

July 2006

# Petfood Industry

WATT

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*Antonio Teixeira de Miranda,  
president of Total Alimentos SA in Brazil*

**Industry leaders** ▶ See p. 12  
**speak out**

**The SOURCE**  
**2006**

*Petfood Industry Directory* ▶ See p. 18

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# Petfood Industry

July 2006 Volume 48, Number 7

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## Fear itself

### Stress is much more likely to hurt you than the avian flu

**H**ow can the media and government best protect public health? They can stop spreading the fear epidemic by being careful not to sound false alarms! No such luck; fear mongers, in both media and government, are having a field day with the bird flu. Petfood manufacturer trade associations are busy explaining that there is no danger to dogs and cats from eating commercial petfood containing poultry ingredients.

Erring on the side of caution, the US Centers for Disease Control and Prevention (CDC) has offered advice to pet owners. It recommends that cat owners keep their pets indoors and not permit them to have contact with wild birds. Dogs should be leashed when outside and neither dogs nor cats should be fed raw poultry products. This disease has only been found in cats outside the US that consumed raw poultry or dead birds and one infection was recently reported in a dog, but as yet it is unconfirmed.

#### False alarms

Marc Siegel, MD, author of *False Alarm*, notes that “the greatest problem among my patients isn’t bird flu; it is fear of bird flu.” That’s bad news, because fear causes stress, and stress is bad for



your health. It increases rates of stroke, heart disease, overeating and smoking.

Why are people frightened out of proportion to the risk, which is near zero for anyone except bird handlers? One reason is the comparison to the bird flu of 1918. But a species barrier protects us from the current bird flu unless there are several more mutations to the viral DNA. Also, there are many differences between 1918 and now. Almost 100 years ago, many flu victims died of pneumonia, because modern antibiotics did not exist. There were also no flu vaccines or antiviral drugs. Furthermore, back then, the flu epidemic gained a foothold by affecting soldiers who were exhausted, packed together in trenches and lacked access to hygiene.

Lately, bird flu has been the hot topic. But, according to Siegel, “it

**Our methods of making vaccine are needlessly antiquated.**

— Tim Phillips



is the current garden-variety human influenza, not bird flu, that deserves more attention. Our yearly flu kills over 30,000 people in the US and hospitalizes over 100,000. And our methods of making vaccine are needlessly antiquated.”

#### Unrewarding production

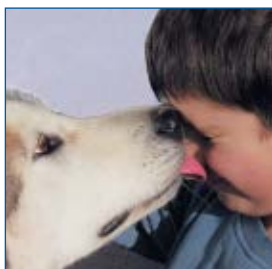
Vaccine makers, who work on a narrow profit margin, use a chicken-egg medium to make a vaccine stock that takes anywhere from three to six months to produce. Siegel notes that, “upgrading vaccine manufacture means shifting to expensive methods based on genetic engineering; government subsidies; or changes in the laws that make vaccine production so unrewarding, may be required.”

A rational policy would be to upgrade vaccine production and support global control of diseased birds. But don’t hold your breath. ➔

*Dr. Phillips is the editor of Petfood Industry magazine. He can be reached at Tel: +1.815.734.5644, E-mail: phillips@wattmm.com.*

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# Industry News

## Old Mother Hubbard appoints VPs

Old Mother Hubbard welcomes Mark Shuster to the position of vice president of marketing and has named Jeanne Lizotte to the newly-created position of vice president of new products. Shuster will lead Old Mother Hubbard's marketing organization. He will be responsible for developing the company's marketing strategy, identifying new approaches to reach consumers and driving continued rapid growth. Shuster brings over 25 years of experience with fast-paced, consumer-driven brands. Most recently he was the chief marketing officer for Timex Incorporated. As vice president of new products, Lizotte will be responsible for identifying, developing, validating and launching new products. She was previously VP of marketing for Old Mother Hubbard. In the past five years, Lizotte has developed several line extensions for the Old Mother Hubbard and Wellness brands.

