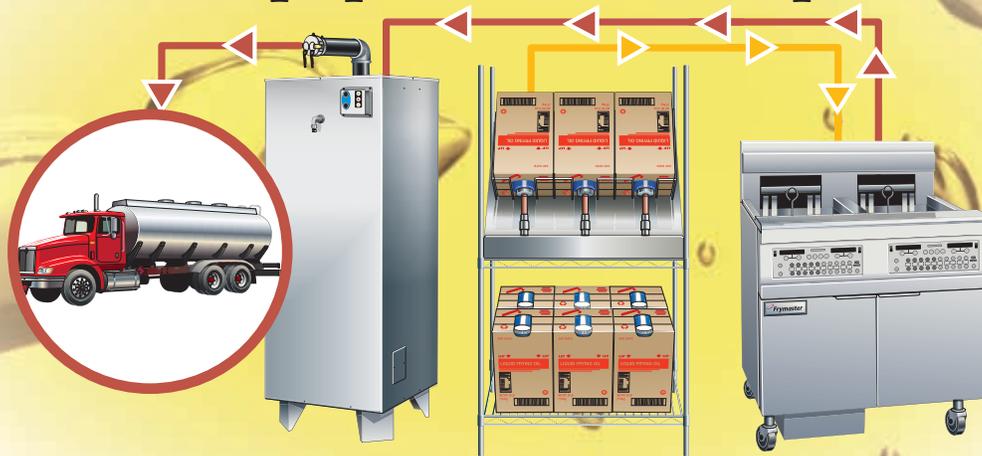
The pig feed sector matched poultry's eight percent growth, moving to 218 million tons globally. The ruminant feed market, comprising dairy, beef, and small ruminants, grew more than 13 percent between late 2011 and December 2012, producing 254 million tons.

Aquaculture is the fastest growing species sector by tonnage with growth greater than 55 percent since 2011, while pet food represents 20.5 million tons, 40 percent of which is produced in the United States, but Brazil continues to make considerable advances in this sector. Global equine feed tonnage increased almost 17 percent to 10.8 million tons.

"As we look to the demands of the future, chiefly the feeding of nine billion people by 2050, these survey results should stir optimism and resolve within our feed and food industries," said Dr. Pearse Lyons, president of Alltech. "Our global feed industry is rising to the challenge, and we're seeing growth across the board. Moreover, we're seeing it in some particularly key areas – BRIC, Africa, and aquaculture."

Global feed production has traditionally been difficult to quantify because many countries lack a national feed association. For this reason, in late 2011, Alltech began to leverage its global presence to obtain a finer estimate of the world's feed tonnage. **R**

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Grease Theft Still Frustrating West

Although faced with other threats to their raw materials in the form of environmental contaminants and new competitors, Pacific Coast Renderers Association (PCRA) members continued to seek solutions to the challenge of grease theft throughout the west at the group's annual convention held in Carmel Valley, CA, in late February.

Doug "Spike" Helmick, retired commissioner of the California Highway Patrol, stated that from a law enforcement perspective, if perpetrators feel they are not going to get caught or face penalties, they'll continue to steal. He noted that one California police chief became aware of the inedible kitchen grease (IKG) theft problem when one of his officers was caught stealing grease, although most police chiefs and highway patrol officers have no knowledge of the problem. Helmick insisted that renderers need to make law enforcement, district attorneys, the restaurant and trucking industries, and the general public aware of the extent of the thefts.

"You don't realize the power you [renderers] have and these folks need to know how they can help you," he commented.

Michael Koewler, SRC Companies, encouraged renderers to report every theft by filing a police report that goes against a city/county's crime record. He also urged PCRA members to perform outreach and awareness to law enforcement, allied industries (including the California Restaurant Association), and elected officials. Ken Kage, Darling International, Inc. reported that law enforcement isn't taking grease theft seriously in Colorado. He was told by a street officer to report the thefts online and once enough are reported, the crimes are flagged to law enforcement at which time they'll realize the severity of the situation.

Dr. Jan Hershenshouse, California Department of Food and Agriculture (CDFA), disclosed the heavy workload of the five staff members in the Meat, Poultry, and Egg Safety Branch, which not only includes livestock slaughter and processing but also licensing, regulating, and inspection of rendering facilities and enforcement of the state's IKG program. She noted that increased fines of \$5,000 per violation for grease theft should have more of an impact and California's grease collection manifest system goes into effect in April, further increasing the branch's tasks due to auditing from "cradle to grave." CDFA recently denied a license to a major grease collection center and transporter due of the long, hard work

on the theft case.

"Unfortunately, administration is a long process," Hershenshouse stated, adding that the agency's biggest impact is denial of registration as it makes collectors "dead in the water." She also reiterated that renderers need to file police reports for each grease theft so the department can monitor problem areas and reach out to educate law enforcement in those cities. CDFA recently mailed letters and IKG theft posters to 58 county sheriff offices and has received some interest regarding educational programs.

Tom Cook, National Renderers Association, said grease theft has been one of the most frustrating issues he has had to deal with since joining the association as president in 1997. He added that there is a lot to learn from exchanging ideas with law enforcement.

Ross Hamilton, Darling International, discussed other threats – such as biological, chemical, and physical – to renderers' raw materials. He stated that the industry's commitment to biosecurity emerged about 10 years ago when the Animal Protein Producers Industry (APPI) developed the North American Rendering Industry Code of Practice, which is based on hazard analysis and critical control point-like principles. Hamilton pointed out that this "self-regulation" policy was put in place long before the United States (US) government required it of the rendering industry and will help assure that renderers are ready when the Food and Drug Administration (FDA) releases its feed regulation under the Food

Safety Modernization Act. He added that FDA has stated that renderers' compliance with the feed rule is the highest among all industries regulated.

Renderers who participate in APPI's *Salmonella* testing program are now also taking part in weekly *Enterobacteriaceae*, or EBAC, testing for plant sanitation and monthly *Clostridium perfringens* testing to validate critical control points, according to Hamilton. He reported that in 2001, the United Kingdom government concluded that rendering is the preferred method of disposal to prevent the spread of disease after examining various disposal options following the country's foot and mouth disease outbreak.

A new area of concern for some renderers is raw material contaminated with the chemicals dursban, diazinon, and endosulfan, which are used for fly control on ear tags and



Andy Andreoli (left), Baker Commodities, and Ryan Koewler, Reno Rendering, are the new PCRA president and vice president, respectively.

Coast Renderers

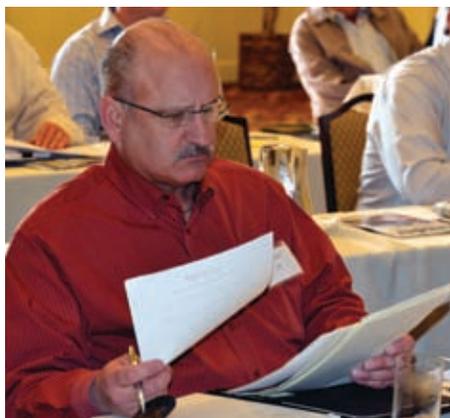
By Tina Caparella

can affect raw material if tags are not removed prior to slaughter. Hamilton noted that the limit for these chemicals is 300 parts per billion (ppb) and 30 to 90 tags can exceed that level. Another chemical contaminant of concern is permethrin, also used for fly control, in spent hens, broilers, and feathers. Some levels have been as high as 90,000 ppb, with the tolerance being 150 ppb for poultry products. Hamilton stated that fat containing permethrin can be diverted to fuel, but other rendered products pose an environmental disposal issue because the chemical is toxic to bees and fish.

Tad Bell, California Grain and Feed Association (CGFA), said the spent hen and chemical contamination issue is about losing “input,” or material, while colleague Dennis Albani warned of California Assembly Bill 323, driven by the California Department of Resources Recycling and Recovery, or CalRecycle, that would require grocery stores, restaurants, and food processors to recycle food waste. Albani insisted that waste management companies who want to recycle meat or meat products should fall under the CDFA rendering program and state monetary incentives should be broad-based so all recycling industries are included, although CGFA prefers no incentives so industry is market-driven and competitive.

Sharing the trials and tribulations in Canada was Ridley Bestwick, West Coast Reduction, Ltd. who told how an *E. coli* event basically took down a large Canadian food company, XL Foods. It all began September 4, 2012, when the Canadian Food Inspection Agency (CFIA) identified a positive *E. coli* O157:H7 sample in raw beef trimmings at XL Foods’ Brooks, AB, Canada plant. That same day, the US Department of Agriculture also found a positive sample during routine testing in the United States. All product was destroyed and since none had entered the marketplace, no recall was issued. The Brooks plant was reported to have had 46 CFIA inspectors onsite at the time.

Within 10 days, as CFIA investigated the source and cause of the contamination, two more positive



Dave Fischer, JBS Swift and Company, prepares for PCRA’s business meeting.

samples were discovered in the United States after which CFIA removed XL Foods from the list of establishments eligible to export to the United States, but still did not issue a product recall. It was at this point, on September 15, that Bestwick said the media took the story viral, 24 hours a day, seven days a week. The news was front page for three weeks. CFIA issued its first “health hazard alert” on September 16 recalling certain products, and continued to expand its alerts almost daily identifying more products. On September 27, CFIA suspended the license of XL Foods in Brooks. As of October 1, 2012, only eight illnesses had been linked to the largest beef

recall in Canada’s history, said Bestwick.

One month after the incident began, XL Foods broke its silence and released its first press release, taking responsibility and apologizing to the Canadian public. Eventually, JBS Food Canada purchased XL Foods. In all, 45 million pounds of meat was recalled, one month’s worth of the plant’s slaughter, with some of the meat being treated by CFIA as hazardous waste and directed to landfills that accept prohibited specified risk materials.

“A brand was destroyed, a business destroyed,” Bestwick commented. He added that until XL Foods assumed responsibility, everyone played the “blame game,” from CFIA and the agency’s union to the labor union in the XL Foods plant and national political parties. Bestwick noted the lesson learned in this situation is that companies, including renderers, need to have well-managed disaster and media relations plans in place to restore public confidence, maintain relationships with regulators, and always follow, monitor, and update hazard analysis and critical control point plans.

PCRA also conducted business matters during its convention, including electing Andy Andreoli, Baker Commodities, as president and Ryan Koewler, Reno Rendering Co., as vice president of the association. PCRA’s next convention will be held February 29-March 1, 2014. **R**



Retired California Highway Patrol Commissioner Spike Helmick encouraged renderers to make law enforcement aware of the grease theft problem in the state.

Rendered Products Remain Quality Feed Ingredients

By Tina Caparella

“Dogs and cats love rendered animal fats and proteins,” Greg Aldrich, Kansas State University, stated at the International Rendering Symposium held during the 2013 International Production and Processing Expo (IPPE) in Atlanta, GA, the last week in January. About 80 attendees, including many international guests, listened to industry experts discuss the various aspects of the North American rendering industry.

Aldrich pointed out that 165 million cats and dogs and 213 million other pets (i.e., birds, fish, horses, and rodents) live in 62 percent of homes in the United States (US), compared to children living in 33 percent of US homes. He emphasized the paradigm shift from pets going from barnyard security to becoming a family member is bringing some “craziness,” such as a new demand for high protein (35 to 50 percent), no grain diets, even though dogs don’t need such high protein amounts in their food.

As a nutritionist, Aldrich is most concerned with the palatability of rendered products and sees a trend toward natural preservatives, of which tocopherol-based systems are most effective. As to the on-going battle of classifying some pet food ingredients as “by-products,” which, by definition, are secondary products produced in addition to the principal product, he noted that if the ingredient name cannot be changed, then the pet food industry will need to educate consumers that these ingredients are just fine to use in pet foods.

“Rendered protein meal represents a substantial portion of the high quality protein and fat in modern companion animal diets,” Aldrich said. “They are commonly included at five to 40 percent and can contribute in excess of 85 percent of the dietary protein and 30 percent of the dietary fat.” He went on to thank the rendering industry for “taking all this

waste and creating good, quality ingredients for pet foods. And I know we don’t always express that thanks.”

National Renderers Association (NRA) President Tom Cook described the rendering industry as the essential gatekeeper for the health of people and the planet. In the United States and Canada, 250 facilities process 137 million pounds of raw material each day, enough to fill 10,000 Dallas Cowboy football stadiums annually. He broke down the amount of material from each animal not consumed for human food in the United States as 49 percent of the live weight of a cow, 44 percent of a hog, 37 percent of a chicken, and 36 percent of a turkey.

Dr. Gianni Carniglia, NRA consultant for Latin America, provided estimates for the region’s rendering industry, which includes 70 plants in Brazil, 14 in Mexico, and 10 in Argentina that make up 93 percent of production. Almost 80 percent of rendering facilities are integrated with meat processors, with protein meals accounting for 67 percent of production and fats making up the balance.

The pet food industry in Latin America is an emerging market, accounting for 17 percent of the global share and growing at about 12 percent per year. Four countries make up almost 95 percent of the market volume: Brazil at 52 percent with 2.2 million metric tons, Mexico at 19 percent with 800,000 metric tons, Argentina at 14 percent with 600,000 metric tons, and Chile with seven percent of the market at 360,000 metric tons, with 40 percent of that product imported.

“The availability of proteins and fats in quantity and quality will be a key successful factor of the Latin America pet food industry development,” Carniglia commented.

Bill Dieterichs, The Jacobsen Report, mentioned there isn’t a lot of change in raw material supply for US renderers and that all rendered products will be used, it’s just a matter of where. He remarked that growing demand continues to be in aquaculture, with some growth in boilers and pork, while beef demand remains flat. Dieterichs said feather meal usage is increasing in Chile’s aquaculture industry, and the “huge” growth in US exports of dried distillers grains with solubles is most likely for poultry and pork rations.

“US and Canadian rendered protein is a safe and wholesome ingredient that should continue to find its way into animal feed throughout the world,” he announced.

Renderers provided their perspectives, beginning with Dr. Charles Starkey, American Proteins, Inc. who noted that pet food gets as much regulatory attention these days as infant formula due to *Salmonella* concerns. He said that a new Food and Drug Administration (FDA) Compliance Policy Guide for *Salmonella* in Animal Feed is due out soon, and that feed ingredients with any traces of *Salmonella* are no longer considered adulterated, except those used in milk replacers and pet food. While there are over 2,300 species of *Salmonellosis*, FDA is primarily focusing on 30 to 40 that cause concern. Starkey has no doubt that *Salmonella* is killed



An attendee asks a question during the International Rendering Symposium in Atlanta, GA.

in the rendering cooker so any recontamination is most likely caused by outside sources, including employees. He pointed out that the bacteria can survive on cloth for up to 228 days, in sweeper dust for 300 days, and on wash and wear fabric for nearly 70 days. He then provided a laundry list of ways to prevent *Salmonella* contamination.

Dr. Ross Hamilton, Darling International, Inc. acknowledged that the rendering industry's goal is to provide safe, quality ingredients to customers for use in pet food and animal feed. He estimates nearly 76 billion pounds of raw material is available to recycle by renderers each year, including used cooking oil, expired meat from retail, and fat, bone, and trim from meat processing. Hamilton explained that rendering kills pathogenic organisms, protects the environment, recycles carbon and energy, and provides control, verification, and traceability that condemned or expired meat products are not reused as human food, all within hours of receiving the raw materials rather than weeks or months as other popular alternative methods do. He highlighted the various methods, including critical control points, and programs used in the industry to ensure pathogens are destroyed and that products are not recontaminated.

Hamilton encouraged employers to do background checks on new employees and ensure all employees receive training on feed safety and good manufacturing practices, including the intent behind them, and provide annual refresher training. He also urged renderers to educate their raw material suppliers that the cleaner the material, the cleaner the finished product. Drivers need to inspect material collected for uncharacteristic odors, suspicious and prohibited materials, metal, wood, plastic, and ear tags, and companies need to provide drivers with the process to document and report possible contaminations.

Dr. David Meeker, senior vice president, NRA Scientific Services, explained that many proteins contain *Salmonella*, not just animal proteins, and that the rendering industry is working harder every day to control the bacteria in their products. He emphasized that testing of animal proteins checks to ensure the rendering process is working, not every load produced, and widespread testing for *Salmonella* is not necessary or cost-effective.

A number of researchers shared their experiences with rendering and its products, including Dr. Charles Gooding, Clemson University, who explained how rendering's attributes make it a "green" industry as defined by the World Resource Institute, such as minimal use of virgin raw materials; production processes that minimize the use of water and energy; production processes free from harmful toxins; reuse and recycling of solid waste streams; substantial reductions in emissions or effluents of harmful greenhouse gases and pollutants; and products that are built for longevity and durability. He presented an array of calculations developed to determine the carbon footprint of a rendering operation and explained that he is now looking at a life cycle assessment of rendering due to demand from various sources to show that rendering is a green process compared to alternative technologies such as composting.

Dr. Jeffre Firman, University of Missouri, focused on rendered products in poultry feed, which are used as a source of protein, calcium, and phosphorus. He described



From left, Jose Velez, Antiotrading in Columbia, discusses animal proteins and fats as alternative feed ingredients for salmon with Eduardo Oliart and Carlos Franzani, both of Graneles in Chile.

using a digestible formulation to save money and allow the use of alternative ingredients more easily. Dr. Brian Kerr, US Department of Agriculture, stated that phosphorus can be a high-cost item in feed formulations with rendered proteins being a good source of phosphorus at a lower cost. Kerr also touched on the revisions made to the National Research Council's *Nutrient Requirements of Swine* released in 2012.

Pet Food Focus

There were other educational programs available to the record 26,000-plus attendees at the IPPE, including a pet food conference sponsored by the Poultry Protein and Fat Council and American Feed Industry Association (AFIA) and its Pet Food Committee. Michael Maddox, Pet Industry Joint Advisory Council, got the meeting started with statistics that showed pet food product sales have doubled in the last 10 years, but that pet ownership actually saw a small drop from 2006 to 2011 after years of steady growth.

Maddox next addressed the various regulatory trends emerging in the United States, such as limits on the number of pets per household, mandatory spay/neuter, identification enforcement, pet "guardianship" versus pet "owner," and non-economic damages, something the pet food industry is very concerned about. He emphasized that "emotion rules the day," and in the world of pets, a picture really does express a thousand words.

Dr. Daniel McChesney, FDA/Center for Veterinary Medicine, updated attendees on the Food Safety and Modernization Act (FSMA) proposed rules for human food released in January, indicating that the feed rules will be almost identical with the exception that good manufacturing practices for feed will be introduced since they currently don't exist in regulation. He advised to read the executive summary of the proposed rules for food, and then skip the next 400 or so pages that explain FDA's thought process behind the rules. McChesney explained that the language specifying companies "should" do this is FDA-speak for "we would like you" to do this. He also shared information about FDA's Veterinary

Continued on page 24

Rendered Products *Continued from page 23*

Laboratory Response Network used to promote human and animal health by collaborating with state veterinary diagnostic laboratories that has been well received.

A panel of pet food ingredient representatives discussed issues keeping them up at night. Mike Cici, The Scoular Company, said corn carry-over is low and changing weather conditions in 2011-2012 meant a smaller fish catch. He then presented alternative protein sources for animal feed as “pulses” (dry bean, chickpea, dry pea, lentil, and fava bean) and algae, which he described as nutritionally situated between soybean meal and fish meal.

Jerry Phelps, Tyson Animal Nutrition Group, noted that 40 percent of the US corn crop is used in ethanol while on a world scale, 15 percent of the corn is used in the biofuel. He warned that the availability of domestic protein supplies is constricted now and in the foreseeable future as exports are increasing. However, because of the decline in fish meal availability, feed manufacturers have been turning more attention to feather and poultry meals, creating a “good year” for Tyson. Phelps did encourage the industry to “think outside the box” to redefine ingredient definitions and expand to new protein sources.

Dale Hill, ADM Alliance Nutrition, reiterated that the availability of feed ingredients is becoming more and more difficult. His company works with 400 different ingredients and the challenges are obtaining a certificate of analysis on each batch and third party certification on processes from ingredient suppliers and imports. Hill believes 80 to 90 percent of feed companies are already in compliance with FSMA, and that *Salmonella* remains a big issue for the industry with the focus being on control and reduction.

Dr. Maho Imanishi, Centers for Disease Control (CDC) and Prevention, confirmed that *Salmonella* is the most common bacterial cause of foodborne illnesses in the United States, with 1.2 million illnesses reported each year resulting in 400 deaths. She explained there are many ways the bacteria is transmitted to humans, both directly through eating contaminated foods and indirectly, and that outbreaks now tend to be more dispersed across the country compared to being more localized years ago. Imanishi discussed the small *Salmonella* outbreak in spring 2012 that was linked to dry dog food. In response, CDC has prepared an educational poster instructing consumers on proper handling of pet food that will be distributed to animal hospitals, veterinary clinics, and pet food retailers.



Greg Aldrich, Kansas State University, declared that dogs and cats love rendered animal fats and proteins.