## German pet market up 2.3%

The German market for pet supplies grew by 2.3% to €3.1 billion last year, according to reports in *PET in Europe* magazine (June 2006). While sales of accessories and care products reached €791 million, the petfood market grew by 1.6% to €2.3 billion. The market for cat food continues to be the largest single segment. In addition to dry cat food sales of €227 million (up 8.6%) and €111 million (up 4.7%) for treats and cat milk, moist food sales also increased by 1.5% to €765 million, resulting in overall growth of 3.2% to €1.1 billion.

The market for dog food presents a different picture—while dry food (including semi-moist food) was up 3.1% to €369 million, sales of moist food fell by 3% to €326 million and sales of treats were down 0.8% to €253 million. As a result of these movements, overall sales in the dog food segment declined by 0.1% to €948 million.

The small animal segment (i.e., guinea pigs, hamsters and rabbits) continued to enjoy a positive growth of 7.2%, with sales of €107 million. This sector has now developed into the third-biggest food segment for Germany.

Distribution channels for petfood and accessories remained unchanged. Supermarket chains (including drugstores and discount stores) continued to be the main sales channel for petfood with a share of 67% and sales of €1.5 billion.

## Smurfit-Stone sells consumer packaging

Smurfit-Stone Container Corporation recently announced that it has entered into a definitive agreement to sell all of the assets of its consumer packaging segment to a company formed by Texas Pacific Group for approximately US\$1.04 billion in cash. Texas Pacific Group has arranged fully-committed financing for the transaction, which the parties expect to complete by the end of the second quarter. The businesses to be sold employ approximately 6,600 employees and include:

- Four coated recycled boxboard mills;
- Thirty-nine consumer packaging converting operations in the United

States including folding carton, multi-wall and specialty bag, flexible packaging, label, contract packaging and lamination businesses; and

- One consumer packaging converting plant in Brampton, Ontario, Canada.

Smurfit-Stone also announced that John M. Riconosciuto has resigned as the company's chief operating officer to become the chief executive officer of the newly-formed consumer packaging business for Texas Pacific Group.

## Alltech biotechnology news

Seventy-one different countries were represented by the 1,550 delegates at the annual Alltech Feed Industry Symposium, which took place in Lexington, Kentucky,



USA on April 23-26, 2006. The theme was 'new realities' in pet nutrition, represented by the emerging new sciences of glycomics and nutrigenomics. Speakers included:

- Dr. Kelly Swanson, University of Illinois, USA, who highlighted the cognitive effect of aging and the promise of genomic biology.
- Dr. Fernando Rutz, of the Universidade Federal de Pelotas, Brazil, who explained how obesity is an issue for dogs, since it can lead to typical human diseases such as diabetes. Rutz highlighted the effects of this development in pet nutrition and medicine.
- Dr. Cheryl Dikeman, of the Henry Doorly Zoo, USA, discussed the nutritional link between zoo animals and companion and farm animals. She emphasized the importance of infancy in captivity, which provides tremendous opportunities for academic and industrial research.

## German petfood sales

Table 1. 2005 sales for petfood (in millions €) in Germany. Source: IVH, as reported by *PET in Europe*.

Dog food	million€	% chg.	Cat food	million€	% chg.
Moist food	326	-3.0%	Moist food	765	+1.5%
Dry food	369	+3.1%	Dry food	227	+8.6%
Treats	253	-0.8%	Treats	111	+4.7%
<b>Total</b>	<b>948</b>	<b>-0.1%</b>	<b>Total</b>	<b>1,103</b>	<b>+3.2%</b>

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Other speakers included Dr. Ronan Power and Dr. Kates Jacques from Alltech; Dr. Inge Russell, Heriot-Watt University, Scotland; Dr. Timothy Bowser, Oklahoma State University, USA; and Dr. Dan Carey, The Iams Company, USA. Video highlights from the Symposium are available online at [www.alltech.com](http://www.alltech.com). For a copy of the proceedings, E-mail: [info@alltech.com](mailto:info@alltech.com).