Aldrich also spoke at the pet food conference, echoing the sentiment that pet food’s unique role in the mix of animal and human food is now being swept into food safety rules like never before. He described the multiple threats to pet food manufacturers as mixing errors, miscalculations and unexpected processing interactions, and contaminates that



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can come from multiple entry points such as raw materials, transportation, personnel, pests, post processing, packaging, distribution, and even in the consumer's home. Aldrich said manufacturers often consider the extruder as a kill step for bacteria, but he has not found much data to support this idea and sometimes sees recontamination after emergence from the extruder. He noted a practical rapid method (less than one hour) for detecting *Salmonella* in pet food and feed ingredients is needed.

Jan Jarman, Minnesota Department of Agriculture, provided an update on an amendment to the American Association of Feed Control Officials' (AAFCO's) "95 percent rule." Currently, if a product name includes animal-derived ingredients, then those ingredients must make up 95 percent of the product. The proposed change is if a product name includes any ingredients, then those ingredients must make up 95 percent of the product, thus making the rule apply to all feed ingredients, not just those derived from animals. Jarman mentioned that AAFCO has developed a website at <http://petfood.aafco.org> in response to a large interest in home-based pet treat and pet food manufacturing and put in place a strategic plan with one goal being to enhance cooperation among regulatory agencies, especially state-to-state.

Third party certification was also addressed, beginning with a recap of AFIA's programs that are designed as a pass or fail system, are open to all companies for certification, and meet or exceed FDA regulations. A panel of experts encouraged companies to be open and honest with auditors because the intent of the certification is for the company's operations to be better than they are currently. In addition, certain employees in the company need to be trained in hazard analysis and critical control points prior to becoming certified. That training is available through universities, private trainers, or industry organizations. The panel emphasized that third party certification programs are to ensure the company is doing the best it can to ensure safe feed and feed ingredients. It's expected that under FSMA, third party certification will be required, and many customers are beginning to demand it. R

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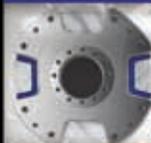
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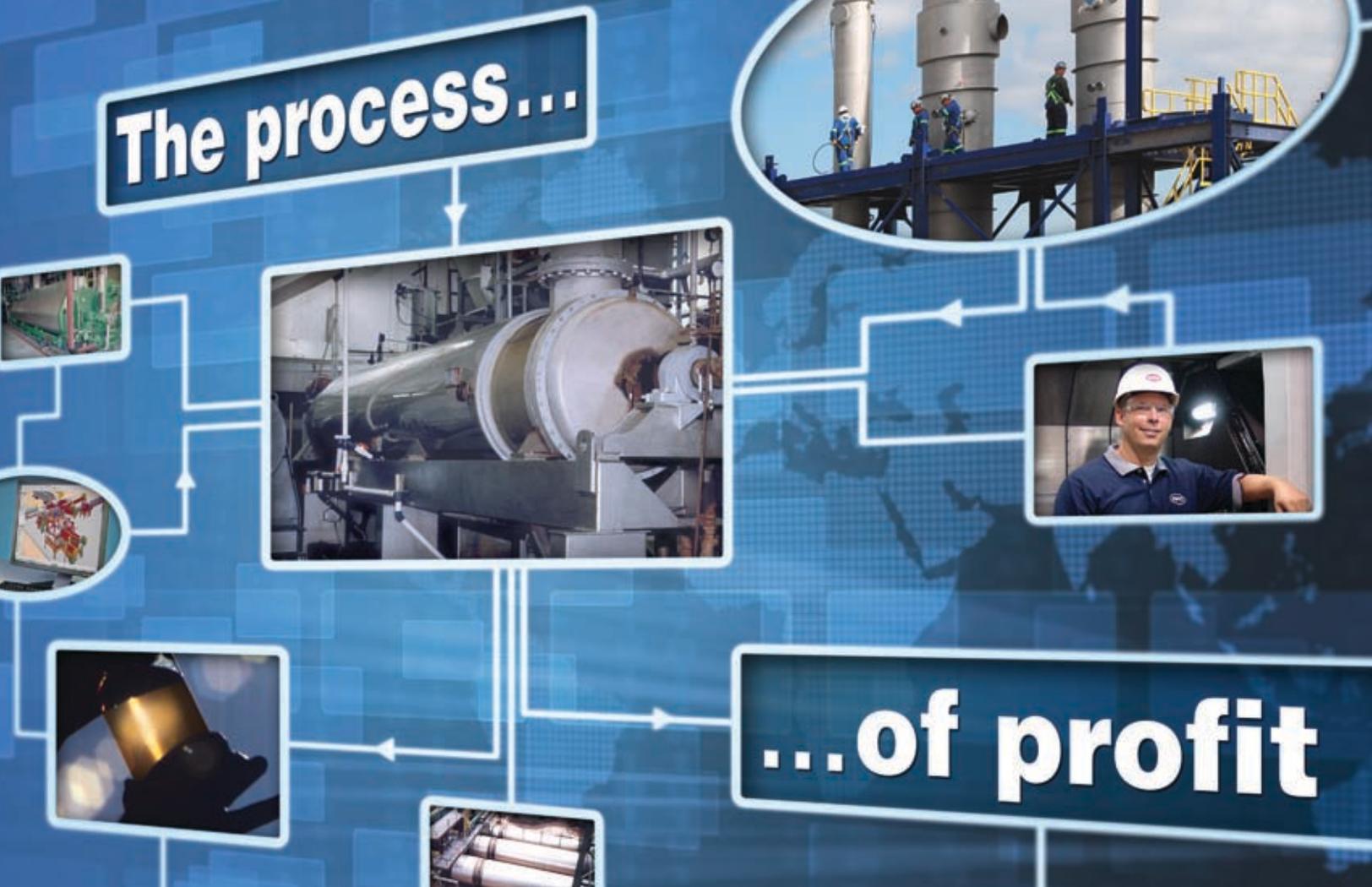
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Products: EX,TG,MB,FGAF,HI,OT,Fish meal
Region: Western

Baker Commodities, Inc. - Rochester
2268 Browncroft Boulevard
Rochester, NY 14625-1050
Contact: Bill Schmieder
Phone: 585-482-1880
Fax: 585-654-7070
E-mail: bschmieder@bakercommodities.com
Products: SF,TG,HI,MB,FGAF,BLP
Region: Eastern

Baker Commodities, Inc. - Kerman
P.O. Box 416
Kerman, CA 93630-0487
Contact: Manuel Ponte
Phone: 559-846-9393
Fax: 559-846-7671
E-mail: mponte@bakercommodities.com
Products: EX,FGAF,HI,MB,SF,TG
Region: Western

Baker Commodities, Inc. - Phoenix
P.O. Box 6518
Phoenix, AZ 85009
Contact: Gil Morgan
Phone: 602-254-5971 or 602-275-3402
Fax: 602-272-1846
E-mail: gmorgan@bakercommodities.com
Products: TG,MM,MB,SF,FGAF
Region: Western

Baker Commodities, Inc. - Billerica
P.O. Box 132
No. Billerica, MA 01862
Contact: Joe Huelsman or Walter Gurschick
Phone: 978-454-8811
Fax: 978-454-0448
E-mail: jhuelsman@bakercommodities.com
Products: EX,SF,TG,FGAF,MM,MB,ST
Region: Eastern

Baker Commodities, Inc. - Island Commodities
91-269 Olai Street
Kapolei, HI 96707
Contact: John Tsukada
Phone: 808-682-5844
Fax: 808-682-4389
E-mail: jtsukada@bakercommodities.com
Products: TG,MB
Region: Western

Birmingham Hide & Tallow Co., Inc.
P.O. Box 1596
700 Maple Street, Suite A
Birmingham, AL 35210
Contact: T. Owen Vickers
Phone: 205-252-1197
Fax: 205-251-1522
Web: www.bhtonline.com
E-mail: tovickers@aol.com
Products: TG,SF,FGAF,HI,MB,BFP
Region: Eastern

Cargill Meat Solutions, Inc. - Headquarters
Excel Corporation
P.O. Box 2519
Wichita, KS 67201
Contact: Mark McMahon
Phone: 316-291-2748
Fax: 316-291-3013
Web: www.excelmeats.com
E-mail: mark_mcmahon@cargill.com
Products: EX,BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Beardstown
R.R. Box 450
Beardstown, IL 62618
Contact: Brent Jaggar
Phone: 217-323-6200
Fax: 217-323-6306
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Dodge City
P.O. Box 1060
Dodge City, KS 67801
Contact: Daryl Kuker
Phone: 620-227-0550
Fax: 316-227-5839
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Fort Morgan
P.O. Box 4100
Fort Morgan, CO 80701
Contact: Ron Logan
Phone: 303-867-1540
Fax: 303-867-1564
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Friona
P.O. Box 579
Friona, TX 79035
Contact: David Wathen
Phone: 806-295-8380
Fax: 806-295-8214
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Plainview
P.O. Box 910
Plainview, TX 79072
Contact: Reed Staal
Phone: 806-291-4012
Fax: 806-291-1897
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Schuyler
P.O. Box 544
Schuyler, NE 68661
Contact: Rod Perrin
Phone: 402-352-5411
Fax: 402-352-8334
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions - Wapello County
P.O. Box 310
Ottumwa, IA 52501
Contact: Bill Glosser
Phone: 641-682-4735
Fax: 641-683-4793
Products: BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Central

Cargill Meat Solutions
P.O. Box 3850
High River, AB, T1V 1P4
Canada
Contact: Shane Mulrooney
Phone: 403-652-4688
Fax: 403-652-5245
Products: EX,BM,DT,FGAF,HI,MB,MM,SF,TG
Region: Western

Cargill Poultry
Excel Corporation
1001 E. Smith
California, MO 65018
Contact: Danny Volker
Phone: 314-796-2123
Fax: 314-796-3661
Products: PM,FM,MM
Region: Central

Cargill Regional Beef
P.O. Box 188
Wyalusing, PA 18853
Contact: John Couture
Phone: 570-746-9224, x7347
Fax: 570-746-1235
E-mail: john.couture@cargill.com
Products: SF,TG,MB,BFP,EX,BM
Region: Eastern

Central Bi-Products

Farmers Union Industries, LLC
P.O. Box 319
Redwood Falls, MN 56283
Contact: Duane Anderson
Phone: 507-637-2938
Fax: 507-637-4267
Web: www.fuillc.com
E-mail: danderson@centralbi.com
Products: FM,PB,SF,TG,HI,MM,MB,DT,BFP,FGAF,BM,OT(Pet food)
Region: Central

Central Bi-Products

Farmers Union Industries, LLC
P.O. Box 359
Long Prairie, MN 56346
Contact: Daryl Brever
Phone: 320-732-2819
Fax: 320-732-2148
Products: FM,PB,SF,TG,HI,MM,MB,PM,BFP,FGAF,BM,OT(Pet food)
Region: Central

Darling International Inc. - Headquarters

251 O'Connor Ridge Blvd.,
Suite 300
Irving, TX 75038
Phone: 972-717-0300
Fax: 972-717-1588
Web: www.darlingii.com
E-mail: info@darlingii.com
Region: Central, Western, Eastern

Darling International Inc. - Regional Office

P.O. Box 615
Des Moines, IA 50303
Phone: 515-288-2166
Fax: 515-288-1007
Web: www.darlingii.com
Region: Central, Western, Eastern

Griffin Industries LLC - Headquarters

Darling International, Inc.
4221 Alexandria Pike
Cold Spring, KY 41076
Phone: 859-781-2010
Fax: 859-572-2575
Web: www.griffinind.com
Region: Central, Western, Eastern

For rendered fat sales**DAR PRO Solutions, a Darling/Griffin Brand**

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

For rendered protein sales**DAR PRO Solutions, a Darling/Griffin Brand**

Contact: Jim Conway
Phone: 877-659-8438
Fax: 859-781-2569
Web: www.darpro.com
E-mail: jconway@darpro.com
Products: BLP,BM,CM,EQ,EX,PB,PM,FM,LT,MB,MM,OT (Organic fertilizer, specialty proteins, flavor enhancers)

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

Contact: Brian Griffin
Phone: 855-327-7761
Fax: 859-781-2569
Web: www.darpro.com
E-mail: recyclingsservices@darpro.com

Encore Oils, LLC

SeQuential Pacific Biodiesel
4735 Turner Road SE
Salem, OR 97317
Contact: Tyson Kever
Phone: 503-954-2154
Fax: 503-296-5797
Web: www.encoreoils.com
E-mail: tysonk@salembiodiesel.com
Products: MB,TG,Lard
Region: Western

Florida By Products, Inc.

465 Caboose Place
Mulberry, FL 33860
Contact: Jay Ford or
Richard Stradtman
Phone: 863-425-6706
Fax: 863-425-0106
E-mail: rstradtman@floridabyproducts.com
Products: LG
Region: Eastern

FPL Food, LLC

1301 New Savannah Road
Augusta, GA 30901
Contact: Randal Garrett
Phone: 706-922-5510
E-mail: randal.garrett@fplfood.com
Products: MB,MM,HI,Tallow
Region: Eastern

Foster Farms

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

G.A. Wintzer & Son Co.

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

Holmes By-Products, Inc.

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

Hormel Foods Corp.

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

Hormel Foods - Austin

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

Hormel Foods - Fremont

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

Farmer John - Clougherty Packing

Hormel Foods Corp.
3049 E. Vernon Avenue
Los Angeles, CA 90058
Contact: Jim Farnsworth
Phone: 323-583-4621, x1456
Fax: 323-584-1699
E-mail: jfarnsworth@farmerjohn.com
Products: MB,SF,BM,Lard
Region: Central

JBS Swift & Company - Headquarters

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

Plant Locations**JBS Swift & Company**

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

JBS Swift & Company

800 N. 8th Avenue
Greeley, CO 80634
Contact: Keith Neddermeyer
Phone: 970-351-0800
Fax: 970-304-7320
E-mail: keith.neddermeyer@jbsa.com
Products: TG,HI,MB,BM,EX
Region: Western

JBS Swift & Company

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

JBS Swift & Company

P.O. Box 524
Dumas, TX 79029
Contact: Carlos Martinez
Phone: 806-966-5103
Fax: 806-966-5481
E-mail: carlos.martinez@jbsa.com
Products: TG,HI,MB,BM,EX
Region: Central

JBS Swift & Company

1200 Story Avenue
Louisville, KY 40206
Contact: Tim Barton
Phone: 502-582-0230
Fax: 502-582-0253
E-mail: tim.barton@jbsa.com
Products: TG,MBM,BM
Region: Eastern

JBS Swift & Company

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

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

Mountain View Rendering Company

JBS Souderton, Inc.
173 Rocco Road
Edinburg, VA 22824
Contact: Robert Forry
Phone: 540-984-4158
Fax: 540-984-4159
E-mail: bforry@shentel.net
Products: SF,FM,PB,PF,BM,FGAF,OT
Region: Eastern

MOPAC Rendering

JBS Souderton, Inc.
P.O. Box 64395
Souderton, PA 18964
Contact: Ken Gilmurray
Phone: 215-723-5559, x3056
E-mail: ken.gilmurray@jbssa.com
Products: BLF,BLP,FGAF,SF,TG,EX,LT,MB,PB,BM
Region: Eastern

JBS Packerland Tolleson

P.O. Box 99
Tolleson, AZ 85353
Contact: Jeremy Eatherton
Phone: 970-506-8355
E-mail: jeremy.eatherton@jbssa.com
Products: DT,HI,MB,SF,TG
Region: Western

JBS Packerland Green Bay

P.O. Box 23000
Green Bay, WI 54305
Contact: John Reynolds
Phone: 970-506-8355
E-mail: john.reynolds@jbssa.com
Products: DT,HI,MB,SF,TG
Region: Central

Pilgrim's Pride Corp. - Rendering Headquarters

P.O. Box 1268
Mt. Pleasant, TX 75456
Contact: Doug Brown
Phone: 903-434-1170
Fax: 972-290-8345
Web: www.pilgrims.com
E-mail: doug.brown@pilgrims.com
Products: SF,FM,BM,PF,PM
Region: Central

Plant Locations

Pilgrim's Pride Corp. - Broadway
330 Co-Op Drive
Timberville, VA 22853
Contact: Howard Covington
Phone: 540-896-0730
Fax: 972-882-3244
E-mail: howard.covington@pilgrims.com
Products: SF,PM,FM,PB,PF
Region: Eastern

Pilgrim's Pride Corp. - El Dorado

El Dorado
1810 Southwest Avenue
El Dorado, AR 71730
Contact: Hal Davis
Phone: 870-875-1025
Fax: 870-875-2437
E-mail: hal.davis@pilgrims.com
Products: PM,PF
Region: Central

Pilgrim's Pride Corp. - Moorefield

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

Pilgrim's Pride Corp. - Mt. Pleasant

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

Pilgrim's Pride Corp. - Russellville

Russellville
3433 Bernice Avenue
Russellville, AR 72802
Contact: Dan Craig
Phone: 479-968-2567
Fax: 479-968-3171
E-mail: dan.craig@pilgrims.com
Products: SF,MB,PM,FM
Region: Central

Pilgrim's Pride Corp. - Sumter

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

John Kuhni Sons, Inc.

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

Kaluzny Bros., Inc.

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

Kruger Commodities, Inc. - Headquarters

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

Kruger Commodities, Inc.

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

KCI Restaurant Services

Kruger Commodities, Inc.
4125 Dahlman Avenue
Omaha, NE 68107
Contact: Scott Etheridge
Phone: 402-898-4700
Fax: 402-898-4702
Products: BLP,Cooking oil disposal
Region: Central

KCI Restaurant Services

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

Maple Lodge Farms, Ltd.

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

Mendota Agri-Products, Inc. - Headquarters

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

Mendota Agri-Products, Inc.

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

National Beef Packing Company, LLC - Headquarters

P.O. Box 20046
Kansas City, MO 64195-0046
Contact: Doyle Leefer
Phone: 800-449-2333
Fax: 816-713-8859
Web: www.nationalbeef.com
E-mail: doyle.leefer@nationalbeef.com
Products: SF,TG,HI,MM,MB,BM,EX
Region: Central

National Beef - Dodge City

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

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

National Beef - Brawley
P.O. Box 1221
Brawley, CA 92227
Contact: Brian Webb
Phone: 760-351-2700
Fax: 760-351-2796
E-mail: bcwebb@nationalbeef.com
Products: BM,EX,FGAF,HI,MB, TG
Region: Western

Nutri-Feeds, Inc.
P.O. Box 2257
Hereford, TX 79045
Contact: Garth Merrick
Phone: 806-350-5525
Fax: 806-357-2292
E-mail: garth@merrickpetcare.com
Products: TG,MB
Region: Central

Pascal Enterprises - Headquarters
2621 State Street
Dallas, TX 75204
Contact: William Shirley or Mel Roshanravan
Phone: 214-871-0300
Fax: 214-871-8707
E-mail: melr@pascalenterprises.com
Products: BM,CM,CWG,MB, PM,PF,TG,YG
Region: Central

Plant Locations

Capital City Processors, LLC
P.O. Box 94148
Oklahoma City, OK 73109
Phone: 405-232-5511
Fax: 405-235-9960

HTC Industries
P.O. Box 3286
San Angelo, TX 76902
Phone: 325-949-0645
Fax: 325-659-3823

Oklahoma By-Products
P.O. Box 1848
Durant, OK 74701
Phone: 580-924-3620
Fax: 580-924-3742

Riegel By-Products
P.O. Box 7064
Shreveport, LA 71107
Phone: 318-222-3309
Fax: 318-222-3303

Texas By-Products
P.O. Box 662
Durant, OK 74701
Phone: 580-924-1008
Fax: 580-924-1008

Protein Products, Inc.
PPI, Inc.
P.O. Box 2974
Gainesville, GA 30503
Contact: Jeff Gay
Phone: 770-536-3922
Fax: 770-536-8365
E-mail: jgay3922@mindspring.com
Products: Fish meal and oil
Region: Eastern

Quality Processors, Ltd.
P.O. Box 849
Neepawa, MB, R0J 1H0
Canada
Contact: Michael or Wayne Wollman
Phone: 204-476-2457
Fax: 204-476-3874
E-mail: wayneqp@yahoo.com
Products: FGAF,SF
Region: Central

Rothsay - Headquarters
A Member of Maple Leaf Foods, Inc.
150 Research Lane, Suite 307
Guelph, ON, N1G 4T2
Canada
Contact: Kevin Golding
Phone: 519-780-3341
Fax: 519-780-3360
Web: www.rothsay.ca
E-mail: kevin.golding@mapleleaf.com
Region: Central

Plant Locations

Rothsay
A Member of Maple Leaf Foods, Inc.
P.O. Box 8270
Dundas, ON, L9H 5E2
Canada
Contact: Dave Willison
Phone: 905-628-9303, x291
Fax: 905-628-8577
E-mail: dave.willison@mapleleaf.com
Products: SF,TG,RF,MB,BM,EX, BLF,FGAF
Region: Central

Rothsay
A Member of Maple Leaf Foods, Inc.
R.R. #1
Moorefield, ON, N0G 2K0
Canada
Contact: Scott Henry
Phone: 519-638-3081
Fax: 519-638-3410
E-mail: scott.henry@mapleleaf.com
Products: FM,SF,TG,MB,FGAF, BLF,PB,PF
Region: Central

Rothsay
A Member of Maple Leaf Foods, Inc.
607 Dawson Road
Winnipeg, MB, R2J 0T2
Canada
Contact: Scott Masterton
Phone: 204-233-7347
Fax: 204-235-0942
E-mail: scott.masterton@mapleleaf.com
Products: FM,SF,TG,FGAF,MB
Region: Central