In other news, Alltech recently broke ground for their new state-of-the-art sales

office and research laboratory located on 27 acres on the northeast edge of Brookings, South Dakota, USA. The building plans include a 20,000-square-foot laboratory and office, and a 30,000-square-foot warehouse and production facility. Construction on the new facility began in May. The laboratory will make value-added products from agricultural products including distiller's grains. The company has recently launched an enzyme product that will help with the

digestibility and reduce the variability of spent grains in ruminant and non-ruminant animals.

Alltech Biotechnology also recently received a US\$1 million grant to help build its Center for Animal Nutrigenomics and Applied Animal Nutrition at the company's headquarters in Nicholasville, Kentucky, USA. The center is expected to create 40 research and development jobs over the next five years.

## Aeroglidge announces expanded production capabilities

Cary, North Carolina, USA-based Aeroglidge Corporation has announced expanded production and technical capabilities. Following the recent acquisitions of Food Engineering Corporation in 2002 and the National Drying Machinery Company in 2004, the firm has more than doubled its technical center for testing, expanded its capabilities in the use of three-dimensional design technologies and has invested in additional laser-cutting technology, with the ability to cut up to 1/2-inch-thick stainless steel. According to Aeroglidge, these investments in tooling, technology and personnel ensure greater precision in the design and manufacture of drying and cooling equipment, and provide greater flexibility in supplying an ever-growing market in replacement parts, dryer rebuilds and dryer expansions.

## Final NRC report published

After nearly three years of editing, NRC's Nutrient Requirements of Dogs and Cats has been released. Updating recommendations last made by the National Research Council in the mid-1980s, the new NRC report for dogs and cats provides nutrient recommendations based on physical activity and stage in life, major factors that influence nutrient needs. It looks at how nutrients are metabolized in dogs and cats, indications of nutrient deficiency and diseases related to poor nutrition. The report provides a valuable resource for industry professionals formulating diets, scientists setting research agendas, government officials developing

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## Brand new

This is data from Euromonitor's yet-to-be-released 2006 report on the petfood industry. As the market for premium products is fueled by large manufacturers such as Iams, Hill's and Nestlé, smaller scale manufacturers like Solid Gold and Eagle Pack are focusing on natural and organic products. Go to [www.petfoodindustry.com](http://www.petfoodindustry.com) for a link to Euromonitor's petfood reports.

Category	US\$ million 2005	US\$ million 2010	% growth
Premium dog food	8912.7	10839.6	21.6
Mid-priced dog food	9180.7	10077.9	9.8
Economy dog food	3815.1	4214.4	10.5
Dog treats and mixers	3994.9	4786.1	19.8
<b>Total dog food</b>	<b>25903.4</b>	<b>29917.9</b>	<b>15.5</b>
Premium cat food	6689.2	7907.3	18.2
Mid-priced cat food	6548.8	7093.8	8.3
Economy cat food	2306.9	2342.6	1.5
Cat treats and mixers	629.5	756.1	20.1
<b>Total cat food</b>	<b>16174.4</b>	<b>18099.9</b>	<b>11.9</b>
<b>Total dog &amp; cat food</b>	<b>42077.8</b>	<b>48017.8</b>	<b>14.1</b>

Global sales of dog and cat food in 2005 and the 2010 forecast (retail). Copyright and database right Euromonitor 2006.

regulations for petfood labeling, and as a university textbook for dog and cat nutrition. It can also guide pet owners' feeding decisions for their pets. It is a 600-page, hardback book, priced at US\$295; save 10% if you order online, [www.nap.edu/catalog/10668.html](http://www.nap.edu/catalog/10668.html).

## WATT names research director

Joyce Neth joined WATT Publishing Company on April 19, 2006 as director, Research & Insight. Neth will lead the organization's marketing and sales research function to support print and electronic editorial, sales, in-person products and consulting services. Prior to joining WATT Joyce was research director of Quincy Newspapers, Inc. She also held senior research positions



Joyce Neth

at the St. Louis Post Dispatch, and the Tribune-Review Publishing Company. She was one of three founding partners of a public relations firm that specialized in communications strategies for energy and environmental industries. Earlier in her career she was an internal consultant, public relations and research specialist and marketing engineer for Westinghouse Electric Corporation.

## Addition to Laboratory directory



In the May issue of *Petfood Industry*, the Laboratory directory inadvertently excluded the listing for Panelis, a French palatability testing facility for dry and wet cat and dog food and treats. The following information should have been included in that listing: Panelis, Za du Gohelis, 56250 Elven, FRANCE, Tel: +33.297.93.84.38, Fax: +33.297.93.88.39. Contact: Christelle Tobie, E-mail: [panelis@diana-ingredients.com](mailto:panelis@diana-ingredients.com), Website: [www.spf-diana.com](http://www.spf-diana.com). Services provided: F1 (palatability/feeding trials).

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# Industry leaders speak out

Miranda, Wheeler, Collings and Kuenzi share their views

BY TIM PHILLIPS, DVM

**T**he state of the global petfood industry is positive. I am optimistic," declares Antonio Teixeira de Miranda, president of Total Alimentos SA in Brazil. "There are terrific prospects and tough challenges ahead," he observes. "I think the petfood market is ready to continue strong growth in emerging and mature markets."

Euromonitor International echoes Mr. Miranda's assessment. Their report, *The World Market for Petfood and Pet Care Products*, predicts global sales of dog and cat foods will grow from US\$42 billion to US\$48 billion from 2005 to 2010. (Go to [www.petfoodindustry.com](http://www.petfoodindustry.com) for a link to Euromonitor's petfood reports.)

*Petfood Industry* magazine recently asked several industry leaders to answer questions about the petfood industry. Here is some of what they had to say. *Editor's note: Comments from the European petfood manufacturers' trade association (FEDIAF) were not available at press time.*

## Safety & trade barriers

*Antonio Teixeira de Miranda, Total Alimentos, SA  
[miranda@totalalimentos.com.br](mailto:miranda@totalalimentos.com.br)*

In addition to being president of Total, Antonio Teixeira de Miranda is the immediate past chair of the Brazilian petfood manufacturers' trade association (ANFAL). He believes that, "the petfood industry has two big challenges:

- Providing the true petfood safety expected by pet owners; and
- Eliminating commercial barriers designed to protect certain petfood markets. They are often justified under the guise of food safety."

"R&D has made positive changes possible in the quality of petfood ingredients, products and packaging," says Miranda. "However, huge investments must be made in training, building the correct layout and buying equipment, in order to meet the demand for safe and consistent petfoods. In addition, we are faced with specific restrictions, such as GMO-free and ruminant-free."

Miranda went on to predict, "new petfood facilities will be needed to replace many of the existing ones. There is no way to follow the GMP and HACCP rules without the



**"Huge investments must be made."**

Miranda

correct layout, equipment and building construction. The petfood industry is moving towards human food standards. Petfoods will increasingly be marketed side by side with people food.”

He points out that, “we worked hard to implement international GMPs, HACCP and ISO 9000. We have focused on safety for our employees and our products. Since 1995, we invested in new technologies such as co-extrusion, pillow pack products, unique snacks and adding meat and milk ingredients. However, during the last four years our company has focused on the food safety challenge so that we can export worldwide.”

Finally, Miranda asserts that, “commercial barriers based on sanitary restrictions are our company’s most difficult challenge.”

## Improving the industry

**Robert Wheeler, Hill’s Pet Nutrition**  
[info@petfoodinstitute.org](mailto:info@petfoodinstitute.org)

Robert Wheeler is the CEO of Hill’s Pet Nutrition and the current chair of the US Pet Food Institute’s Board of Directors. He points out that, “PFI’s relationships with regulators, other associations and the media have helped solve a variety of petfood industry problems. For example, PFI has helped the industry deal with the discovery of BSE cases in the US and the growing worries over avian influenza.”