Rothsay
A Member of Maple Leaf Foods, Inc.
605 1st Avenue
Sainte-Catherine, QC,
J5C 1C5
Canada
Contact: Michel Brosseau
Phone: 450-632-3250, x400
Fax: 450-632-4703
E-mail: michel.brosseau@mapleleaf.com
Products: EX,RF,SF,TG,MB,FGAF
Region: Eastern

Rothsay
A Member of Maple Leaf Foods, Inc.
P.O. Box 151
Truro, NS, B2N 5C1
Canada
Contact: Carol McMaster
Phone: 902-895-2801, x223
Fax: 902-893-0176
E-mail: carol.mcmaster@mapleleaf.com
Products: FM,SF,TG,FGAF,MB
Region: Central

Rothsay
A Member of Maple Leaf Foods, Inc.
P.O. Box 200, General Delivery
Hickson, ON, N0J 1L0
Canada
Contact: Arlen Bolan
Phone: 519-462-2917
E-mail: arlen.bolan@mapleleaf.com
Products: CM,PF,PM
Region: Central

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

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

Salinas Tallow Co., LLC
1 Work Circle
Salinas, CA 93901
Contact: William Ottone
Phone: 831-422-6436
Fax: 831-422-6231
E-mail: saltalco@aol.com
Products: YG,HI,MB,Fish meal
Region: Western

Sanimax - Headquarters
9900 Maurice-Duplessis
Montreal, QB, H1C 1G1
Canada
Contact: Andre Couture (chairman), Martin Couture (chief executive officer), or Tony Galasso (president)
Phone: 514-643-6001 or 888-495-9091
Fax: 514-648-3013
Web: www.sanimax.com
E-mail: info@sanimax.com
Region: Eastern

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

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

Sanimax

P.O. Box 10067
2099 Shawano Avenue
Green Bay, WI 54307-0067
Contact: Donn Johnson
Phone: 920-494-5233
Fax: 920-494-9141
Web: www.sanimax.com
E-mail: info@sanimax.com
Products: EX,SF,TG,HI,DT,FGAF,
MB,BFP
Region: Central

Sanimax

P.O. Box 56
505 Hardman Avenue
South St. Paul, MN 55075
Contact: Tim Kedrowski
Phone: 651-451-6858
Fax: 651-451-6542
Web: www.sanimax.com
E-mail: info@sanimax.com
Products: EX,SF,TG,MB,BM,
MM,FGAF,FM,PB,HI,BFP,RF
Region: Central

Sanimax

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

Smithfield Packing

Smithfield Foods
111 Commerce Street
Smithfield, VA 23430
Contact: Todd Scherbing
Phone: 757-357-3636
Fax: 757-357-1624
Web: www.smithfieldfoods.com
E-mail: toddscherbing@
smithfield.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Eastern

Smithfield Packing

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

Smithfield Packing -

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

Smithfield Packing -

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

Smithfield Packing -

Clinton
424 E. Railroad Street
Clinton, NC 28328
Contact: Norman Johnson
Phone: 910-299-3051
Fax: 910-299-3001
E-mail: normanjohanson@
smithfield.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Eastern

Farmland Foods

11500 NW Ambassador Drive
Kansas City, MO 64195
Contact: Brenda Lewis
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Central

Farmland Foods - Dennison

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

Farmland Foods - Crete

2223 County Road 1
Crete, NE 68333
Contact: Mike Rice
Phone: 800-222-7578
E-mail: mike.rice@
farmland.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Central

Farmland Foods - Milan

22123 Highway 5
Milan, MO 63556
Contact: Grady Yackle
Phone: 660-865-4061
E-mail: giyackle@milan.
farmland.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Central

Farmland Foods -

Monmouth
1220 N. 6th Street
Monmouth, IL 61462
Contact: Scott Peel
Phone: 800-298-4682
E-mail: sppeel@farmland.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Central

Farmland Foods -

Sioux Falls
1400 N. Weber Avenue
Sioux Falls, SD 57103
Contact: Roger Oosenforth
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Central

Sonac USA, LLC

VION Ingredients
1231 S. Rochester Street,
Suite 250
Mukwonago, WI 53149
Contact: Lawrence Jeske
Phone: 262-363-6051
Fax: 262-363-2789
E-mail: larry.jeske@
ousselot.com
Region: Central

Sonac USA, LLC

VION Ingredients
1299 E. Maple
Maquoketa, IA 52060
Contact: Lawrence Jeske
Phone: 262-363-6051
Fax: 262-363-2789
E-mail: larry.jeske@
rousselot.com
Products: Spray-dried blood
and plasma products
Region: Central

South Chicago Packing Company

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

Tallowmasters, LLC

9401 NW 106th Street
Suite 102
Medley, FL 33178
Contact: Glenn Martin
Phone: 305-887-7536
Fax: 305-884-1719
Web: www.tallowmasters.com
E-mail: info@tallowmasters.com
Products: EX,SF,TG,FGAF,MB
Region: Eastern

Terra Renewal Services, Inc.

1100 E. Campbell, Suite 220
Richardson, TX 75081
Contact: Todd Mathes
Phone: 972-996-7548
Web: www.terrarenewal.com
E-mail: toddmathes@
terrarenewal.com
Region: Central

Tyson Foods, Inc. - Headquarters

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

*Plant Locations***Cullman Blending**

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

Pine Bluff Blending

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

RVAF - Clarksville

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

RVAF - Forest

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

RVAF - Harmony

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

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

RVAF - Scranton
7755 N. Hwy 292 S
Scranton, AR 72863
Contact: Jim Rofkahr
Phone: 479-938-2025
Fax: 479-757-7731

RVAF - Sedalia
20003 Menate Road
Sedalia, MO 65302
Contact: Jim Robejsek
Phone: 660-826-7071
Fax: 660-826-7119

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

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

RVAF - Texarkana
5466 Miller County 64
Texarkana, AR 71854
Contact: Dan Crowe
Phone: 870-645-2693
Fax: 870-645-2619

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

Plant Locations

Beef Sites:
Amarillo, TX
Dakota City, NE
Denison, IA
Holcomb, KS
Joslin, IL
Pasco, WA

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

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

**Valley Proteins, Inc. -
Accomac Division**
22528 Lankford Highway
Accomac, VA 23301
Contact: Reed Parks
Phone: 757-302-1343
Fax: 757-302-1346
E-mail: rparks@
valleyproteins.com
Products: PB,PF
Region: Eastern

**Valley Proteins, Inc. -
Amarillo Division**
8415 S.E. 1st Avenue
Amarillo, TX 79118-7302
Contact: Bill Walby
Phone: 806-379-6001
Fax: 806-374-1207
E-mail: bwalby@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Central

**Valley Proteins, Inc. -
Baltimore Division**
1515 Open Street
Baltimore, MD 21226
Contact: Robert Hutson
Phone: 410-355-4800
Fax: 410-355-3095
E-mail: rhutson@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Emporia Division**
25170 Val-Pro Drive
Emporia, VA 23847
Contact: Mike Anderson
Phone: 434-634-9475
Fax: 434-634-3833
E-mail: manderson@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Fayetteville Division**
1309 Industrial Drive
Fayetteville, NC 28301
Contact: Paul White
Phone: 910-483-0473
Fax: 910-213-1140
E-mail: pwhite@
valleyproteins.com
Products: BFP,FGAF,HI,SF,TG,EX,
MM,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Gastonia Division**
5533 S. York Road
Gastonia, NC 28052
Contact: Mark Cassidy
Phone: 704-864-9941
Fax: 704-861-9252
E-mail: mcassidy@
valleyproteins.com
Products: BFP,FGAF,HI,SF,TG,EX,
MM,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Knoxville Division**
9300 Johnson Road
Strawberry Plains, TN 37871
Contact: Chris Bivans
Phone: 865-933-3481
Fax: 865-932-5713
E-mail: cbivans@
valleyproteins.com
Products: BFP,FGAF,HI,SF,TG,
MM,EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Lewiston Division**
P.O. Box 10
Lewiston, NC 27849
Contact: Mike Anderson
Phone: 252-348-4290
Fax: 252-348-4349
E-mail: manderson@
valleyproteins.com
Products: PB,PF
Region: Central

**Valley Proteins, Inc. -
Linville Division**
6230 Kratzer Road
Linville, VA 22834
Contact: Hobie Halterman
Phone: 540-833-6641
Fax: 540-833-6504
E-mail: hhalterman@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Rose Hill Division**
P.O. Box 1026
469 Yellow Cut Road
Rose Hill, NC 28458
Contact: Jeff Baird
Phone: 910-289-2083
Fax: 910-289-3312
E-mail: jbaird@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Terre Hill Division**
693 Wide Hollow Road
East Earl, PA 17519
Contact: Keith Landis
Phone: 717-445-6890
Fax: 717-445-6379
E-mail: klandis@
valleyproteins.com
Products: BFP,FGAF,TG,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Wadesboro Division**
P.O. Box 718
Wadesboro, NC 28170
Contact: Dean Deibert
Phone: 704-694-3701
Fax: 704-694-6145
E-mail: ddeibert@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Ward Division**
271 Val-Pro Road
Ward, SC 29166-9801
Contact: Bill Brochin
Phone: 803-685-2590
Fax: 803-685-2591
E-mail: bbrochin@
valleyproteins.com
Products: BFP,TG,FGAF,MM,
EX,OT(Pet food meat products)
Region: Eastern

**Valley Proteins, Inc. -
Winchester Division**
P.O. Box 3588
Winchester, VA 22604
Contact: Robert Golightly
Phone: 540-877-2590
Fax: 540-877-3136
E-mail: rgolightly@
valleyproteins.com
Products: BFP,FGAF,SF,TG,
MM,EX,HI,OT(Pet food meat
products)
Region: Eastern

Wardlaw's Poultry Farm
 6037 County Road 27 R.R. #1
 Cookstown, ON, L0L 1L0
 Canada
 Contact: Keith Wardlaw or
 John Koning
 Phone: 705-309-0204
 Fax: 705-309-0204
 Web:
 www.wardlawpoultryfarm.com
 E-mail: keithwardlaw@
 gmail.com or john@
 wardlawpoultryfarm.com
 Products: LG
 Region: Eastern

Washington Beef, LLC
 AB Foods, LLC
 P.O. Box 832
 Toppenish, WA 98948
 Contact: Nicholas Troy
 Phone: 509-865-2121
 Fax: 509-865-2827
 Web: www.abfoodsusa.com
 E-mail: nicholas.troy@
 abfoodsusa.com
 Products: MB,BM,HI,Tallow
 Region: Western

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

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

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

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

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

West Coast Rendering Co.
 D & D Services, Inc.
 4105 Bandini Boulevard
 Vernon, CA 90058
 Contact: Bill Gorman
 Phone: 323-261-4176
 Fax: 323-261-7185
 E-mail: wmgorman@
 yahoo.com
 Products: EX,YG,MM,DT,HI,PB,
 BLP
 Region: Western

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

REGIONAL AREAS OF THE NATIONAL RENDERERS ASSOCIATION

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



Active Members by State/Canada

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National Beef Packing	30/31
Tyson Fresh Meats.....	33

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Michigan

Kruger Commodities, Inc.	30
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Minnesota

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Tyson Foods, Inc. - RVAF	32
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Missouri

Cargill Poultry	28
Farmland Foods	32
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Tyson Foods, Inc. - RVAF	33

Nebraska

Cargill Meat Solutions	28
Farmland Foods	32
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JBS Swift & Company.....	29
KCI Restaurant Services.....	30
Kruger Commodities, Inc.	30
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New York

Baker Commodities, Inc.	28
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Nevada

Reno Rendering	31
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North Carolina

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Ohio

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Valley Proteins, Inc.....	33
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Utah

JBS Swift & Company.....	29
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Virginia

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Washington

Baker Commodities, Inc.....	28
Tyson Fresh Meats.....	33
Washington Beef, LLC	34

West Virginia

Pilgrim's Pride Corp.	30
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Wisconsin

JBS Packerland Green Bay	30
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Sonac USA, LLC	32

2013 Associate Members

Brokers of Fats and Proteins, Equipment Manufacturers, and Firms Serving the Rendering Industry

Air/Water Treatment

Ashland Water Technologies

Ashland Inc.
2150 W. Breezewood Court
Plover, WI 54467
Contact: Randy Kopchinski
Phone: 920-539-4174
Web: www.drewindustrial.com
E-mail: rjkopchinski@ashland.com
Products: Chlorine dioxide, odor control, boiler/cooling water treatment, wastewater treatment
Region: Central

Chem-Aqua, Inc.

NCH Corporation
2727 Chemsearch Blvd.
Irving, TX 75062
Contact: David Rose
Phone: 972-438-0120
Fax: 972-438-0801
Web: www.chemaqua.com
E-mail: drose@nch.com
Products: Water treatment products
Region: Central

Diversey/ReNew

Formerly JohnsonDiversey
8310 16th Street
Sturtevant, WI 53177-1964
Contact: Mike Gruver
Phone: 641-455-6635 or 262-631-4001
Web: www.diversey.com
E-mail: michael.gruver@diversey.com
Region: Central

Environ Ozone Odor Control

Environ Environmental, Ltd.
202-1275 Broad Street
Region, SK, S4S 6B6
Canada
Contact: Allan Finney
Phone: 306-924-3040
Fax: 306-924-3066
Web: www.envronozone.com
E-mail: afinney@envronozone.com
Region: Central

SCP Control, Inc.

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

Antioxidants

Amalfi Ingredients Corp.

94 East Jefryn Blvd., Unit H
Deer Park, NY 11729
Phone: 631-392-1526
Fax: 631-392-1529
Web: www.amalfiingredients.com
E-mail: cmonteleone@amalfiingredients.com
Region: Eastern, Central

Ameri-Pac, Inc.

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

C.F. Zeiler & Company, Inc.

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

Kemin Nutrinsurance, Inc.

P.O. Box 483
Schulenburg, TX 78956
Contact: Chris Gloger or Kevin Custer
Phone: 979-562-2471 or 515-289-6842
Fax: 979-562-2471
Web: www.kemin.com
E-mail: chris.gloger@kemin.com or kevin.custer@kemin.com
Products: Ingredient specialist
Region: Central

Nealanders Food Ingredients

2425 Alft Lane
Elgin, IL 60124
Contact: Bob Leonard
Phone: 847-468-0001
Fax: 847-488-0007
Web: www.nealanders.com
Region: Central

Novus International, Inc.

Novus Nutrition Brands, LLC
20 Research Park Drive
St. Charles, MO 63304
Contact: Vanessa Stewart
Phone: 636-926-7427
Fax: 314-576-6041
E-mail: vanessa.stewart@novusint.com
Region: Central

Peak Tech, Inc.

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

Videka

SPF North America-Diana Group
5300 Highway 25 North
Hodges, SC 29653
Contact: Jean-Francois Herve
Phone: 864-374-3239
Fax: 864-374-3091
Web: www.diana-group.com
E-mail: jfherve@diana-viddeka.com
Region: Eastern

Bulk Liquid Storage / Transportation

Bulk Transportation

P.O. Box 390
Walnut, CA 91789
Contact: Gary Cross
Phone: 909-594-2855
Fax: 909-595-9983
Web: www.bulk-dti.com
E-mail: garyc@bulk-dti.com
Region: Western

Dura Cast Products, Inc.

16160 Hwy 27
Lake Wales, FL 33859
Contact: John Gilles
Phone: 863-638-3200
Fax: 863-638-2443
Web: www.duracast.com
E-mail: jgilles@duracast.com
Region: Eastern

LNL Trucking, Inc.

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

Paul Marcotte Farms, Inc.

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

Stoller Trucking, Inc.

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

Chemicals

CCI

3540 East 26th
Vernon, CA 90058
Phone: 800-767-9112
Region: Western

Chem-Tech Solutions, Inc.

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

DuBois Chemicals

3630 East Kemper Road
Sharonville, OH 45241
Contact: Tiger Jezwinski or Joe Heitker
Phone: 719-425-1012 or 513-325-4281
Fax: 800-433-5508
Web: www.duboischemicals.com
E-mail: tiger.jezwinski@duboischemicals.com or joe.heitker@duboischemicals.com
Products: Degreasers/Cleaners for trucks, equipment, walls and floors, truck wash systems
Region: Eastern

Evonik Goldschmidt Corporation

Parent Co: Evonik
P.O. Box 1018
Janesville, WI 53547-1018
Contact: Randy Love
Phone: 804-452-5690
Web: www.goldschmidt.com
E-mail: randy.love@evonik.com
Products: Based on tallow, fats, oils
Region: Central

Global Aqua Solutions, LLC

2480 Precision Drive, Unit E
Minden, NV 89423
Contact: Jessica Thorn
Phone: 800-398-0994
Fax: 800-398-0994
Web: www.globalaquasolutions.com
E-mail: admin@globalaquasolutions.com
Region: Western

Hydro Solutions, Inc.

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

Skasol, Inc.

1696 W. Grand Avenue
Oakland, CA 94607
Contact: Brian Ford
Phone: 510-839-1000
Fax: 510-839-1090
Web: www.skasol.com
E-mail: brianford@skasol.com
Region: Western

Vantage OleoChemical

4650 South Racine Avenue
Chicago, IL 60609-3321
Contact: Joseph Jabczynski
Phone: 773-376-9000
Fax: 773-376-1936
E-mail: joseph.jabczynski@uniqema.com
Products: Oleochemicals
Region: Central

**Commodity Brokers/
Traders****Agri Trading**

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

D.A. Lorentzen, Inc.

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

Decom, Inc.

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

E.B. Wakeman Company

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

EDF Man Liquid Products Corporation

14015 Park Drive, Suite 217
Tomball, TX 77377
Contact: Martin Parker
Phone: 281-290-2066
Fax: 281-315-2115
E-mail: martin.parker@westway.com
Region: Central

Gavilon, LLC

11 ConAgra Drive
Omaha, NE 68102
Contact: Aaron Perkinson
Phone: 402-889-4358
Fax: 402-221-0343
Web: www.gavilon.com
E-mail: aaron.perkinson@gavilon.com
Products: Animal proteins and
fats, grain, feed ingredients,
energy, and biofuels
Region: Central

**Gersony Strauss
Company, Inc.**

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

Hurley Brokerage, Inc.

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

**Lead (USA) Global
Ingredients, Inc.**

745 E. Garvey Avenue, #202
Monterey Park, CA 91755
Contact: Amy Lin
Phone: 626-307-2863
Fax: 626-307-2851
Web: www.leadsusaglobal.com
E-mail: amyl@leadsusaglobal.com
Region: Western

**Mini Bruno North
America, Inc.**

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

Mirasco, Inc.

900 Circle 75 Parkway, Suite 200
Atlanta, GA 30339
Contact: Diaa Ghaly
Phone: 770-956-1945
Fax: 770-956-0308
Web: www.mirasco.com
E-mail: diaa.ghaly@mirasco.com
Region: Eastern

**Pacific Northwest
Commodities**

P.O. Box 6737
San Rafael, CA 94903
Contact: Bill Foehr
Phone: 415-492-0657
Fax: 415-492-0659
E-mail: pnwc@pacbell.net
Products: Tallow and protein
Region: Western

Pasternak, Baum & Co., Inc.

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

Rouse Marketing, Inc.

9200 Montgomery Road,
Building H, Suite 25A
Cincinnati, OH 45242-7789
Contact: Raymond H. Rouse
Phone: 513-984-4420
Fax: 513-792-2313
Web: www.rousemktg.com
E-mail: ray.rouse@rousemktg.com
Products: CN,BR,FGAF,LT,PF,SF,
TG,YG
Region: Eastern

**Sanimax Marketing,
Ltd. (formerly Bi-Pro
Marketing, Ltd.)**

Sanimax Industries, Inc.
65 Massey Road
Guelph, ON, N1H 7M6
Canada
Contact: Martial Hamel
Phone: 519-824-2381, x2000
Fax: 519-824-9472
Web: www.sanimax.com
E-mail: martial.hamel@sanimax.com
Products: Marketing group
Region: Eastern

**Solmar-Universal Tanker
Chartering, Inc.**

Schoolhouse Plaza,
374 Milburn Avenue
Milburn, NJ 07041
Contact: Ralph Joel
Phone: 973-379-8822
Fax: 973-379-8833
E-mail: mail@solmaruniversal.com
Products: Freight chartering
Region: Central

Sunbelt Commodities, Inc.

P.O. Box 70006
Marietta, GA 30007-0006
Contact: Dave Haselschwerdt
Phone: 770-641-8504
Fax: 770-642-9534
E-mail: dave@sunbeltcommodities.com
Products: BR,TG,ET,FM,PB
Region: Central

U.S. Commodities, LLC

Ag Motion
700 US Trust Building
730 2nd Avenue South
Minneapolis, MN 55402
Contact: Wint Ritchie, Mike
McCartan, or Steve Haider
Phone: 612-486-3882
Fax: 612-486-3982
Web: www.agmotion.com
E-mail: mmccartan@agmotion.com
Products: FM,PB,FGAF,MM,MB,
BM,DT
Region: Central

W.W.S., Inc.