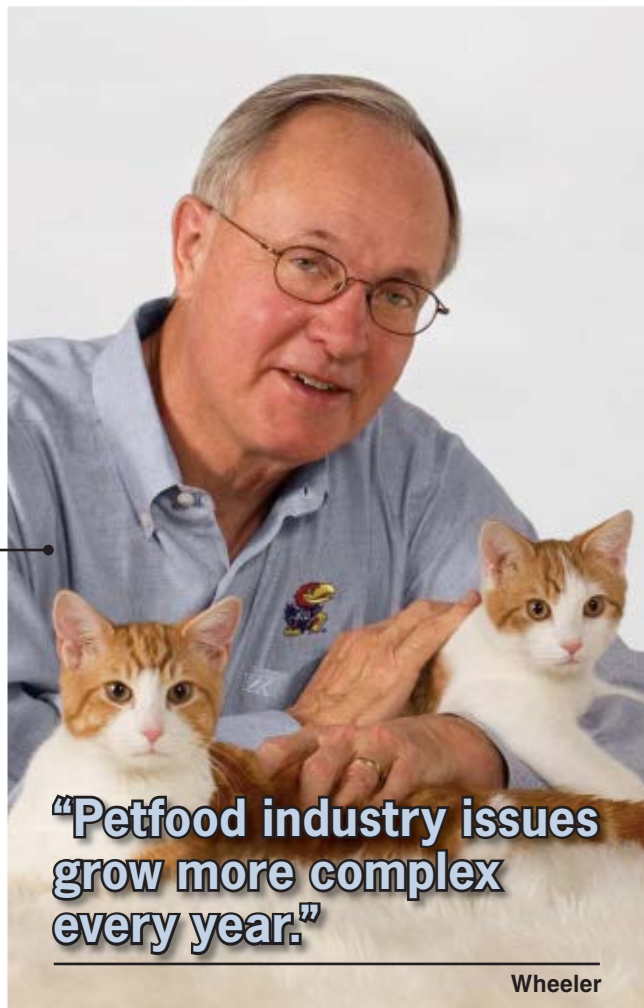
He notes that, “the association has also been successful in moving forward the use of new petfood ingredients. We recently hosted an unprecedented summit with FDA and others on the regulatory approval and use of novel materials.”

Wheeler tells *Petfood Industry* that, “at the state level, PFI has fought petfood taxes. Internationally, PFI continues to improve the trade environment for members. Trade barriers, particularly sanitary and phytosanitary barriers, that are almost always unjustified, have continued to impact everyone with international operations.”

### Dealing with misinformation

He thinks, “petfood industry issues grow more complex every year. Dealing with misinformation spread by some groups continues to be one of PFI’s greatest challenges. I don’t see that diminishing anytime soon. In addition, the growing internationalization of the petfood industry continues to pose challenges. PFI members do business in scores of countries and are always looking for new markets. Emerging economies in Asia, particularly China and Eastern Europe, continue to put great demands on PFI to facilitate fair trade. PFI has an increasingly important role in speaking for the industry with a strong, unified voice.”

Wheeler asserts, “the industry has been going through some tumultuous changes.” He believes, “the best way I see



to help PFI during my tenure as its chairman is to assure we continue working together constructively to address industry issues that impact us all. It’s my responsibility to persuade my fellow industry leaders to encourage their staff to actively participate in PFI committees. It’s good for them to be involved and critical to the success of the association.”

He points out that, “the petfood industry is highly competitive and dynamic. There has been a spate of consolidations lately but at the same time we see a continual influx of new companies finding highly successful niches. Across the world people are realizing the enjoyment pet ownership brings. As a rising middle class comes into being in many developing countries, I expect to see a growth in both pet ownership and petfood use. I also think we will see the pace of product innovation continue. As we learn more about the benefits of good nutrition, I think we will see an increase in products designed to keep pets healthy and help those with problems.”