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

Wilbur-Ellis Company

1200 NW Niato Parkway,
Suite 310
Portland, OR 97209
Contact: Bill Standeven
Phone: 503-227-2661
Fax: 503-274-2518
Web: www.wilbur-ellisfeed.com
E-mail: bstandev@wecon.com
Region: Western

Wilks & Topper, Inc.

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

Consultants**Bolton & Menk, Inc.**

P.O. Box 668
Ames, IA 50010-0668
Contact: Greg Sindt
Phone: 515-233-6100
Fax: 515-233-4430
Web: www.bolton-menk.com
E-mail: gregsi@
bolton-menk.com
Region: Central

Conestoga-Rovers and Associates

7086 N. Maple Avenue
Suite 101
Fresno, CA 93720
Contact: Janie Sustaita or
Jason Haelzie
Phone: 559-326-5900
Fax: 559-326-5905
Web: www.craworld.com
E-mail: jsustaita@craworld.com
or jhaelzie@craworld.com
Region: Western

Reid Engineering Company, Inc.

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

SCEC Air Quality Specialists

1582-1 N. Batavia Street
Orange, CA 92867
Contact: Karl Lany
Phone: 714-282-8240
Fax: 714-282-8247
Web: www.scec.com
E-mail: klany@scec.com
Products: Permitting, compliance
management, emissions testing
Region: Western

Equipment**AC Corporation**

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

Alloy Hardfacing & Eng. Co., Inc.

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

Anco-Eaglin, Inc.

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

Bliss Industries, LLC

P.O. Box 910
Ponca City, OK 74602-0910
Contact: Chad Cook
Phone: 580-765-7787
Fax: 580-762-0111
Web: www.bliss-industries.com
E-mail: sales@
bliss-industries.com
Products: Grinding, cooling,
pelleting
Region: Central

Brown Industrial, Inc.

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

Centriphase, LLC

Petroleum Solids Control, Inc.
1320 E. Hill Street
Signal Hill, CA 90755
Contact: Mike Vignovich
Phone: 562-216-6968
Fax: 562-427-2951
Web: www.centriphase.com
E-mail: mike@centriphase.com
Products: Centrifuges, shakers,
hydrocyclones, tanks
Region: Western

Chinrose International

P.O. Box 548
Cornelius, OR 97113
Contact: Elizabeth Rose
Phone: 503-357-7553
Fax: 503-357-5522
Web: www.chinrose.com
E-mail: elizabeth@
chinrose.com
Products: Locks and security
hardware
Region: Western

Clapper Corporation

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

Crown Iron Works Co.

P.O. Box 1364
Minneapolis, MN 55440-1364
Contact: Derek Masterson
Phone: 651-639-8900
Fax: 651-639-8051
Web: www.crowniron.com
E-mail: dmasterson@
crowniron.com
Products: Extraction, drying,
refining, oleochemical
solutions, and biodiesel plants
Region: Central

DGA & Associates

9419 Toledo Avenue So.
Bloomington, MN 55437
Contact: Duane G. Anderson
Phone: 952-881-4088
Fax: 952-881-2703
E-mail:
dgaassociates@qwest.net
Region: Central

Dupps Company, The

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

Equipment Sales, LLC

Tri-State Tank (Walker Group Holdings)
11637 Brookwood
Leawood, KS 66211
Contact: Phil Hodes
Phone: 816-589-7040
Fax: 913-279-3151
Web: www.tristatetank.com
E-mail: equipmentsalesllc@
gmail.com
Products: Vacuum trucks and
trailers
Region: Central, Western

Frontline International, Inc.

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

Gainesville Welding & Rendering Equipment

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

Genesis III, Inc.

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

Haarslev, Inc.

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

Industrial Filter & Pump Mfg. Company

5900 Ogden Avenue
Cicero, IL 60804
Contact: Edward H. King
Phone: 708-656-7800
Fax: 708-656-7806
Web: www.industrialfilter.com
E-mail: eking@industrialfilter.com
Products: Pressure leaf filters
Region: Central

Industrial Steam

Atlantic Feedwater Systems
One Lincoln Centre
18W 140 Butterfield Road,
Suite 1100
Oak Brook, IL 60181
Contact: Dominic Susin
Phone: 630-368-0332, x106
Fax: 630-572-0372
Web: www.industrialsteam.com
E-mail: dsusin@
industrialsteam.com
Products: Deaerators and high
pressure condensate systems
Region: Central

Kastalon, Inc.
4100 W. 124th Place
Alsip, IL 60803
Contact: Lyn Thorne
Phone: 708-389-2210
Fax: 708-389-0432
Web: www.kastalon.com
E-mail: lyn@kastalon.com
Products: Locking oil cap
Region: Central

KWS Manufacturing
3041 Conveyor Drive
Burlison, TX 76028
Contact: Jimmy Rios
Phone: 817-295-2247
Fax: 817-447-8528
Web: www.kwsmf.com
E-mail: jrios@kwsmf.com
Products: Manufacturer bulk material handling equipment, screw conveyors, and bucket elevators
Region: Central

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

Lock America International, Inc.
9168 Stellar Court
Corona, CA 92883
Contact: Frank Minnella
Phone: 800-422-2866
Fax: 888-422-2866
Web: www.laigroup.com
E-mail: sales@laigroup.com
Products: Security locks and hardware
Region: Western

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

Martin Sprocket & Gear
3600 McCart Street
Ft. Worth, TX 76110
Contact: Kirk Trimble
Phone: 817-258-3000
Fax: 817-258-3173
Web: www.martinsprocket.com
E-mail: ktrimble@martinsprocket.com
Products: Bulk material handling and mechanical power transmission equipment
Region: Central

Martin Sprocket & Gear Canada, Inc.
3200 Darrell Drive
Ayr, ON, N0B 1E0
Canada
Contact: David Thompson
Phone: 519-621-0546
Fax: 519-621-4413
E-mail: dthompson@martinsprocket.com
Region: Central

MMI Tank and Industrial
616 E. Southern Avenue
Mesa, AZ 85204
Contact: Steven Denny or Stacy Pinkard
Phone: 480-461-0404
Fax: 480-461-0406
Web: www.mmitank.com
E-mail: steve@mmitank.com
Products: Equipment installation or removal, site-built tanks, repair, alterations, conveyors, piping, fabrication
Region: Western

Olson Manufacturing/V-Ram
P.O. Box 289,
620 S. Broadway
Albert Lea, MN 56007
Contact: Jeff Hall
Phone: 507-373-3996
Fax: 507-373-5937
Web: www.vram.com
E-mail: jeff@vram.com
Region: Central

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

Orthman Conveying Systems
P.O. Box B
Lexington, NE 68850
Contact: Doug Hampton
Phone: 308-324-4654
Fax: 308-324-7549
Web: www.orthman.com
E-mail: dhampton@orthman.com
Region: Central

Par-Kan Company
2915 W 900 S
Silver Lake, IN 46982
Contact: Abbie Phillips
Phone: 260-352-2141
Fax: 260-352-0701
Web: www.par-kan.com
E-mail: aphilips@par-kan.com
Products: Grease containers/lids
Region: Central

Promens Saint John, Inc.
Promens HF
P.O. Box 2087
Saint John, NB, E2L 3T5
Canada
Contact: Mike Kilpatrick
Phone: 506-633-0101
Fax: 506-657-7261
Web: www.stjohn.promens.com/ca
E-mail: sales.sj@promens.com
Products: Plastic containers
Region: Eastern

Provisor Technologies, Weiler
1116 E. Main Street
Whitewater, WI 53190
Contact: Jim Schumacher
Phone: 262-473-5254 or 800-558-9507
Fax: 262-473-5867
Web: www.weilerinc.com
E-mail: jschumac@weilerinc.com
Region: Central

R&D Equipment Sales Co.
4760 Freeman Drive
Fort Worth, TX 76140
Contact: Ralph Romero
Phone: 817-563-2571
Fax: 817-563-2519
Web: www.rdequipmentco.com
E-mail: ralph@rdequipmentco.com
Region: Central

Redwood Metal Works
P.O. Box 88
Redwood Falls, MN 56283
Contact: Chett Bisel
Phone: 507-644-2893
Fax: 507-644-7000
Web: www.redwoodmetalworks.com
E-mail: cbisel@redwoodmetalworks.com
Products: Aluminum rendering trailers, air/water treatment
Region: Central

Roskamp Champion
2975 Airline Circle
Waterloo, IA 50703
Contact: John Brooks
Phone: 319-232-8444, x122, or 800-366-2563
Web: www.cpmroskamp.com
E-mail: brooks@cpmroskamp.com
Products: Hammermills, hammers, screens
Region: Central

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

Scan American Corp.
9505 N. Congress Avenue
Kansas City, MO 64153
Contact: Barry Griffith
Phone: 816-880-9321
Fax: 816-880-9343
Web: www.scanamcorp.com
E-mail: bgriffith@scanamcorp.com
Products: Pumps, cookers, presses, driers, grinders, coagulators, crushers, mixers, thermal oxidizers, humidifiers, pallet crushers
Region: Central

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

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

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

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

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

Uzelac Industries, LLC

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

Virginia Truck Center

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

Walinga USA, Inc.

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

Equipment - Centrifuges**Centrifuge Chicago Corporation**

1721 Summer Street
Hammond, IN 46320
Contact: Doug Rivich
Phone: 219-852-2200
Fax: 219-852-5204
Web: www.centrifugechicago.com
E-mail: doug@centrifugechicago.com
Products: Repair, parts, service
Region: Central

Centrisys Corporation

9586 58th Place
Kenosha, WI 53144
Contact: Chris Gatewood
Phone: 209-304-2200
Fax: 209-654-6063
Web: www.centrisys.us
E-mail: chris@centrisys.us
Region: Western

GEA Westfalia Separator

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

Jenkins Centrifuge Company, LLC

1123 Swift Street
North Kansas City, MO 64116-4194
Contact: Kevin Jenkins or Cam Kirkpatrick
Phone: 800-635-1431
Fax: 816-471-6692
Web: www.jenkinscentrifuge.com
E-mail: kjenkins@jenkinscentrifuge.com or ckirkpatrick@jenkinscentrifuge.com
Products: Rebuild centrifuges and presses, buy and sell equipment, manufacture new horizontal centrifuges
Region: Central, Eastern, Western

Separators, Inc.

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

Vision Machine, LLC

26343 Anderson Road
Magnolia, TX 77345
Contact: Ray Morris
Phone: 281-259-6207
Fax: 281-259-6702
Web: www.visionmachine.com
E-mail: ray@visionmachine.com
Region: Central

Equipment - Repair**C.A. Picard, Inc.**

P.O. Box 98
Belleville, KS 66935
Contact: Ted Williams
Phone: 785-527-5641
Fax: 785-527-5414
Web: www.capicard.com
E-mail: tedwilliams@capicard.com
Region: Central

C.A. Picard, Inc.

P.O. Box 606
Shellman, GA 39886-0606
Contact: Jim Morrissey
Phone: 229-679-5378
Fax: 229-679-2021
Region: Central

Cen-Tex Centrifuge Services, LLC

3501 North Loop 336 East
Conroe, TX 77301
Contact: Jamie Koch
Phone: 936-756-9200
Fax: 936-756-9280
Web: www.cen-tex.net
E-mail: jkoch@cen-tex.net
Region: Central

Fay's Industrial Services, Inc.

6423 Orchard Point Road
Harrison, AR 72601
Contact: Jim Fay
Phone: 870-741-6824
Fax: 870-741-6824
Region: Central

Industrial Hardfacing, Inc.

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

Exporters**Fornazor International, Inc.**

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

International Feed

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

Superior Jali Int'l, Inc.

1111 Corporate Center Drive,
Suite 104
Monterey Park, CA 91754
Contact: Lily Zhang
Phone: 323-262-6877
Fax: 323-262-6897
Web: www.superiorjali.com
E-mail: superiorjali@earthlink.net
Products: PM,MB,TG,YG,PF,RF,OT,EX,DL,BR
Region: Western

Wellens & Co., Inc.

P.O. Box 24627
Minneapolis, MN 55424-0627
Contact: LeRoy Wellens
Phone: 952-925-4600
Fax: 952-925-0031
E-mail: wellens.company@earthlink.net
Products: FM,PB,SFTG,FGAF,MM,MB,DT,YG
Region: Central

Feed Manufacturers/Ingredients**Agri-Fine Corp**

2701 East 100th Street
Chicago, IL 60617
Contact: Mike Hoelzeman
Phone: 773-978-5130
Fax: 773-978-7125
Web: www.agri-fine.net
E-mail: mike@agri-fine.net
Region: Central

Feed Energy Company

3121 Dean Avenue
Des Moines, IA 50317-2433
Contact: Robert G. Riley Jr.
Phone: 515-263-0408
Fax: 515-265-4163
Web: www.feedenergy.com
E-mail: sales@feedenergy.com
Products: BLF,FA,FGAF,RF,SF
Region: Central

International Ingredient Corporation

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

Mars Pet Care

315 Cool Springs Boulevard
Franklin, TN 37067
Contact: Andy Zenor
Phone: 615-628-5090
E-mail: andy.zenor@effem.com
Products: Dog/Cat food, treats, and biscuits
Region: Eastern

Mid-South Milling Company

710 Oakleaf Office Lane
Memphis, TN 38117-4800
Contact: J.L. Petty
Phone: 901-767-0071
Fax: 901-681-4337
Contact: Nathan Pappas
Phone: 901-681-4306
Fax: 901-681-4337
Web: www.msmling.com
E-mail: npappas@msmling.com
Region: Central

Nutra-Flo Protein Products

216 Cunningham Drive
Sioux City, IA 51106
Contact: Eric J. Lohry
Phone: 712-279-1938
Fax: 712-279-1973
Web: www.nfprotein.com
Products: Animal protein producer
Region: Central

Packers By-Products, Inc.
P.O. Box 66
National Stockyards, IL 62071
Contact: Max Schaefer
Phone: 618-271-0660
E-mail: chaefer@sbcglobal.net
Products: Manufacturer and distributor of animal proteins
Region: Central

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

Financial/ Professional Services

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

Laboratory/Testing

A&A Laboratories, Inc.
1000 Backus Avenue
Springdale, AR 72764
Contact: Gordon L. Whitbeck
Phone: 800-962-7120
Web: www.aandalabs.com
E-mail: info@whitbeckgroup.com
Region: Central

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

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

Eurofins Scientific, Inc.
2200 Rittenhouse Street,
Suite 150
Des Moines, IA 50321
Contact: Lars Reimann
Phone: 901-301-8425
Web: www.eurofinsus.com
E-mail: larsreimann@eurofinsus.com
Region: Central

Eurofins Scientific, Inc.
2315 N. Causeway Boulevard,
Suite 150
Metairie, LA 70001
Contact: Christine Mcintosh
Phone: 504-297-3400
Web: www.eurofinsus.com
E-mail: christinemcintosh@eurofinsus.com
Region: Central

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

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

Samplers and Surveyors

Cullen Maritime Services, Inc.
465 46th Street
Richmond, CA 94805-2301
Contact: John Spenik
Phone: 510-232-6700
Fax: 510-232-6766
E-mail: cmsso@pacbell.net
Region: Western

Cullen Maritime Services, Inc.
2126 E. 7th Street
Long Beach, CA 90804
Contact: John Spenik
Phone: 562-433-4355
Fax: 562-433-3457
E-mail: john.spenik@cullenmaritime.com
Region: Western

Cullen Maritime Services, Inc.
9317 232nd Street SW
Edmonds, WA 98020-5026
Contact: Craig Burgess
Phone: 206-783-6979
Fax: 206-783-6913
Region: Western

Trade Groups/Journals

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

Meat & Poultry Magazine
Sosland Publishing
4800 Main Street, Suite 100
Kansas City, MO 64112
Contact: Kathy Berry
Phone: 816-756-1000
Fax: 816-756-0494
Web: www.meatpoultry.com
E-mail: kberry@sosland.com
Region: Central

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

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

Other

Arreff Terminals, Inc.
Fornazor International, Inc.
1601 Marshall Avenue
Portsmouth, VA 23704
Contact: Noel Smith
Phone: 757-393-2730
Fax: 757-393-2899
Products: Bulk transloading/
bagging
Region: Eastern

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

Center for Toxicology and Environmental Health, LLC
5120 North Shore Drive
North Little Rock, AR 72118
Phone: 501-801-8500
Fax: 501-801-8501
Web: www.cteh.com
Region: Central

CenterPoint Energy Services, Inc.
525 Milam, Room 1440
Shreveport, LA 71101
1111 Louisiana
Houston, TX 77002
Contact: Jeff Wiese
Phone: 318-429-3059
Fax: 318-429-2600
Web: www.centerpointenergy.com/ces
E-mail: jeff.wiese@centerpointenergy.com
Products: Energy/Natural gas supplier
Region: Central

Chemol Company, Inc.
P.O. Box 16286
Greensboro, NC 27416
Contact: Fred Wellons
Phone: 336-333-3050
Web: www.chemol.com
E-mail: fred@chemol.com
Products: Bio-based and bio-renewable chemicals from animal fats and vegetable oils
Region: Eastern

Farmland Foods
P.O. Box 20121, Dept. 122
Kansas City, MO 64195
Contact: Robert Eastep
Phone: 816-713-7878
Fax: 816-713-7700
Web: www.farmlandfoods.com
E-mail: rl eastep@farmland.com
Products: Beef/pork packers
Region: Central

HGI Industries, Inc.
2055 High Ridge Road
Boynton Beach, FL 33426
Contact: Ralph T. Kubitzki
Phone: 561-735-3701
Fax: 561-735-3824
Web: www.hgiind.com
E-mail: rkubitzki@hgiind.com
Products: Non-chemical air decontamination system
Region: Central, Eastern

High Performance Systems Corp.
22 Hillcrest Boulevard
Warren, NJ 07059
Contact: Jeffrey Smedley
Phone: 908-377-4111
Fax: 908-279-7021
Web: www.highperfsystems.com
E-mail: highperfsystems@yahoo.com
Region: Eastern

Homeland Biogas Energy, LLC
 1717 Langhorne-Newtown Road, Suite 200
 Langhorne, PA 19047
 Contact: John Illgen
 Phone: 920-884-2066
 Web:
 www.homelandbiogasenergy.com
 E-mail: john.illgen@hbenergyllc.com
 Products: Owner, operator, developer of anaerobic digester technology
 Region: Central

Jacob Stern & Sons, Inc.
 2104 75th Street
 Houston, TX 77011
 Contact: Jeffrey Peeler or John Lindquist
 Phone: 713-926-8386
 Fax: 713-926-8128
 E-mail: jeffp@tx.jacobstern.com or jlindquist@tx.jacobstern.com
 Products: Tallow
 Region: Central

Jacobsen Publishing
 1123 W. Washington Boulevard, Floor 3
 Chicago, IL 60607
 Contact: Ryan Standard
 Phone: 312-726-6600
 Fax: 312-726-6654
 Web: www.thejacobsen.com
 E-mail: ryan@thejacobsen.com
 Region: Central

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

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

Renewable Energy Group
 416 S. Bell Avenue
 P.O. Box 888
 Ames, IA 50010
 Contact: Dave Elsenbast
 Phone: 515-239-8117 or 515-450-6314
 Web: www.regfuel.com
 E-mail: dave.elsenbast@regi.com
 Products: Biodiesel production, feedstock procurement, marketing
 Region: Central

Southwest Hide Co.
 250 S. Beechwood Drive, Suite 180
 Boise, ID 83709-0944
 Contact: John Rueb
 Phone: 208-378-8000
 Fax: 208-377-9069
 Web: www.southwesthide.com
 E-mail: jr@southwesthide.com
 Products: DL,EX,HI
 Region: Central, Western

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

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

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

Xenerga, Inc.
 7075 Kingspointe Parkway, Suite 1
 Orlando, FL 32819
 Contact: Trenton Stillwell
 Phone: 407-996-5545
 Fax: 407-996-5551
 Web: www.xenerga.com
 E-mail: tstillwell@xenerga.com
 Products: Biodiesel producer
 Region: Eastern

Associate Members by Alphabetical

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2013 INTERNATIONAL ACTIVE MEMBERS

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Le Mans, 72000 France
Contact: Stephan Grawitz
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Fax: 32-244-81-5012
Web: www.akiolis.com
E-mail: stephan.grawitz@akiolis.com
Products: BM,CM,FM,PM,MB,MM,PF,SF,TG,YK

Daka Denmark A/S

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

Harinas de Minatitlan SA de CV

Calle San Jose S/N-A
Col. Nueva Mina, Minatitlan
Veracruz, 96760 Mexico
Contact: Vicente Arbesu Lago
Phone: 52-922-2210908
Fax: 52-922-2210908 x13
E-mail: arbesu1@prodigy.net.mx
Products: MB,TG

Mini Bruno Sucesores C.A.

P.O. Box 80037
Caracas, 1080-A Venezuela
Contact: Ignacio Davila
Phone: 582-12-433-5895
Fax: 582-12-433-5915
Web: www.minibruno.com
E-mail: ignacio.davila@minibruno.com
Products: MB,FM,TG,PM,MM, Palatants

Norsk Protein

Smiuhagan 25
Ingeberg, 2323 Norway
Contact: Lars Aashammer
Phone: 479-139-1977
Fax: 476-255-0041
E-mail: lars.aashammer@norskprotein.no
Products: TG,MM

Peerless Holdings Pty., Ltd.