Wheeler sums up by saying, “PFI is well positioned to continue being an effective advocate for its members. There is a lot of hard work ahead, so I encourage your readers to get more involved with PFI.”

## R&D speed

George Collings, PhD, consultant  
gcollings@centurytel.net



**“The speed of product development is more important than ever.”**

Collings

Dr. Collings is currently president of Collings Nutrition Solutions. He was recently with AFB as VP of Science & Technology. Before that, he was the VP of Research & Development at Sunshine Mills, director of Nutrition at Hill’s Pet Nutrition and research manager at Ralston Purina.

Dr. Collings notes that the petfood industry has gone through many phases since he first became involved in petfood product development in 1979. He states that, “the great majority of manufacturing is now directed by less than 25 companies around the world with fewer and fewer retail options.”

### New items with a health focus

Collings points out that, “today’s consumer continually wants new items with a health focus for their pet. If the owners get variety in their own diet, their pet should get variety too. Years ago, a brand would have a handful of line extension products being mindful of product turnover and shelf life. A brand in today’s market can have several line extensions, some with a low turnover. In addition, competition is quick to respond with their own version of any unique product, adding to the sea of products in most stores.”

He asserts that, “the speed of product development is more important than ever. This push for new products has led to an enormous increase in patent applications to keep a competitive advantage. It is more difficult today for small companies to bring an innovative concept to market, although some have.”

Collings predicts that, “we will see a steady growth in the supplement and treat markets for pets. There will also be a major

push towards products that are made with ingredients used in human foods. Packaging appearance will continue to improve and products will become more appealing to the human eye.

From a production point of view, he believes, “we will see more manufacturing done outside the US to reduce the overall cost of goods.” He notes that, “it has been years since a new technology like extrusion or canning has entered the marketplace. I believe that a new processing technology could be on the ten-year horizon opening up multiple new product concepts.”

He thinks that, “over the last 15 years, some good ingredients have been vilified for marketing reasons. As the number of ingredient options decline, the chance of developing successful products also declines. In addition, product concepts with unique ingredients lead to plant and manufacturing complexity and higher costs. For example, almost all products today must be stabilized with natural preservative systems for marketing reasons. Stabilizing products naturally for a 12-18 month shelf life is one of the most difficult product development tasks today.”

Finally, Collings states that, “regulatory variability between countries is high. This causes trade problems and product transfer between countries. It adds to package inventories and labeling conflicts.”

## Growing and healthy

John Kuenzi, CJ Foods  
JKuenzi@cjfoodsinc.com

John Kuenzi is the owner and president of CJ Foods, Inc., a custom producer and packager of extruded animal and companion pet diets. Its plants are located in Pawnee City, Nebraska and Bern, Kansas, USA.

Kuenzi believes that, “both the US and global markets are growing and healthy. The US petfood market is still one of the few manufacturing industries where US manufacturers have a significant and defensible competitive advantage. We owe this to the closeness of our raw materials, economy of scale and a mature yet growing petfood market.”

Kuenzi predicts, “the large number of acquisitions over the last few years will likely continue, typically in response to movement by other players. Companies are meeting strategic objectives by purchasing businesses that maximize brand positions.” He also predicts:

- “Like all industries, the petfood business has and will continue to change as a result of globalization. Several forces are leveling the global playing field.
- The US market will continue to see an increase in all-natural and organic diets, functional foods with specific health benefits and unique products that promote the human-animal bond. Humanization of dogs and cats will also continue to spread.
- Convenient packages for a lifestyle on-the-go will play an increasing role.
- Supply chain and data management will become critical.
- Product development will change to a more open model

with an increase in outside ideas being commercialized internally through acquisition and royalty agreements.”