5-9 Merino Street
Laverton North
Victoria, 3026 Australia
Contact: Julius Rath
Phone: 613-9214-7777
Fax: 613-9214-7777
Products: TG,MB,BM,FM

Rendac B.V./Sobel N.V.

P.O. Box 9
Son NL-5691 AA Netherlands
Contact: Dirk Kloosterboer
Phone: 31-499-364-500
Fax: 31-499-373-873
E-mail: dkloosterboer@sobel.nl
Products: EX,FM,PB,SF,HI,MM

Reagra - Rendimientos Grasos

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

Ryco Jamaica, Ltd.

P.O. Box 239
Son NL-5691 AA
Mandeville, Manchester
Jamaica W.I.
Contact: Kevin Mullane
Phone: 876-987-1891
Fax: 876-986-7629
E-mail: rycoja@aol.com
Products: FGYG,PB,FM

SARIA Bio-Industries AG & Co. KG

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

2013 INTERNATIONAL ASSOCIATE MEMBERS

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E-mail: hk@21cfo.com
Products: China market information service

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

FMC International Corp.

11th Floor, No. 866-1, Chung
Cheng Road
Chung-Ho City, Taipei Hsien
Taiwan, 235 China
Contact: Slim Chou
Phone: 886-2-8221-2666 x10
E-mail: fmc@fmcintco.com

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Mingyue One Road
Wuyang New City
Guangzhou, Guangdong
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Biodiesel Industry Strives

By Tina Caparella

The last 10 years have been an “apocalyptic decade” for the biodiesel industry, said Joe Jobe, National Biodiesel Board (NBB) chief executive officer, as he opened the 2013 National Biodiesel Conference and Expo in Las Vegas, NV, in early February. Videos highlighted the struggles and accomplishments the United States (US) industry has faced since 2002, but Jobe warned that attacks against renewable fuel would continue. However, with the Environmental Protection Agency’s Renewable Fuel Standard (RFS) in place and tax credits reinstated, he believes 2013 will likely be the most prosperous year for the industry.

“Our goal is to make our transportation energy supply look like our power energy supply,” Jobe stated, referring to a combination of solar, wind, and coal. He then announced a new 10-year vision for NBB: 10 percent of the on-road diesel market by 2022 (10x22).

“It’s not about replacing every drop of petroleum; it is about continuing to diversify transportation energy so we can meet our needs affordably and sustainably,” Jobe noted. Eight years ago, NBB set a goal of five percent of the diesel fuel supply by 2015, which was viewed as aggressive. With a billion gallons of biodiesel produced in 2011 and 2012, the industry is well on track of achieving that goal, possibly meeting it even sooner. Nonetheless, Jobe admitted there will need to be technological breakthroughs in feedstocks to obtain the new 10x22 goal.

Scott Thurlow, Canadian Renewable Fuels Association, addressed the market up north where there are two main biodiesel producers, Rothsay and Biox, with Archer Daniels Midland (ADM) on the cusp of opening a plant. There is a federal two percent mandate in place for renewable diesel that includes biodiesel in the country’s diesel pool, except in the province of Newfoundland, which is exempt due to logistics. Using 2011 figures, the mandate requires 160 million gallons of biodiesel, of which 20 percent is produced domestically. Thurlow estimated biodiesel production in Canada last year was about 40 million gallons; expected capacity in 2013 will be nearly double that once the ADM facility is online. He noted there is a desire to increase the national mandate for renewable diesel to five percent by 2020.

A Las Vegas Biodiesel User Group panel took the general session stage to describe how biodiesel got its start in the city back in 1999 when Russ Teall, now with Biodico Sustainable Biorefineries, contacted Gary Weinberg, Western Sierra Services, who worked for a petroleum company at the time.

“We were really running by the seat of our pants,” Weinberg commented since there was no technical specification or legislation at that time of biodiesel’s infancy. It took a lot of effort to convince the Clark County School District, Las Vegas government officials, and the community that biodiesel was good for the school buses and children despite early reports

criticizing the alternative fuel. Dan Hyde, now retired from the City of Las Vegas, did not have fun being a fleet manager his first two years as biodiesel was being introduced, but working through the technical issues and myths took teamwork of multiple advocates and the hard work has been successful. Since the school district’s program of using biodiesel in its buses began in 2001, 250 million miles have been driven, displacing five million gallons of petroleum diesel fuel.

“We never lost one engine,” declared Frank Giordano of the Clark County School District.

The conference’s general session on the second day included NBB’s Chairman Gary Haer, Renewable Energy Group, comparing parallels of his family’s struggle after floods devastated his 750 acres of crops in 2010/2011 and the trials and tribulations of the biodiesel industry. In both situations, farm and biodiesel persevered with the help of family and industry. Haer explained how effective NBB’s Advanced Biofuel Initiative, a national communications campaign, has been.

“It was critical that we defined ourselves before our opponents defined us,” he commented.

Former US Senator Byron Dorgan (D-ND) was the session’s keynote speaker as his involvement with biodiesel dates back to some of the first legislation introduced and he has a long history in the fuels industry. He noted that the United States is producing 25 percent more oil and gas than it did just five years ago, and recovering more oil with better technology. Yet the country still imports 45 percent of its oil and the globally-set cost per barrel is dependent on many factors.

While Dorgan is a big supporter of producing more oil and gas at home, he believes this country also needs to support



Kirk Cobb (*right*), Superior Process Technologies, discusses the company’s equipment with Andrew Hill, Biofuels Association of Australia, at the conference’s expo.

to Build MOMENTUM

alternative energies, biofuels, and renewable fuels.

“Renewable energy can and will play an important role in this country,” he stated, adding that timing is everything and the industry must tell its good news story, relentlessly. Dorgan revealed that Congress has two huge challenges ahead: cut spending and adjust the tax code to bring in revenue, which puts renewable fuels at risk because of tax credits and mandates. He went on to say he is disappointed the petroleum industry is fighting the RFS because, “We have to move together to be successful.”

Giving the conference’s closing address the following day was US Department of Agriculture Secretary Tom Vilsack, who told a packed audience that the biodiesel industry is helping to create “a new dynamic in America.” He reiterated that dependence on foreign oil is less than 50 percent and dropping, and gave some of the credit to advancements made in the industry.

“The biodiesel industry is making us a more secure country and the most exciting piece is that it’s not just limited to fuel and energy,” Vilsack said. “Because of how innovative you are, with new technology and techniques...you’ve given birth to a biobased economy and with that the possibility of a new American economy.” He noted that challenges to the RFS are baseless because it’s working as intended, but there is still more work to be done.

“You have the power to make us more energy secure, and still create enough food and fiber for the world,” Vilsack went on to say. “That’s an amazing opportunity worth fighting for. You also have the ability to respond as a generation to climate change. You’ve got to keep up the fight because the stakes are

extraordinarily high.” NBB then recognized Vilsack as one of the strongest advocates for renewable fuels in the country by presenting him with the National Energy Leadership Award.

Perplexities of Public Policy

Individual conference sessions tackled technical issues, markets, petroleum, and federal/state policy and regulations, which was popular with attendees. Giving a broad federal policy outlook were Ginny Terzano, Dewey Square Group, and Wes Coulam, Washington Council Ernst and Young. Terzano explained how President Barack Obama recognized America’s changing demographics and fought hard to win them over in the 2012 election. The president won 93 percent of the black vote, 71 percent of Latinos, 67 percent of unmarried women, and 60 percent of voters ages 18 to 29.

“Various signs show Republicans running for office are on the outside of the way citizens are thinking,” Terzano commented, adding that Republicans are starting to pivot because of the consequences of the 2012 election. She remarked that the events in Newton, CT, and Hurricane Sandy have changed the dialogue in Washington, DC, forcing political leaders to take a hard look at issues they haven’t previously addressed. Due to these and other events, Obama’s agenda includes gun safety, climate/energy, immigration, jobs and the economy, equality issues, and Afghanistan, but it’s still unclear what is going to get done going forward.

Terzano then provided an array of possible presidential contenders already being discussed for the 2016 election, but stated, “It’s way too early to tell who’s going to jump in.”

Coulam noted that Congress is still divided with the Republicans controlling the House of Representatives and Democrats in the majority in the Senate. Many committees that control taxes and the country’s financial and environmental matters are also divided. Coulam indicated that given the precedence on biodiesel tax extenders in the past (allowed to expire for one year before renewed retroactively, twice), it is unlikely renewing any tax extenders, biodiesel or otherwise, will be a priority in Congress.

A second session on federal policy again packed the room, possibly because Michel Monconduit, Internal Revenue Service, provided information on filing for the extended biodiesel tax credits. Tim Urban, Washington Council Ernst and Young, echoed there won’t be a lot of discussion in Congress about extending the biodiesel tax credits the first half of this year due to national budget issues, debt ceiling, and sequestration taking precedence. He explained that the current tax extension was part of a “mega package” and the industry may have to look for that next package to be a part of, although several members of Congress are looking to



Former US Senator Byron Dorgan believes renewable energy can and will play an important role in the country.

Continued on page 48

repeal energy tax incentives and other tax loopholes.

Jim Massie, Alpine Group, agreed that the first quarter would see Washington dealing with fiscal matters, adding that after four years of battling with Congress, Obama has decided he doesn't need them anymore and will use his executive power to build his legacy. Massie noted the RFS is under "complete attack," with the focus being on the lack of cellulosic ethanol and biodiesel

renewable identification number fraud. He warned that opponents have built a strong case and may have the votes in Congress; however, to amend the RFS would mean amending the Clean Air Act, a very difficult task.

Tom Hance, Gordley Associates, focused on various lucrative bioenergy programs within the farm bill, which received a one-year extension until September 30, 2013, but only for baseline funding programs, so energy was not included.

Shifting to state policy, NBB's

Shelby Neal highlighted state biodiesel mandates, which include Oregon and Minnesota at five percent, Pennsylvania at two percent, and Washington at five percent, although enforcement is spotty. There are several other states with mandates in place, such as New Mexico and Louisiana, which have not yet been implemented. As for home heating oil, New York City now requires two percent biodiesel in heating oil (called bioheat) that went into effect in October 2012. Connecticut is requiring two percent bioheat in heating oil for 2012, increasing to five percent in 2015, and 20 percent in 2020, which will be implemented when all contiguous states pass similar policies, although regulation has been introduced to eliminate this requirement. Legislation has also been introduced in New York to expand the city bioheat mandate to the entire state.

Eric Bowen, Renewable Energy Group and California Biodiesel Alliance, discussed the low carbon fuel standard (LCFS) in California that requires a 10 percent reduction in carbon intensity by 2020. Although he believes biodiesel is poised to make a major contribution in the state's carbon reduction goals, there are challenges. A lawsuit was brought against the standard for violation of interstate commerce laws and was won, but the ruling was appealed and is now in the hands of the appeals court. Bowen emphasized that even if the appeal is denied and the ruling stands, the law is easily fixable to allow it to continue moving forward.

Another challenge comes from the Western States Petroleum Association that argues the LCFS goals are unattainable by 2015 and unfair due to multiple requirements. Other challenges include infrastructure issues in California at the terminal level and not enough biodiesel availability in the state.

Rebecca Richardson, MARC-IV Consulting, provided state fuel quality activities, reporting that 48 states have adopted the definition of biodiesel to include ASTM D6751 and 23 states proactively test biodiesel/diesel blends at various levels.

"Fuel quality is only an issue if there's an issue," she stated.

The next National Biodiesel Conference and Expo is scheduled for January 20-23, 2014, in San Diego, CA. **R**

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Biodiesel Leaders, Early Pioneers Recognized

A group of farmer leaders in the mid-section of the United States started a research and development group in the early 1990s looking for a new market for huge quantities of surplus soybean oil. Just off the heels of the first Gulf War, they envisioned an opportunity to contribute to their nation's energy security. The group they created became the National Biodiesel Board (NBB).

In the early years, the organization was focused on building a solid technical foundation for this new alternative fuel called biodiesel through extensive engine durability, compatibility, health effects, and emissions testing. In 1992, the United Soybean Board voted to invest national checkoff funds into biodiesel research, effectively launching biodiesel to the billion-plus gallon commercial industry that it is today. As NBB celebrated its twentieth anniversary at the National Biodiesel Conference and Expo in early February in Las Vegas, NV, it also recognized the United Soybean Board with its Influencer Award for the board's leadership and financial commitment through the soybean checkoff since 1992. Other biodiesel champions presented with NBB's annual "Eye on Biodiesel" awards included:

- Industry Partnership – John Maniscalco, New York Oil Heating Association, helped make New York City a shining example of biodiesel support as sustainability efforts continue to move forward, including landmark legislation that now

requires all heating oil sold in the city to contain at least two percent biodiesel. This cleaner burning, domestic fuel blend known as Bioheat will replace up to 20 million gallons of petroleum a year. The efforts of Maniscalco and the support provided by the New York Oil Heating Association made this unprecedented legislation possible.

- Innovation – Dr. Leon Schumacher, a professor of agricultural engineering at the University of Missouri, Columbia, is one of the first researchers to jump into biodiesel with both feet. He led the first engine tests of biodiesel in the United States, including a 1991 Dodge Ram that can still be seen on the university campus today. Biodiesel has become one of the most tested fuels on the planet. It began with this early research and continues today.

- Inspiration – The Las Vegas Biodiesel User Group, which comprises of Gary Weinberg, Western Sierra Services; Ron Corbett, City of North Las Vegas; Frank Giordano, Clark County School District; James Morwood, Las Vegas Valley Water District; and Dan Hyde, City of Las Vegas (retired), is a group of pioneers who championed the alternative fuel against all odds in the late 1990s to help it become the established fuel it is today. The group was among the first users of biodiesel in the nation. These fleets worked to overcome resistance, remove technical obstacles, and even successfully challenged large diesel equipment manufacturers to support biodiesel. **R**

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CALIFORNIA is Hot Spot for Biodiesel

By Tina Caparella

As momentum grows for using biodiesel as part of meeting California's low carbon fuel standard (LCFS), the California Biodiesel Alliance (CBA) presented a full-day forum in Las Vegas, NV, just prior to the National Biodiesel Conference and Expo in early February. A good attendance indicated there is interest in the renewable fuel's future in the Golden State.

Eric Bowen, former CBA chairman, declared these are interesting times in California.

"We are at a point of seeing a shift from tens of thousands [of gallons] to a marketplace of hundreds of thousands to the potential of millions of gallons of biodiesel," he optimistically stated about the requirements of the LCFS beginning to kick-in. An array of speakers provided detailed information on the standard, which was established by executive order from Governor Arnold Schwarzenegger in 2007, as well as other alternative and renewable fuel programs in California.

Greg Staiti, Weaver and Tidwell, LLP explained that although the law putting in place the LCFS, Assembly Bill 32, is currently being challenged in court with a decision expected any time, California's Air Resources Board (CARB) has the authority to move forward with the program while under appeal. The LCFS aims to reduce greenhouse gas (GHG) emissions in the state by reducing the carbon intensity of all transportation fuels, except those used in aircraft, military, racing, ocean-going vessels, or certain locomotive applications. Staiti noted that various factors go into the carbon intensity rating of a fuel, which is based on a "wells-to-wheels" analysis of the emissions, including feedstock and location of feedstock. The lower the carbon intensity rating, the better the fuel is at reducing GHG emissions, according to CARB. Of much interest is the favorable rating for biodiesel produced from tallow and used cooking oil and renewable diesel using tallow. Both fuels have a carbon intensity value of below 40, compared to ultra-low sulfur diesel's value of 98 and Midwest soybean-based biodiesel's value of 83.25 (table 1).

Staiti then described the state's credit generation scheme as a "real opportunity that is becoming monetized." In early December, credits were between \$15 and \$20 per metric ton; in early February, credits were above \$30 per metric ton. He mentioned that Oregon implemented phase one of its LCFS in December and British Columbia, Canada, is implementing low carbon objectives via renewable fuel mandates in the gasoline and diesel supply pool.

Shawn Garvey, The Grant Farm, declared that over the next decade, federal and state government agencies will invest a transformative \$250 billion in private companies working to build a clean energy future. He said new grant and loan opportunities regularly become available for commercial-scale biofuels production, co-products commercialization, and waste diversion, and presented various resources to find

funding such as grants.gov, recovery.gov, FedConnect.net, and affiliate organizations. Garvey pointed out the multitude of programs currently financed and awaiting applicants for bioenergy and biomass projects.

Stephen Kaffka, California Biomass Collaborative, University of California, Davis, believes California's LCFS is a good tool for encouraging in-state biofuel production and reminded attendees that fuel producers must also comply with blending requirements under the federal Renewable Fuel Standard (RFS), although he believes the LCFS is a better regulation.

Stephen Silva, E.B. Wakeman Commodities, educated the group on rendered fats and oils, explaining that all used cooking oil is yellow grease, but not all yellow grease is used cooking oil, which can be a combination of animal fats and used cooking oil. He said there is no industry standard for used cooking oil so buyers will get 10 different products from 10 different suppliers. Silva mentioned that natural beef programs require vegetarian diets, driving feeders to source used cooking oil-based yellow grease, which is increasing demand and now accounts for 25 to 30 percent of the overall California market. Yellow grease exports to Mexico are also rising for the expanding poultry, pork, and aquaculture industries, thus further driving demand. Silva predicted that yellow grease prices will increase this year to 2011 highs and a reduced national cattle slaughter could cause a surge in tallow prices as well.

Randall von Wedel, CytoCulture International, Inc. focused on oil seed cultivation, but admitted that used cooking oil is generating most of the biodiesel production in California and Nevada. Joe Jobe, National Biodiesel Board (NBB) chief executive officer, spoke during the conference's luncheon, revealing that NBB invests a lot of resources in California because "we think it's an important state, especially the regulatory agenda."

A panel from CARB joined the forum by video to update the industry on the board's activities. It was stipulated that CARB does not "hate" biodiesel and, in fact, diesel with a five percent blend of biodiesel is legal to sell as CARB diesel (California requires its own type of diesel fuel to meet stringent air quality standards). The board continues to examine increased blends of biodiesel and renewable diesel, both of which CARB expects to play a significant role in the LCFS.

Steve Howell, Marc-IV, declared that biodiesel works in new technology diesel engines and that over \$15 million has been spent in engine testing since 2004, not including internal equipment manufacturer testing. He pointed out that ongoing studies in evaluating the effect of alkali metals in biodiesel are using soy-based fuel because it's the most common biodiesel.

“All our work we do is supposed to be feedstock neutral,” Howell commented, adding that specifications for metals are the same no matter the feedstock. He stated that 75 percent of original equipment manufacturers support a 20 percent blend of biodiesel in diesel fuel, with NBB’s goal being 90 to 100 percent of manufacturers. Howell said testing will help convince the rest, which are mainly light duty manufacturers from Europe.

Peter Moulton, Washington Department of Commerce, revealed his state has provided various financial incentives and market development for biofuels, including a RFS for the inclusion of two percent biodiesel in the state’s diesel fuel with a clause to increase to five percent once in-state production meets certain requirements. However, what looked promising six years ago has suffered under the national recession, feedstock limitations, and inconsistent government policies, thus the RFS is not yet in effect. The bright spot is state agencies are required to use at least 20 percent biodiesel in their fleets.

Providing an Australian experience was Andrew Hill, Biofuels Association of Australia, who explained that the politics of his country and the United States are not so different. He noted that ethanol gets a production subsidy while biodiesel gets a clean fuel grant and with no forcible mandate in Australia, biodiesel must be priced close to diesel fuel. Hill mentioned that New South Wales has a “sort of” mandate, but if the biodiesel’s not available, fuel blenders can ask for an exemption.

“Everybody wants to save the world, but nobody wants to pay for it,” he announced.

Carlo Luri, Bentley Biofuels, provided a Nevada biodiesel

producers perspective on doing business with California, which is home to eight biodiesel plants with a capacity of 35 million gallons per year compared to Nevada’s two plants that have a capacity of five million gallons per year. Nevada’s regulatory incentives only apply to state and local government fleets that have over 50 vehicles with the focus being on air quality in the state’s two most populated counties, which include the cities of Las Vegas and Reno. The biggest constraint in Nevada is feedstock availability and the

minimal, if any, government support for alternative fuels. On the bright side, Nevada has no corporate taxes and government is easy to work with because of the size of the state.

Mike Lewis, Pearson Fuels, explained the large amount of work for California fuel retailers in keeping track of renewable identification numbers obligated under the federal RFS and now meeting requirements of the state’s LCFS. However, he said the biggest challenge has been declining demand for biodiesel and petroleum fuels in general.

Wrapping up the day was Lisa Mortensen, Community Fuels, who tried to weave attendees through the maze of complex regulations that could affect California businesses.

“The challenge is finding every regulation that affects the biodiesel producer, from construction to on-going production, both federal and state,” she commented, adding that California’s Division of Occupational Safety and Health often has more rigorous requirements than federal laws. Mortensen briefly covered waste cooking oil collection regulations in the state, which she declared as “highly regulated,” and described human resources rules in California as dynamic and ever-changing.



Stephen Silva, E.B. Wakeman Commodities, explains that not all yellow grease is used cooking oil.

Table 1. Select carbon intensity values for diesel and its substitutes.

Fuel	Pathway identifier	Pathway description	Carbon intensity value (gCO ₂ e/MJ) ¹
Diesel	ULSD001	ULSD – based on average crude oil delivered to California refineries	98.03
Biodiesel	BIOD001	Conversion of Midwest soybeans	83.25
	BIOD002	Conversion of used cooking oil in California	15.84
	BIOD006	Conversion of North American canola	62.99
	BIOD007	Conversion of corn oil, from distillers grain pre-drying	4.00
	BIOD009	Conversion of tallow originating in California to biodiesel produced in California	34.11
Renewable diesel	RNWD001	Conversion of Midwest soybeans	82.16
	RNWD002	Conversion of tallow	39.33

Source: Title 17, California Code of Regulations, Section 95486(b), table 7.
 Note: ULSD – ultra-low sulfur diesel.
¹In grams of carbon dioxide equivalent per mega joule.

The Great Political Divide

In a column early last year, I wrote about being guilty by association. In it, I protested that just because one lived and worked in the Washington, DC, area in somewhat government-related work didn't mean one should be blamed by everyone outside of Washington for what goes wrong there. I am just as frustrated as the next person that the two sides can't get together at least on some issues, such as making the sequestration more manageable.

The sequestration is across-the-board spending cuts that will not actually go into effect until mid-April. On the surface, there is not much leeway. The various government agencies and Congress all have to find ways to slash about 2.5 percent in domestic program discretionary spending and similar defense cuts.

President Barack Obama and his administration waged an all-out campaign the last two weeks of February warning citizens that the wheels of government would come to a screeching halt if the cuts were implemented. Police officers, firefighters, nurses, teachers, and other first responders would be the first to be axed. The Transportation Security Administration, which ensures security at the nation's airports, would be reduced so much that flights would be severely delayed. The education secretary was questioned on his claim that 40,000 teachers would lose their jobs. He stood by this statement three times to the press before being forced to substantiate the claim. Well, it was 40 teachers in West Virginia and those jobs might not be related to the sequestration. A Democrat congresswoman claimed 170 million jobs would be lost. Huh?

Even the United States Department of Agriculture (USDA) stated that federal meat inspection would come to a halt. That one hit a nerve with the livestock and poultry industries as well as renderers. Livestock and poultry producers are already hurting with increased expenses along with a severe drought in the major livestock producing states. I doubt USDA wants to be seen as adding extra burden to them by cutting back meat inspection. USDA was also caught sending a directive to its regional and state offices not to contradict the claims coming from the administration.

Closing the White House tours to the public might have been the last straw in

testing US citizens' patience. This token action by the White House during the height of tourist season and upcoming cherry tree blossoms has brought not only anger but also the recognition of the silliness of the administration's actions. Tourists, thousands of them, come from all over the country this time of year to see the sites of Washington. If they want to tour the White House, they must get tickets through their representatives well in advance of the trip. This time, the rage is coming from outside of Washington.

As of this writing, it appears the administration's campaign to excite the public has backfired. The sequestration should be an opportunity for US government officials to show that the government can manage responsibly. Instead, they try to scare us into believing they can't do what we all must do every day, which is manage our resources.

It reminds me of some local television weather forecasters when a winter storm is approaching, something just recently experienced. Schools and the federal government shut down for the day based on the snowy forecast alone. What did we get? Rain most of the day, not the six to eight inches of snow predicted. Weather forecasters get it right most of the time, but how did they miss this one so badly?

The current political divide is real on certain issues and just the way it is going to be, at least for a while. The Republicans are not likely to go for a tax increase anytime soon, believing there needs to be more spending cuts. The president and Democrats like to have a "more balanced" approach, meaning higher taxes to offset the cuts. This divide will not be closed for some time.

I've often heard that many think we ought to vote out all members of Congress and start with a completely new Congress. That might be like throwing the baby out with the bath water. An old friend who has been in Washington a long time reminded me that everyone hates Congress, but like his or her own Congressman. **R**



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OIE Advises Upgrading US BSE Risk Status

In 2012, the United States (US) submitted an application and supporting information to the World Organization for Animal Health, or OIE, Scientific Commission to upgrade the bovine spongiform encephalopathy (BSE) risk classification for the United States from controlled to negligible. The commission, in turn, conducted a thorough review before recommending in February that the risk classification for the United States be upgraded to negligible. Before OIE's annual general assembly meeting in Paris, France, in May 2013, delegate countries will have the opportunity to review the commission's recommendation. The US Department of Agriculture (USDA) expects formal adoption of negligible risk status at that time.

"This is a significant achievement for the United States, American beef producers and businesses, and federal and state partners who work in coordination to maintain a system of three interlocking safeguards against BSE that protect our public and animal health," said USDA Secretary Tom Vilsack. "In recommending that the United States receive negligible risk classification, the commission stated that the risk assessments submitted for their evaluation were robust and comprehensive, and that both our surveillance for, and safeguards against, BSE are strong."

OIE determines a country's risk status based on actions the country has taken to manage the risk of the disease. These actions include instituting a strong ruminant-to-ruminant feed ban, strictly controlling imports of animals and animal products from countries at risk for the disease, and conducting appropriate surveillance.

Using the latest science and current knowledge on BSE, the OIE *Terrestrial Animal Health Code* provides guidelines for the safe trade of animals and products based on a country's risk status and the risk presented by the specific item being traded. Negligible risk is the lowest risk level under the OIE code. Countries defined as negligible risk have conducted extensive surveillance and testing in domestic cattle to demonstrate a minimal risk for BSE.

OIE administers and governs the foundational international standards on animal health as well as trade in livestock and animal products. With 178 member countries, including the United States, OIE is recognized as a reference organization by the World Trade Organization (WTO), the only global international group dealing with the rules of trade between nations. The official recognition of disease status by OIE of member countries is of great

significance for international trade and constitutes one of the most important links between OIE and WTO.

The United States has a longstanding system of three interlocking safeguards against BSE: the removal of specified risk materials from all animals presented for slaughter, a feed ban that protects cattle from the disease, and an ongoing surveillance program that allows USDA to detect the disease if it exists at very low levels in the cattle population. **R**

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California Awards Millions for Biofuels

Two California companies were awarded millions of dollars by the California Energy Commission toward building commercial biodiesel production facilities in the state.

In Fresno, Eslinger Biodiesel, Inc. was awarded \$6 million for a \$32 million refinery slated to be operating within a year of funding, annually producing five million gallons of biodiesel made from waste vegetable oils collected from restaurants and commercial food producers and animal fats obtained from rendering operations. Eventual biodiesel production is expected to be 45 million gallons a year. The output will be shipped by pipeline to commercial blending facilities and is planned to be pre-sold to companies obligated to purchase carbon credit offsets under California's low carbon fuel standard.

In addition to biodiesel, the plant will produce pharmaceutical and technical grade glycerin. Pipeline transport of fuel and waterless processing will result in near-zero production emissions at the facility.

Buster Biofuels, LLC, based in San Diego, CA, will receive \$2.6 million to convert a 7,300 square foot industrial warehouse building into a biodiesel manufacturing and fueling facility. The plant will use renewable waste-based feedstocks such as used cooking oil from restaurants and is expected to produce nearly five million gallons of biodiesel annually.

Eslinger Biodiesel's award was part of \$17.2 million handed out in February to eight clean transportation projects through the California Energy Commission's Alternative and Renewable Fuel and Vehicle Technology Program. The program, which is essential to fulfilling the state's climate change policies, is slated to invest approximately \$90 million during this fiscal year to develop new transportation technologies as well as alternative and renewable fuels. It is paid for through surcharges on vehicle and boating registrations, and smog check and license plate fees.

Blue Line Transfer, Inc., a public disposal and recycling facility, received nearly \$2.6 million under the program to build an anaerobic digestion plant in South San Francisco, CA. The facility is slated to convert 9,000 tons per year of food and plant waste from commercial food producers, businesses, and residential customers into biomethane that will be used to produce compressed natural gas for a fleet of five refuse and recycling collection vehicles. Other award recipients will invest in hybrid and electric vehicles and charging stations, and computer models.

Buster Biofuels' award was part of \$5.5 million given out in late March for two projects awarded under the same alternative and renewable fuel program. The balance of the funds was earmarked for a pilot production line capable of assembling 20 electric power control systems per month.

California's investments in these projects are safeguarded by matching fund requirements for awardees, and by making payments on a reimbursement basis after invoices are submitted.

California Biodiesel Alliance Elects New Officers

California Biodiesel Alliance (CBA) board members elected new state trade association leadership. The new officers represent California-based producers and stakeholders and will help lead the small but growing industry as it navigates a burgeoning California market, which is demanding every drop of low carbon biodiesel its members can produce.

The new officers will serve two-year terms and include Curtis Wright, Imperial Western Products, chairman; Russ Teall, Biodico Sustainable Biorefineries, president; Joe Gershen, Crimson Renewable Energy, vice chairman; Jennifer Case, New Leaf Biofuel, vice president and treasurer; and Doug Smith, Baker Commodities, secretary.

Wright has managed Imperial Western Products' biodiesel production facility in Coachella, CA, since its startup in 2001. As a California industry pioneer, he has seen biodiesel's ups and downs as the new fuel has found its way to market and as state and federal policy has evolved. Teall has been involved with the industry since 1993 and first produced biodiesel from used cooking oil in California in 1998 under a grant from the United States Department of Energy.

California Municipalities Collect FOG for Biogas Production

The Sacramento Regional County Sanitation District (SRCSD) partnering with Sacramento Municipal Utility District (SMUD) recently completed construction of a receiving station for fats, oils, and grease (FOG) and liquid food processing waste at the Sacramento Regional Wastewater Treatment Plant (SRWTP) in Elk Grove, CA. The Biogas Enhancement Facility will improve SRCSD's ability to convert FOG collected from local restaurants and businesses into methane biogas. Designed to process up to 42,000 gallons of FOG each day, construction and initial testing of the facility was completed in December 2012 and is expected to start receiving FOG by late April 2013.

According to SRCSD, the new facility offers a local alternative to businesses currently hauling FOG to distant, out-of-county locations. In addition, instead of unloading FOG into the headworks at the wastewater treatment plant, haulers will upload directly at the facility, which will load FOG directly into the mixed sludge loop that feeds the digesters. This direct access to the digesters will break down FOG substance more efficiently and produce more biogas, which will be used by SMUD to generate renewable electricity for 2,000 homes at its Cosumnes Power Plant located in southern Sacramento County.

The total project cost is estimated at \$3.5 million. SMUD

and SRCSD received approximately \$1.45 million in American Recovery and Reinvestment Act funding from the United States Department of Energy and \$100,000 in matching funds from the California Energy Commission to help construct the facility. The remaining cost was funded by SRCSD.

Conviction in RIN Fraud Case

Rodney R. Hailey of Perry Hall, MD, was sentenced to 12 years and six months in prison for selling over 35 million renewable fuel credits he falsely claimed were produced by his company, Clean Green Fuel, LLC. The credits, which represent 23 million gallons of biodiesel, were part of a massive fraud scheme that the company engaged in between March 2009 and December 2010. During that time, Clean Green Fuel sold the RINs to brokers and oil companies even though the company neither produced the fuel nor had a facility capable of producing it.

The criminal investigation was initiated after Maryland's federal financial crimes task force was informed about a large number of luxury cars parked outside of Hailey's home. The task force in turn contacted the Environmental Protection Agency who initiated the criminal investigation that led to the conviction. In addition to the jail sentence, Hailey was ordered to pay restitution of approximately \$42.2 million to over 20 companies and forfeit \$9.1 million in proceeds from the fraud. Many smaller biodiesel companies were affected, some of which were unable to sell their RINs and were forced out of business.

BIOX Resumes Production at Hamilton Facility

BIOX Corporation, a Canadian renewable energy company, resumed biodiesel production at its Hamilton, ON, facility in late January after suspending production in October 2012.

"The improvements in [the] US biodiesel market have provided us with sufficient confidence in the market outlook to resume production," said Kevin Norton, BIOX chief executive officer, referring to the expanded renewable fuel standard, which increases the mandated minimum volume requirement for biomass-based diesel to 1.28 billion gallons in 2013, a 28 percent increase from the 2012 requirement. In addition, the passage of the American Taxpayer Relief Act in early January reinstated the biodiesel tax incentive, retroactive from January 1, 2012 through December 31, 2013.

Electrawinds Opens Biodiesel and Rendering Plants in Europe

As part of its vertical integration strategy for animal fats, Electrawinds, a Belgium-based renewable energy company, recently opened two new facilities in Europe.

The first is a biodiesel plant located in Sluiskil, the Netherlands, which has stood since 2008 and, except for a

Continued on page 56



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short start-up period, has never been operational. With a storage capacity of 25,000 metric tons and direct access to the Ghent-Terneuzen canal, the site has been retooled to produce so-called second-generation biodiesel produced from waste streams.

As majority shareholder of the plant, Electrawinds will be responsible for all operations, logistics, and commercial activities as of the takeover. The company will operate under the name Electrawinds Greenfuel and plans to trade the biodiesel on the European market taking advantage of the European directive that at least 10 percent of fossil fuels must be a mix of biofuels by 2020.

In addition, Electrawinds has built a rendering plant in Indjija, Serbia, that is said to currently be the most modern and innovative animal waste processor in the country. The facility is billed as a zero waste plant and will focus on category 1 waste fats that are not fit for human consumption. Studies show 80 percent of the offal in Serbia goes untreated due to lack of capacity, creating a potential health hazard. The plant fits into Serbia's Clean Serbia Project aimed at tackling the country's general waste problem.

The start-up is a 21 million euro (\$27.7 million) collaboration between Electrawinds and other Serbian investment partners that will operate under the name Energo Zelena (Serbian for green energy). The plant will have an eventual capacity of 150,000 metric tons per year. In addition to the environmental benefit, the controlled processing will give Serbia the eventual ability to export meat products to Europe, a requirement to enter the European Union.

EPA Makes Changes to Renewable Fuels Program

Following a number of high profile fraud cases involving renewable identification numbers (RINs), the Environmental Protection Agency (EPA) is proposing changes aimed at making the Renewable Fuel Standard program more efficient and effective. Established in 2005 and later modified in 2007, the standard sets specific volumes of renewable fuels to be used in the transportation, home heating, and jet fuel sectors each year. Under the program, renewable fuel producers and importers generate RINs based on the volume of compliant renewable fuel made available. The RINs can then be traded and used by other parties to show compliance with the program.

The program's changes would validate RINs through a voluntary quality assurance process along with other alternative compliance options leveraging industry practices and market forces. The changes will provide protection against liability for civil violators resulting from the transfer or use of invalidly generated RINs in certain cases. The changes also specify conditions under which invalid RINs must be replaced and by whom. EPA expects the rule changes to improve overall liquidity in the RIN market and make it easier for fuel producers to sell RINs.

In response to the proposed changes, the National Biodiesel Board released a statement thanking EPA for working

aggressively to address the issue. Anne Steckel, NBB vice president of federal affairs stated, "While we are still reviewing the details, this proposal appears to be another positive step toward ensuring that RIN fraud is a thing of the past."

European Biofuels Coalition Formed

The chief executive officers of seven leading European biofuel producers and airlines have launched an industry-led initiative to speed up the deployment of advanced sustainable biofuels in Europe.

"Leaders of Sustainable Biofuels" aims at supporting the development of second-generation biofuels in Europe, which have been shown to reduce greenhouse gas emissions by at least 65 percent. The leaders of Chemtex, British Airways, BTG, Chemrec, Clariant, Dong Energy, and UPM are joining forces to ensure the market uptake of advanced sustainable biofuels by all transport sectors.

According to the group, the world is taking action to reduce greenhouse gas emissions and second-generation biofuels are a key part of the solution because they are cost-competitive and have less environmental impact than fuels made from oil or natural gas. In the European Union, 10 percent of all fuels must be alternative fuels by 2020, the large majority being biofuels.

The coalition has established a common strategy aimed at accelerating market penetration and technology deployment and use. The group also plans to address national policymakers, the European Commission, and the European Parliament with a single voice.

INCBIO Secures Orders for Two Biodiesel Plants

INCBIO, a leading Portuguese engineering company, has signed agreements to build two biodiesel plants in 2013. The first, scheduled for completion in summer of 2013 in Kuala Lumpur, Malaysia, will be built for Biofuel Ltd., a wholly owned subsidiary of Green Energy Group Ltd. The facility will utilize ultrasonic reactors as well as heterogeneous catalyst-based multi-feedstock technology capable of converting a wide range of raw materials into biodiesel. Although the technology is useful in processing any type of animal fat or vegetable oil waste, the intention is to use grease trap oil that is currently landfilled by local municipalities.

Green Energy Group has been working since 2008 to make the production of biodiesel from the waste streams a viable business venture. An established feedstock supply chain that has support from the Malaysian government was recently acquired by the company and with that stable supply, Green Energy Group hopes to take production of biodiesel to the next level in Southeast Asia.

INCBIO's second plant is slated for construction in the Washington, DC, area for DC Biofuels, LLC. Scheduled for completion in late 2013, the facility will have a potential output of 7.5 million gallons of biodiesel per year utilizing the same multi-feedstock technology. DC Biofuels' plant will

produce biodiesel that exceeds strict European and United States standards and be certified as a BQ-9000 facility. The company expects to blend biodiesel with ultra low-sulfur diesel at blend levels from two to 20 percent biodiesel and supply home heating oil to area residents in winter months.

DC Biofuels recently formed a strategic partnership with Beltway Biodiesel, LLC to supply the national capital region with biodiesel made from locally collected waste vegetable oil. The two companies are launching a combined and expanded collection, outreach, and marketing effort aimed at restaurants, large food service institutions, and others in the region to supply feedstock for the proposed plant.

KLM Takes Next Steps in Sustainable Flights

KLM Royal Dutch Airlines has begun its first-ever series of biofuel-powered intercontinental flights in partnership with Schiphol Group, Delta Air Lines, and the Port Authority of New York and New Jersey. This unique step emphasizes KLM's plans to use sustainable biofuel on a regular basis.

One weekly KLM flight on a Boeing 777-200 from John F. Kennedy (JFK) International Airport to Amsterdam Airport Schiphol, the Netherlands, will use sustainable biofuel obtained from used cooking oil with 26 flights planned. If successful, KLM and Boeing will establish new operational procedures and recommendations for follow-on development

programs with various partners. In June 2012, KLM's longest biofuel flight ever travelled from Amsterdam to Rio de Janeiro. The airline first began testing flights using biofuels in 2009 with 200 flights between Amsterdam and Paris, France.

The airline's biofuel is supplied by SkyNRG, a company that KLM founded in 2009 together with ARGOS (North Sea Petroleum) and Spring Associates. SkyNRG now supplies more than 15 carriers worldwide and is the operating partner in KLM's biofuel program. For the JFK to Schiphol route, SkyNRG is supported by its longstanding United States partner EPIC Aviation, LLC to distribute the fuel.

New Biofuel Plant Opens in Connecticut

Greenleaf Biofuels recently opened a biofuel plant utilizing a continuous feed system developed by Jatrodiesel of Miamisburg, OH. The facility is slated for an eventual production capacity of 10 million gallons per year.

Constructed within the company's current tank farm in New Haven, CT, the location is a key hub for the nearly 400 million gallons of home heating oil the company delivers to local businesses and residents in the area. Greenleaf Biofuels intends to use a feedstock of trucked-in waste vegetable oil from the Boston, MA, to New York corridor although the placement of the plant provides the company with additional options including rail, barge, and deep-water delivery. **R**



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Opening Eyes to the World of Rendering

This issue's column highlights the main World Renderers Organization (WRO) activities since the start of the year, a year in which the WRO leadership hopes will mark significant progress for the organization.

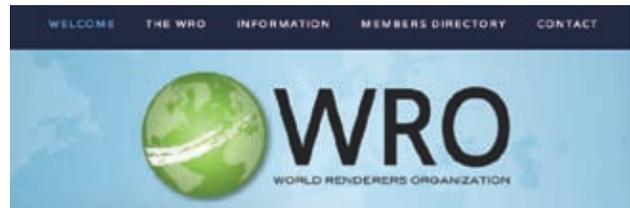
The key event for WRO in the first half of 2013 is its involvement with the 4th Global Feed and Food Congress (www.gffc2013.com) to be held in Sun City, South Africa, April 8-12. There will be a half-day WRO program to include a number of international speakers knowledgeable on the rendering industry and its end product usage in feed for pets, poultry, swine, and aquaculture. In designing the program, the WRO leadership tried to ensure as many aspects of the industry were covered by as wide a variety of people as possible from around the world. WRO is particularly pleased to include two speakers from Renderers RSA, the new and united trade association for the Republic of South Africa (RSA). It is hoped that in time, Renderers RSA will join WRO as its newest member.

That highlights a key point for WRO attending such an event: making contact with new countries and in particular, those from the developing countries that will attend such an event. Of course, thanks also go out to the other speakers in advance, including Martin Alm from the European Fat Processors and Renderers Association (EFPPRA), Jeff Firman and Albert Tacon from the United States, and Tony Edwards from Australia. WRO President Dave Kaluzny II will give the keynote address and this author will attempt to keep everyone in good order and on schedule. All the speaker presentations will be made available on WRO's new website.

There are other aspects of the Global Feed and Food Congress worthy of note, including an opening address by the president of the International Feed Industry Federation, Mario Cutait from Brazil, and a welcome from the Honorable Tina Joemat-Pettersson, South African Minister of Agriculture, Forestry, and Fisheries. On day one, there is a global outlook panel discussion followed by sessions on animal production, feed manufacturing practices, and sustainability.

On day two, the WRO program is featured in the morning alongside sessions on technology, feed additives, and species-specific nutrition topics. On day three, there is a stand-alone workshop held by the International Dairy Federation in conjunction with sessions on feed and food safety and challenges facing South Africa.

Overall, the meeting will cover a wide range of topics, some of which may not appear to be directly relevant to WRO. However, the organization's delegates should be able to learn a lot from both listening to the presentations and interacting with attendees in breakouts. It's also possible to open delegates' eyes to the world of rendering! As silver sponsors of the congress, WRO will be able to distribute its new brochure to all who attend, so hopefully that increased awareness is the least of the benefits we will see from our participation.



The World Renderers Organization unveils its newly redesigned easy-to-navigate website.

Although by the time you read this it may be too late to consider attending yourself, a full report on the Global Feed and Food Congress will appear in the June issue of *Render* magazine.

As part of the WRO agenda to attract a wider membership and participation in 2013, the leadership confirmed a proposal to update the organization's website as a priority. This work has now been completed, and we are pleased to announce that the newly designed WRO website is now fully open for business. One of the big advantages of the new website is that it is fully compatible for use with tablets, smartphones, and other mobile devices. This will make www.worldrenderers.org much more accessible for all and hopefully encourage people to visit, learn, and consider joining WRO as a member.

The objective of the work has been to present a welcoming, fresh, and interesting website that can be maintained with input from members. As we all know, keeping a website updated and current is a most important aspect of presenting a good image. The new site will give WRO a great opportunity to exchange, link, and network with such valuable contacts as international trade associations and worldwide regulatory bodies. Importantly, the website will be able to host all presentations made by the leadership or members, such as from the Global Feed and Food Congress mentioned earlier. All interested parties, whether WRO members or not, are urged to have a look and send comments and ideas for future updates.

Last but not least, there are upcoming meetings where WRO business will be debated in dedicated sessions. In Europe, the EFPPRA Congress (www.efpraprague2013.com) will be held in Prague, Czech Republic, June 12-15, 2013, and in Australia, the city of Melbourne will play host to the Australian Renderers Association Symposium (www.arasymposium.com.au) July 23-26. From all the promotional information coming up from "down under," those attending will be subjected to the prospect of some great hospitality from our Australian hosts (and no doubt, their New Zealand neighbors as well). In both Prague and Melbourne, WRO will hold interim meetings to progress the group's current strategy, then continue the development and refinement of the organization's program for further debate and decisions at the National Renderers Association convention in Naples, FL, in late October. **R**

EU Clears Use of Some Animal Proteins in Fish Feed

The European Union (EU) has officially ended a long-standing ban on using certain processed animal proteins (PAPs) in fish feed with the validation and approval of the polymerase chain reaction, or PCR, test.

"This final step ensures the necessary controls are now in place for processed animal proteins to be utilized in feed for farmed fish," said Niels Leth Nielsen, president, European Fat Processors and Renderers Association. "We can now clearly demonstrate robust and effective traceability to ensure the safety and security of the feed chain."

Beginning June 1, 2013, PAPs derived from animal by-products that are fit for human consumption at the point of slaughter can be used in feed for farmed fish. Stringent controls including species-specific processing and species-of-origin testing will ensure that only poultry and porcine PAPs enter the feed chain. Ruminant PAPs remain prohibited. The use of PAPs in feed was banned in 1997 for cattle, and extended to all animals in 2001 in an effort to control the bovine spongiform encephalopathy (BSE) outbreak in Europe.

The European Commission has said the latest data shows that the EU is close to eradicating BSE in its cattle population while the latest scientific option indicates that "the risk of BSE transmission between non-ruminant animals is negligible provided that intra-species recycling is prevented." In the absence of PAPs, farmed fish have been fed fish and soybean meals.

This latest measure is a first step as the commission, subject to specific analytical tests, intends to propose a further regulation to reintroduce the use of swine and poultry PAPs in poultry and pig feeds. However, the commission does not intend to propose the re-authorization of PAPs for ruminant animals or the re-use of PAPs from ruminants for feeding non-ruminant farmed animals.

Patrick Vanden Avenne, president of the European Feed Manufacturers' Federation (FEFAC), also welcomed the decision, saying, "This measure paves the way for our EU aquaculture producers to step up their efforts to

encourage the sustainable development of EU aquaculture by creating a level playing field with seafood imports from third countries.

"EFSA [the European Food Safety Authority] has provided clear scientific evidence that non-ruminant PAPs produced in accordance with the high EU processing standards are safe," Avenne noted. According to FEFAC, farmed fish in the 27 EU member countries consume

approximately 1.3 million metric tons of fish feed per year. Norway and Turkey produce another 1.6 million metric tons of fish feed annually.

Animal by-product processors and fish feed producers will adopt new traceability and testing procedures in order to meet the requirements of the legislation. With that in hand, EFPRAs hopes PAPs could be included in the diets of farmed fish starting in June. **R**



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30,000 Petri Dishes Later

The need for validated thermal processing parameters for rendering continues to grow with implementation of increasing food and feed regulatory actions. In food microbiology terminology, a thermal death rate curve is a graphical depiction showing how a microbial population declines over time when heat is applied. Using a measure of bacterial population on the y-axis and time on the x-axis, bacterial populations are plotted as points through time. As a result, a thermal death rate curve can be established. The “D-value” or decimal reduction time was defined by Banwart (1979) as “the time required to reduce the microbial population by 90 percent at a specified temperature.” In other words, the D-value is the amount of time required to reduce a population of microorganisms by one log colony forming units per gram at a particular time in a particular matrix.

Thermal death time information for various pathogenic microorganisms has been established in thousands of products within the food industry. However, in the hundreds of thermal death time studies conducted over the past 100-plus years, food microbiologists have repeatedly proven that thermal death rate curves of microorganisms are dependent on three factors: (1) the temperature, (2) the organism, and (3) the product (matrix). For instance, in a study conducted by Juneja et al. (2001), the number of minutes required to reduce a *Salmonella* cocktail was impacted by the percentage of fat. In chicken held at 58 degrees Celsius (C), it took 7.38 minutes to kill one log of bacteria when the fat content was two percent but it took 7.33 minutes at 6.3 percent fat, 8.54 minutes at nine percent fat, and 9.04 minutes at 12 percent fat to kill the same one log of the bacteria. In turkey held at 58 degrees C, it took 7.50 minutes to kill one log of bacteria when the fat content was two percent but it took 7.71 minutes at 6.3 percent fat, 6.91 minutes at nine percent fat, and 7.41 minutes at 12 percent fat to kill the same one log of the bacteria. At different temperatures, with different microorganisms, and with different products containing different percentages of fat, moisture, and protein, the thermal death time is different and typically unpredictable. Therefore, the food industry has spent the past 100 years testing thermal death times for each combination of conditions in order to validate their thermal processing.

Clemson University Animal Co-Products Research and Education Center (ACREC) researchers have been working on experimentally developing thermal death time validation data for eventual inclusion in a table of values related to product, percentage fat, temperatures, and microorganism. Initial work was centered on developing new laboratory techniques when the researchers discovered that standard methodologies for enumeration of bacteria in rendering materials often did not work due to the high fat content of the products. After learning how to deal with these unique products, the researchers continued their studies on validating thermal death times for pathogens in rendered animal by-products.



Photo by Mark Crammer.

Microbiologist Lissa Hayes examines a Petri dish in her study of the thermal death time validation of rendered animal by-products.

Melissa “Lissa” Hayes is conducting thermal death time studies on four of the eight pathogenic strains of *Salmonella* recognized by the Food and Drug Administration as dangerous for feed. Hayes is a PhD student in microbiology working in Dr. Annel K. Greene’s laboratory at Clemson University on this ACREC-supported project. Using *Salmonella choleraesuis*, *Salmonella* Dublin, *Salmonella* enteritidis, and *Salmonella* Newport, Hayes is growing each culture individually and concentrating them to produce a final population of at least 10 million bacteria per gram in beef rendering materials adjusted to 50 percent fat content and in poultry rendering materials adjusted to 50 percent fat content. Adding the cultures after the rendering materials have reached a treatment temperature of 240 degrees Fahrenheit (F), Hayes is testing thermal treatment times of zero, 15, 30, 60, 90, 120, 180, 240, and 300 seconds. The chosen treatment temperature of 240 degrees F represents the low end of commercial rendering processing temperatures, and was selected as the starting temperature to begin the thermal death time studies in consultation with the rendering industry members of the ACREC Research Committee.

After thermal treatment of the samples and uninoculated controls, Hayes then conducts a series of tests to determine if each strain of *Salmonella* survived the heat treatment. Approximately 30,000 Petri dishes will be used to obtain the data for these four *Salmonella* at this one temperature in 50 percent fat beef and 50 percent fat poultry rendering materials. Initially scheduled for completion at the end of June 2013, the rendering industry asked Hayes to fast-track the project for earlier completion and she is doing so. She has completed the thermal death time analysis at 240 degrees F on *Salmonella choleraesuis*, *Salmonella* Dublin, *Salmonella* enteritidis, and *Salmonella* Newport in 50 percent fat beef at treatment times of zero, 15, 30, 60, 90, 120, 180,

240, and 300 seconds. Data indicates some variability in *Salmonella* thermal destruction and there appears to be heat resistant background organisms present. However, at 240 degrees F for *Salmonella* enteritidis, the last positive sample appeared at 180 seconds and it was destroyed afterwards. For *Salmonella* Newport and *Salmonella* Dublin under the same conditions, the last positive sample appeared at 240 seconds and each was destroyed afterwards. For *Salmonella* choleraesuis, the last positive appeared at 240 seconds on only one day of experimentation; on the other three days of the experiment, the bacteria were destroyed at zero seconds. Beef fat is harder than poultry fat so it will be interesting to see if type of fat has an impact on thermal death of these pathogenic *Salmonella*. As of early March, Hayes had completed approximately one-third of the poultry project.

Upon completion and preparation and counting of 30,000-plus Petri dishes, Hayes will have eight data points for inclusion in a table of thermal death time values that would show destruction of *Salmonella* choleraesuis, *Salmonella* Dublin, *Salmonella* enteritidis, and *Salmonella* Newport in 50 percent fat beef and 50 percent fat poultry at 240 degrees F. Further studies will be conducted at the direction of the ACREC Research Committee members whether to move the temperature up and keep the fat percentages the same, or change the fat percentages and continue testing at 240 degrees F. The eventual goal of the researchers is to develop a table where renderers can look up their tissue type (poultry, beef, pork, mixtures), percentage of fat, and processing temperature and find the minimum amount of time required to kill a particular pathogen (each of the pathogenic *Salmonella* and eventually *Clostridium perfringens*). This is very time-consuming and expensive work to conduct but the results will be a document of great value for validation of processing conditions within each rendering processing plant.

Hayes, the young woman from Camden, SC, who loves the color pink, is a dedicated and extraordinary student of microbiology. She is rapidly becoming one of the world's leaders in rendering microbiology. Hayes is scheduled to

graduate with her PhD in microbiology later this year and we hope to secure funding to hire her as a post-doctoral candidate to continue her work on the thermal death time studies for the rendering industry. **R**

References:

Banwart, G.J. 1979. *Basic Food Microbiology*. The AVI Publishing Company, Inc. Westport, CT.
 Juneja, V.K., B.S. Eblen, and H.M. Marks. 2001. "Modeling non-linear survival curves to calculate thermal inactivation of *Salmonella* in poultry of different fat levels." *International Journal of Food Microbiology* 70: 37-51.

NRA Moves Offices

The National Renderers Association has moved its offices just down the street from its prior location. The new address effective immediately is 500 Montgomery Street, Suite 310, Alexandria, VA 22314. Phone and fax numbers remain the same at (703) 683-0155 and (703) 683-2626, respectively.

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Nutrient Water Quality Standards

Nearly all production operations that process animal by-products generate wastewater that contains significant concentrations of nitrogen and phosphorus. Rendering plants generate wastewater that has nitrogen concentrations that are more than 30 times the levels in typical municipal sewage. Wastewater treatment for removal of nitrogen and phosphorus to extremely low amounts can be very expensive.

Water quality standards are developed by states for protection of streams and lakes. These standards define the allowable concentrations of contaminants in streams that are required for the protection of aquatic life and other stream uses such as recreation and drinking water supply. Water quality standards are used in the derivation of discharge permit limits for wastewater treatment facilities with many states developing total nitrogen and phosphorus standards that will significantly impact the rendering industry. It is important that renderers take an active role in the development and review of nutrient standards at the state level to ensure practical and economically achievable rules are developed.

Nitrogen and phosphorus are essential nutrients for life. However, discharges of excessive nitrogen and phosphorus to lakes and streams stimulate algae growth and subsequent secondary effects on water quality such as low dissolved oxygen. This nutrient-induced water quality condition is termed “eutrophic” and can impact both aquatic life and recreational uses.

Clean Water Act and Nutrient Regulation

The Great Lakes were the first bodies of water to raise significant national attention to the impacts of excess nutrients. Lake Erie was declared “dead” in the 1960s when algal blooms resulted in oxygen depletion that killed fish and coated beaches with slimy, odorous algal biomass. The Great Lakes Water Quality Agreement in 1972 resulted in a significant reduction in phosphorus discharge to the Great Lakes and a tremendous successful recovery of their aquatic life and water quality.

The United States (US) Clean Water Act (CWA) requires all waters to be “fishable” and “swimmable” and comply with state water quality standards for pollutant concentrations and “narrative” criteria such as “free from aesthetically objectionable conditions” and “free from substances

in quantities which would produce undesirable or nuisance aquatic life.” States must develop lists of waters that do not meet water quality standards, which are then classified as “impaired waters.” Since most states have not adopted numeric water quality standards for nitrogen and phosphorus concentrations, waters with excessive algal growth attributed to nitrogen and phosphorus have been classified as impaired due to failure to meet narrative water quality standards.

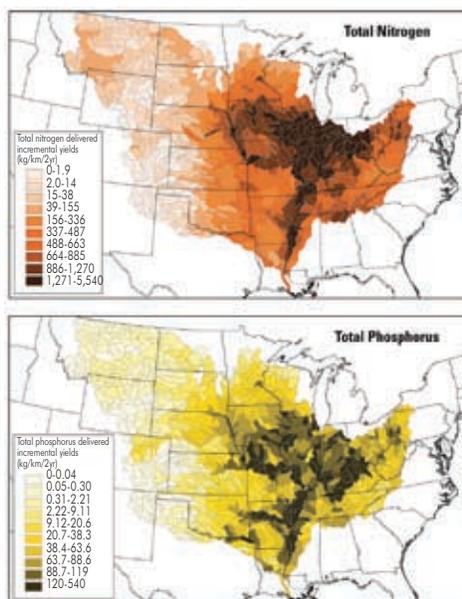
The total maximum daily load (TMDL) process is a Clean Water Act requirement for waters that are impaired. The process identifies the maximum amount of a pollutant that can be discharged from all sources to a stream or lake and still meet water quality standards. The allowable amount of pollutant discharge from each source (discharge permit limits for wastewater treatment plants) is then determined as the maximum watershed load and is allocated to each discharge source. Discharge sources include point sources such as treatment facility discharges and nonpoint sources such as stormwater runoff and tile drainage from agricultural land. In many agricultural areas, most of the nitrogen and phosphorus loads are attributed to nonpoint sources rather than wastewater treatment facility discharges.

Chesapeake Bay

Chesapeake Bay is perhaps the most notorious recent example of nutrient pollution and subsequent regulatory action followed by extensive litigation. Most of the bay was listed as impaired due to excess nitrogen, phosphorus, and sediment that attributed to the declines in blue crab, waterfowl, and fish populations. The US Environmental Protection Agency (EPA) issued the final Chesapeake Bay TMDL in late 2010 in response to President Barack Obama’s 2009 executive order that directed the federal government to lead the effort to restore and protect the Chesapeake Bay watershed. This is the largest and most complex TMDL in the United States as it covers a 64,000 square mile watershed in six states and the District of Columbia. The TMDL allocated nitrogen and phosphorus loads to each major river basin and to point and nonpoint sources. Each state or jurisdiction is responsible for developing watershed improvement plans (WIPs) that include allocations of the nitrogen and phosphorus total basin allowable load to each source.

EPA continues to maintain close surveillance of the WIP

Figure 1. Nitrogen and phosphorus loads to the Mississippi River Basin.



Source: US Geological Survey, <http://wi.water.usgs.gov/ma/9km30/index.html>.

implementation process to ensure the nitrogen, phosphorus, and sediment loads are reduced. The agency plans to take more aggressive steps in reducing nutrient loads if required, including significantly more stringent discharge limits on wastewater treatment plants and more aggressive regulation of agricultural operations, if the target nutrient load reductions are not achieved.

Agricultural groups including the American Farm Bureau and several commodity and producer groups filed a lawsuit that challenges the Chesapeake Bay TMDL. The lack of federal authority to issue and implement a TMDL unless a state fails to act is one of the most significant legal issues in this case. The reliance by EPA on inaccurate information to establish the TMDL is one of the most significant technical issues. Point source discharge groups and environmental coalitions have intervened in the lawsuits. The most fundamental issue with these groups is how to equitably spread the burden of improving water quality between heavily regulated point sources and relatively unregulated agricultural nonpoint sources. Hundreds of millions of dollars have been and continue to be spent on legal battles and environmental studies regarding the Chesapeake Bay nutrient issues.

More information on the Chesapeake Bay TMDL is available at www.epa.gov/reg3wapd/tmdl/ChesapeakeBay/tmdlexec.html.

Florida

Florida was in the process of implementing an EPA approved plan for nutrient criteria in 2008 when several environmental groups sued EPA to force immediate development of numeric nutrient standards. They successfully argued that the Florida narrative standards were not adequate for protection of aquatic life and recreational uses. The courts forced EPA to establish stringent numeric nitrogen and phosphorus water quality standards for Florida. The agency later approved some of the standards that were developed by the state. Several lawsuits were filed in response to EPA's actions alleging the standards

Continued on page 64

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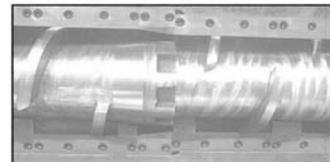
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are not scientifically sound. Florida is an example of how legal actions can force adoption of stringent, technically questionable nitrogen and phosphorus standards even though the state is actively implementing an EPA approved nutrient control plan.

EPA Nutrient Reduction Framework Memo

Very few states have adopted numeric nutrient and phosphorus criteria. Based on the Florida experience, EPA indicated it does not want to set state nutrient standards, instead each state should develop its own standards.

In March 2011, EPA Acting Assistant Administrator Nancy Stoner issued a memo, *Working in Partnership with States to Address Phosphorus and Nitrogen Pollution Through Use of a Framework for State Nutrient Reductions*, which set forth an eight-point approach for states to reduce nutrient loads.

1. Prioritize watersheds.
2. Set watershed goals.
3. Ensure effectiveness of point source permits.
4. Develop watershed plans that target the most effective practices in agricultural areas in highest priority watersheds.

5. Identify tools to reduce nutrient discharges from communities not covered by Municipal Separate Storm Sewers Systems programs (storm water and septic systems discharges).

6. Verify and quantify implementation of best management practices and achieving load reductions in targeted watersheds.

7. Publish an annual report of progress in reducing nutrient loads from targeted watersheds.

8. Develop work plan and schedule for numeric criteria (water quality standards) development.

This "Stoner framework memo" has become a standard guideline used by many states in developing nutrient standards and nutrient reduction programs.

Gulf of Mexico Hypoxia Zone

Nitrogen and phosphorus loads to the Mississippi River basin have been identified as the most significant factor in the dead zone, or "hypoxia zone," in the northern Gulf of Mexico. Hypoxia refers to the condition of low dissolved oxygen. Excessive algal growth results in decreased dissolved oxygen in the lower levels of the water column. Free-swimming aquatic organisms leave the hypoxia zone and other organisms die. Fish and shrimp are less abundant in the Gulf hypoxia zone. The 2008 Hypoxia Action Plan established a goal

of 45 percent reduction in nitrogen and phosphorus loads from the Mississippi River. Figure 1 illustrates the significant nitrogen and phosphorus loads from the Midwestern Corn Belt agricultural states of Iowa, Illinois, Indiana, and Ohio.

In March 2012, a broad coalition of environmental advocacy groups filed a lawsuit against EPA in US District Court for the Eastern District of Louisiana that demands EPA force states in the Mississippi River Basin to adopt stringent numeric nitrogen and phosphorus water quality standards. The suit also demands that EPA prepare a TMDL for the entire Mississippi basin. On the same day, the Natural Resources Defense Council filed a separate lawsuit in the US District for the Southern District of New York that demanded EPA revise the definition of secondary wastewater treatment technology for municipal plants to include nitrogen and phosphorus discharge limits. These minimum "technology-based limits" would be applicable to all municipal wastewater treatment facilities in the United States. These two lawsuits could have very significant impacts on the rendering industry in the Midwest and throughout the country.

EPA Nutrient Criteria

In 1998, EPA developed guidelines for nitrogen and phosphorus water quality standards that included recommendations for 14 "nutrient ecoregion" numeric criteria. These recommendations have received significant criticism from the scientific community due to a lack of scientific evidence correlating excessive algal growth and other negative impacts with specific nitrogen and phosphorus concentrations. Based on the EPA criteria, more than 50 percent of the streams in the United States would exceed the phosphorus criteria and be classified as impaired.

Adoption of these stringent EPA numeric criteria as state water quality standards would result in discharge limits for facilities on small streams that would not be technically or economically achievable. For example, the 1998 EPA criteria for the upper Midwest region are 2.18 milligrams per liter (mg/L) total nitrogen and 0.076 mg/L total phosphorus. The limits of

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biological nutrient removal treatment technology are 3.0 mg/L total nitrogen and 0.10 mg/L total phosphorus. Dischargers to small streams would have extremely stringent limits with values nearly the same as the EPA criteria. Table 1 is a summary of the EPA criteria and four tiers of nutrient removal technology for municipal wastewater treatment facilities. As illustrated, the EPA ecoregion criteria are more rigorous than the limits of technology. Therefore, several states are opting to use the narrative criteria approach rather than the "one size fits all" numeric standard approach. The narrative approach relies on observed stream water aquatic life quality and other indicators of nutrient induced stresses in evaluation of acceptable nitrogen and phosphorus loads.

Iowa Nutrient Reduction Strategy

Iowa released the draft Iowa Nutrient Reduction Strategy for public comment in November 2012, a coordinated plan for assessing and reducing nitrogen and phosphorus discharges to Iowa streams and lakes from point and nonpoint sources. There are two significant overall objectives:

1. Reduce Iowa's nitrogen and phosphorus loads to the Gulf of Mexico by at least 45 percent (as per the Gulf Hypoxia Task Force); and
2. Improve and protect Iowa's waters with respect to nutrient impacts.

The strategy was developed by a cooperative effort of the Iowa Department of Agriculture and Land Stewardship, the Iowa Department of Natural Resources (DNR), and a team of nonpoint source experts from Iowa State University, the US Department of Agriculture, and EPA with significant input from point and nonpoint source stakeholders. The strategy follows the March 16, 2011, Stoner framework memo for state nutrient reduction programs. It was developed in response to the Gulf Hypoxia Task Force goal of at least 45 percent reduction in nitrogen and phosphorus loads to the Gulf of Mexico and the EPA requirements for development of nutrient water quality standards for protection of Iowa's streams and lakes.

Very detailed evaluations of management practices and edge of field

treatment alternatives for reducing nutrient discharges from nonpoint sources are included in the strategy. The evaluation contains capital and operation cost estimates, including costs per pound of nitrogen and phosphorus reduction for each nonpoint source reduction alternative. This is probably the most comprehensive evaluation of nonpoint source alternatives to date in the United States. This information will be used in developing nonpoint source

policy and incentive programs for nonpoint source nutrient reduction.

The strategy is based on the State of Kansas approach to nitrogen and phosphorus standards. The concept was actively promoted to the Iowa DNR by point source discharger groups, including the Iowa Water Environment Association.

The strategy takes the following

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general pragmatic and coordinated approach to nutrient reduction and nutrient water quality standards.

1. Reduce nutrient loads from point and nonpoint sources now.

2. Evaluate stream and lake water quality based on nutrient stressor-response analysis (dissolved oxygen, chlorophyll A, and biological assemblage indicators such as algae, invertebrates, and fish).

3. Continue to reduce nutrient loads as required to achieve water quality goals (adaptive watershed management approach).

4. Evaluate the need for numeric nitrogen and phosphorus water quality standards as part of the DNR triennial water quality standards review process and implement appropriate standards long-term on a site-specific basis

Point sources contribute an estimated eight percent of the total nitrogen load and 20 percent of the total phosphorus load on Iowa's streams and lakes. These relative contributions from point and nonpoint sources are typical of many agricultural economy-based states. Even though point sources have a relatively low impact on the nutrient load to the Gulf of Mexico as compared with nonpoint sources, point sources can have significant impacts on nutrient concentrations and water quality in small streams during low flow conditions.

The point source approach is based on reduction in total nitrogen and total phosphorus discharges from major municipal and industrial wastewater treatment facilities using technology-based total nitrogen and total phosphorus discharge limits. This approach is an alternative to the

numeric stream water quality standard approaches that have been forced on some states by litigation and EPA. The strategy requires installation of nutrient removal at 102 major municipal treatment facilities (facilities greater than one million gallons per day average wet weather design capacity) and 28 major industrial treatment facilities where nutrient removal is economically and technically feasible. Schedules for construction of plant improvements will be negotiated and the schedules will consider affordability.

Industrial wastewater treatment facilities that are subject to EPA categorical industry technology-based total nitrogen and phosphorus discharge limits will continue to have limits equal to EPA categorical industry limits. For example, meat packing and rendering facilities with direct discharge treatment facilities will have total nitrogen limits that are equal to the technology-based EPA Effluent Limitations Guidelines and New Source Performance Standards for the Meat and Poultry Products Point Source Category (40 Code of Federal Regulations, Part 432), or 134 mg/L monthly average total nitrogen concentration. Currently there are no total phosphorus effluent limitation guidelines for meatpacking and rendering facilities. The nitrogen and phosphorus discharge limits will

Table 1. Effluent concentrations (mg/L) achievable with various levels of treatment technology

Level of treatment technology	Total nitrogen	Total phosphorus
1 – Biological nutrient removal (BNR)	10.00	1.00
2 – Enhanced BNR with chemical treatment	6.00	0.20
3 – Limits of BNR technology	3.00	0.10
4 – Limits of technology (membrane processes)	2.00	0.02
EPA ecoregion criteria	3.00	0.07
Typical municipal sewage	25.00	7.00
Typical dead stock rendering wastewater	900.00	40.00
EPA categorical standard for rendering	134.00	No standard



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not be more stringent for 10 years after completion of plant improvements for nutrient removal.

The implementation of nutrient removal at the major treatment plants has the potential for four percent reduction in nitrogen and 16 percent reduction in phosphorus loads from the current total point and nonpoint source annual loads.

The draft Iowa Nutrient Reduction Strategy is designed to achieve a near-term significant reduction in nutrient loads without establishing overly stringent numeric stream water quality standards. It results in efficient expenditure of limited resources in attaining the maximum environmental benefits per dollar invested. The strategy for point sources has received favorable review comments from EPA Region VII and EPA headquarters staff. The draft strategy received favorable review comments from many industrial and trade association groups including the National Renderers Association, American Meat Institute, and Iowa Association of Business and Industry. Some other Midwestern states are considering adopting nutrient reduction programs similar to the Iowa approach.

The draft Iowa Nutrient Reduction Strategy is available at www.nutrientstrategy.iastate.edu.

Summary

The implementation of nitrogen and phosphorus water quality standards will have significant impacts on the rendering industry. Legal actions have forced the adoption of stringent numeric water quality standards in some states that may not be economically or technically achievable with conventional wastewater treatment technology.

Alternative approaches to numeric water quality standards are being developed at the state level. These alternative methods, such as the Iowa Nutrient Reduction Strategy and the Kansas approach, include flexible technology-based discharge limits that result in the most efficient capital investment per pound on nitrogen and phosphorus reduction. Significant reductions in point source nutrient loads are realized now with investment in treatment facility modifications rather than wasting money on litigation regarding appropriate numeric standards. Appropriate numeric stream water quality standards are developed on a site-specific basis over a period of several years, rather than adopting the EPA "one size fits all" ecoregion numeric standards.

Although these nutrient water quality decisions are being made at the state level, there is significant

national attention and pressure from environmental groups to expedite the implementation of nutrient standards. The March 2012 lawsuits may force EPA to take action regarding nutrient standards in the Mississippi River basin and require technology-based nitrogen and phosphorus discharge limits for all wastewater treatment facilities throughout the United States.

It is important that impacted stakeholders, including firms and trade organizations in the protein processing industries such as the meatpacking, poultry, and rendering industries, take an active role in the development of nutrient standards and nutrient reduction policies at the state level. If states do not take action, they are at risk of legal actions that may result in excessively stringent numeric nitrogen and phosphorus standards that result in unachievable nitrogen and phosphorus discharge limits. **R**

Greg Sindt is a senior principal engineer at Bolton & Menk, Inc. Consulting Engineers in Ames, IA, and an associate member of the National Renderers Association. He was a stakeholder who provided significant input to the development of the Iowa Nutrient Reduction Strategy.

Sindt can be contacted at gregsi@bolton-menk.com.



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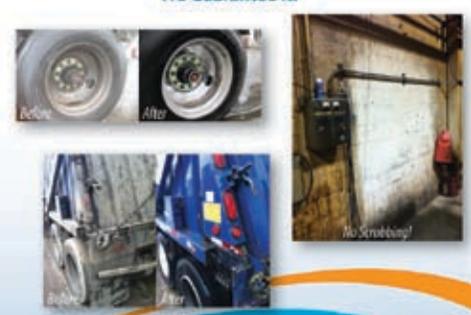
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OSHA Trumps ADA in Drug and Alcohol Testing

Editor's note – Mark A. Lies II is a labor and employment law attorney and partner with the Chicago, IL, law firm of Seyfarth Shaw, LLP. He specializes in occupational safety and health law as well as related personal injury and employment law litigation. Legal topics provide general information, not specific legal advice. Individual circumstances may limit or modify this information.

As most employers are aware, employee impairment at the workplace due to drug and alcohol use is a chronic problem. By some studies conducted of workplace accidents, 20 percent or more of employees at the typical workplace are impaired due to drug and alcohol usage on any given day. Post accident drug and alcohol tests confirm the significant number of fatalities and serious injuries that have been caused by such impairment. A recent federal court decision, *Equal Employment Opportunity Commission (EEOC) v. United States (US) Steel Corporation, et al.*, Civil Action No. 10-1284 (February 20, 2013), gives employers added support for random drug and alcohol testing to combat these safety risks.

The case involved a US Steel facility in Clairton, PA, which had established a random drug and alcohol testing program for its probationary employees at its coke production plant. The company's goal was a "drug- and alcohol-free workplace." A probationary employee was selected for a random breath alcohol test that indicated the presence of alcohol. The employee claimed the positive test result was attributable to her diabetic condition. She was terminated and filed a charge with the EEOC claiming discrimination under the Americans with Disabilities Act

(ADA). The EEOC brought a court action against the company claiming that the random alcohol test violated the ADA.

The ADA does not permit employers to conduct medical examinations of employees once the employee has commenced employment, unless the employer can establish that the medical examination is "job related and consistent with business necessity." The EEOC claimed that the company had not met its burden to permit such testing.

The court disagreed and found that the company had proved that the coke plant was an extremely dangerous workplace given the nature of the equipment, molten coke, and the various employee job duties in the vicinity of the operation.

The court also recognized that the drug and alcohol testing was related to legitimate safety concerns, including the obligation under the Occupational Safety and Health Administration's (OSHA's) General Duty Clause, to protect employees against hazards to their safety and health. The court held "there is no question that maintaining workplace safety is a legitimate and vital business necessity."

After an extensive analysis, the court granted the company's motion for summary judgment dismissing the lawsuit.

Conclusion

This decision is meaningful as it provides strong support for employer efforts to maintain workplace safety by eliminating injuries due to drug and alcohol impairment. Employers should consider the efficacy of such programs as a means of reducing such injuries and a means to prove to OSHA that they are taking all reasonable means to eliminate accidents caused by such impairment.

There is one important caveat regarding such programs. Where this decision relates to federal law, employers must also determine whether there are any state law restrictions on such programs and tailor those programs to comply accordingly. **R**



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Letters

Dear Editor,

Great industry magazine with super possible sales contacts. Nice news stories. Thanks!

Mary Hukill
Empowermidwest
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Dear Editor,

Thank you so much for sending *Render* to me for so many years. I look forward to reading it and the updates on what is happening. I was at the PCRA [Pacific Coast Renderers Association] meeting when we voted to okay the publication. Frank Burnham was elated. I have a large box full of *Render* magazines since the onset. I am looking forward to more. I turned 90 on January 3, 2013.

You are really appreciated!
Gil Metzler
(formerly with Royal Tallow
and Soap)
Philomath, OR

Correction

It was reported in "New Grease Theft Law in North Carolina" on page 12 of the February 2013 issue of *Render* that starting January 1, 2013, anyone collecting and hauling used restaurant grease in North Carolina will have to carry liability insurance of \$1 million. It has been brought to our attention that the insurance requirement was removed from the bill prior to the legislation being approved. *Render* apologizes for any inconvenience this error has caused.

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Bagwell Donates to Poultry Endowment, Inducted into Hall of Fame



Elton Maddox (*right*) accepts the donation from Chantal and Tommy Bagwell.

The USPOULTRY Foundation accepted a \$1 million gift from Tommy and Chantal Bagwell to endow the Leland Bagwell Education and Innovation Fund. The fund is in memory of Leland Bagwell, founder of American Proteins and past chairman of the Southeastern Poultry and Egg Association (now United States Poultry and Egg Association), and recognizes the many contributions the former vocational agriculture teacher and

visionary leader made to the poultry industry. The \$1 million gift will offer young people the opportunity to be a part of the poultry industry with a focus on innovation, education, and providing opportunities to lower-income students.

"My wife and I decided to focus most of our philanthropy on education issues so as to provide an opportunity for students," remarked Tommy Bagwell, chairman and chief executive officer, American Proteins. "We established our own family foundation for this purpose. We normally do not give to endowments; however, we made an exception for the Harold E. Ford Foundation. The first reason concerns Harold Ford and my father, Leland Bagwell, and their friendship. The second, the poultry industry is where our family has made its living. Finally, we could not think of a better steward of these funds than people from the poultry industry."

"We are honored and grateful to receive this \$1 million gift," said Elton Maddox, treasurer, USPOULTRY Foundation. "The endowment will help support the US Poultry and Egg Harold E. Ford Foundation's mission of continuing to attract young leaders to our industry, as well as fund research that will ensure the poultry and egg industry's sustainability and prosperity in the future."

Shortly after the donation, Tommy Bagwell was inducted into the Northeast Georgia Business Hall of Fame for his well-known involvement in the economic and civic development of northeast Georgia, as well as the entire state. He was recently appointed to the Georgia Governor's Energy Policy Council, is an active member of the Republican Governors Association, and is involved in many local organizations, such as the Northeast Georgia Council of the Boy Scouts, the Forsyth Rotary Club, and the Kennesaw State University Board of Trustees.

Haarslev to Build Italian Rendering Plant

The Danish company Haarslev Industries has secured an order for a new greenfield rendering plant in Italy for the Amadori Group. The facility will be built near the company's headquarter in Cesena, Italy.



The plant will consist of two continuous rendering lines: one line for meat by-products and one for processing feather. The lines will be built utilizing the latest technology in process control and energy conservation. Plant installation and start-up will take place during second quarter of 2013.

Founded 40 years ago in San Vittore di Cesena, Amadori is one of the leading companies in the Italian agro-food sector with sales in 2011 of over 1.2 billion euros (\$1.5 billion USD). The company relies on collaboration with over 7,000 workers and has industrial plants, subsidiaries, and branches all over Italy.

NCBA Votes Officers

Scott George, a dairy and beef producer from Cody, WY, was elected president of the National Cattlemen's Beef Association (NCBA) in early February. Others elected include Bob McCan, Victoria, TX, as president elect, and Don Pemberton, Hopkinsville, KY, as the association's vice president.

Fines for Waste Oil Sludge Discharge

Green Diesel Canada, Ltd., of Hamilton, ON, Canada, was fined \$120,000 for discharging waste oil sludge into a municipal ditch in the City of Hamilton, impairing the ditch and the downstream receiving waters. The company has approval from the Ministry of the Environment to transport waste cooking oil and processes this oil for sale, generating an oil sludge that must be properly managed and disposed of.

The ministry responded to reports of oil being dumped to a ditch on Swayze Road in Hamilton and a truck registered to Green Diesel Canada was later found to have been in the area. Thousands of liters of a greasy oily substance were found in the ditch that was cleaned up by the City of Hamilton. The ditch flowed to Sinkhole Creek, a tributary of Twenty Mile Creek that flows into Lake Ontario.

About two months later, a City of Hamilton employee noticed a tanker truck stopped at the same turnaround on Swayze Road and upon checking the site found thousands of liters of waste oil sludge in the ditch. The tanker truck was registered to Green Diesel Canada. The site was cleaned up again by the City of Hamilton.

The company was fined a total of \$120,000, plus victim fine surcharges of \$30,000, and was given 12 months to pay. In addition, the court issued a restitution order requiring Green Diesel Canada to immediately pay the City of Hamilton \$25,371.11 for the clean-up costs of the two spills.

Long-time SRC Member Passes

Alfred Franzoia Sr., a long-time member of the Sacramento Rendering Company (SRC) family, passed away in February at the age of 91.

Back in the early 1900s, Franzoia's father, Sabino, co-founded what was then called Sacramento Reduction and Tallow Works. Alfred eventually obtained ownership from his father and continued to work at the company in collection and processing, even after selling to the Koewler family when it was renamed Sacramento Rendering. He dedicated over 55 years to the company until his retirement.

Franzoia was one of the early members of the Pacific Coast Renderers Association and an avid golfer, winning the association's golf tournament numerous times. He is survived by his wife, Denise, six children, and 16 grandchildren.

Poultry Association Elects Officers

James Adams, president and chief executive officer of Wenger Feeds, was elected chairman of the board of directors of the United States Poultry and Egg Association during the group's annual International Poultry Expo in Atlanta, GA.

Adams received his bachelor of science in poultry technology and management and a master's in business administration, both from Penn State University. He joined Wenger Feeds in 1980 and held a variety of responsibilities in egg production, feed manufacturing, transportation, purchasing, and sales and marketing. Adams has served on the association's board of directors since 2002.

Other officers elected were Elton Maddox, Wayne Farms, as vice chairman; Sherman Miller, Cal-Maine Foods, as treasurer; and Paul Hill, West Liberty Foods, as secretary. Mark Waller, Ingram Farms, became immediate past chairman.

New Process Line for Australian Renderer

A.J. Bush & Sons (Manufacturers) Pty Ltd., the largest independent service renderer in Australia, recently put into full production a new continuous high temperature rendering process at its New South Wales processing plant. This new process line was designed, supplied, installed, and recently commissioned by Keith Engineering (Australia) Pty Ltd.

A.J. Bush and Keith Engineering have a long history in rendering dating back to the 1960s. Originally established in 1956 by Jack Keith, Keith Engineering pioneered the continuous high temperature rendering process in the early 1960s in conjunction with the Jerome Brothers of Baker Commodities in the United States. The process was further enhanced by the association formed in 1963 with Jack Dupps of The Dupps Company, also in the United States. A.J. Bush was among the first to use this technology in Australia. Many years later and after using many varied processes over the years, including low temperature (or wet rendering) in the 1990s and more recently the "hybrid" low temperature/high temperature combined process, A.J. Bush has returned to the trusted and durable latest evolution of the Keith continuous high temperature process in this new 20 metric ton per hour prime production line.

The plant can process up to 20,000 kilograms (44,000 pounds) of mixed raw material per hour and is housed in a purpose-built building occupying a restrictive parcel of land without compromising maintenance access or operator movements. The latest technology metal detection systems and electronic control package with recorded data access was incorporated to facilitate low operator levels and improved process management.

The continuous high temperature rendering process and satellite tube cooker design was preferred by A.J. Bush due to their vast hands-on experience with the various process methods currently available today. Process footprint, energy efficiency, odor profile, as well as product yield and quality led the renderer to the Keith high temperature process.

Through their longstanding 40-plus year association with The Dupps Company, Keith Engineering was able to offer the best possible options regarding sizing and the performance required for raw material reduction, cooking, and pressing equipment. The plant consists of a Dupps Precrusher, 260U Super Cooker, 12-10-4 Expeller Pressors, and a Keith fixed hammer Supermill. The process layout and respective material handling systems from raw material receiving bins through metal detection, screw conveyors, pumps, pipelines, odor control, and building ventilation were all part of the Keith Engineering scope of supply, as was the design supply, installation, and commissioning of the electronic programmable logic controller and data acquisition package.

To maximize the natural contours of the site and reduce building requirements, the live bottom raw material receiving bin was designed with a hydraulically operated lid. Cake bins were fitted with breathable membrane covers allowing heat and vapors to escape and dust to be contained.

A first for the Keith process was the installation of a bottom cooker discharge control screw, quite unconventional in that the discharge control screw actually holds back the discharge of the flooded cooker, as opposed to drawing material from the cooker as is the case with other bottom discharge systems. As such, tallow and solids can be control discharged from the cooker, having the same consistency as the material within the cooker, offering superior and consistent temperature control.



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U.S. Poultry and Egg Association	www.poultryegg.org
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