Talking about CJ Foods’ recent accomplishments, he says, “in 2002 we brought our new Bern, Kansas facility on line with some unique processing systems. We now have some special capabilities. We continue to focus on efficiency with company-wide lean initiatives, comprehensive supply chain management, innovative technology, training and other programs.

He cites these challenges:

- Heightened scrutiny of product quality due to consumer issues.
- Energy and logistics costs have made it difficult to maximize profitability.



**“The speed of change is probably the hardest thing to handle.”**

Kuenzi

- An ever-increasing regulatory burden which adds cost with little perceived value to the consumer.

Kuenzi sums up with, “the speed of change is probably the hardest thing to handle. Making good decisions in the face of rapid change is a constant challenge.”

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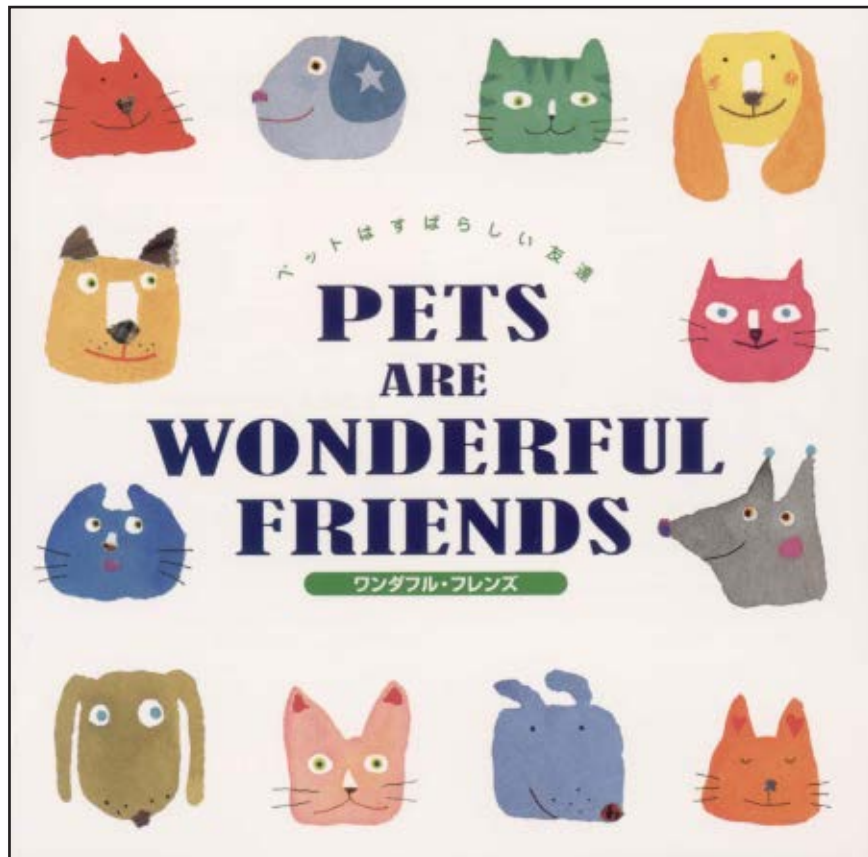
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# Proper pet nutrition in Japan

PFI sponsors veterinary lectures in Tokyo

BY STEPHEN PAYNE



**Wonderful Friends** (or “petto to ku ra su” in Japanese)—PFI’s pet owner outreach publication used throughout Japan.

**T**he Japanese market for US-made dog and cat food, according to US government trade statistics, ranks as the nation’s second-largest export market, behind Canada. In 2005, US petfood companies shipped almost US\$200 million worth of dog and cat food to Japan. This is why, for the past 13 years, the Pet Food

Institute (PFI) has been actively training Japanese veterinarians on the advances in pet nutrition and working to teach Japanese pet owners about the importance of feeding the country’s 12.1 million pet dogs and 8.5 million pet cats a complete and balanced petfood diet.

PFI’s marketing program representative in Japan, Yuko Adachi,

explains the importance of the market and the veterinary education seminars: “The pet boom in Japan has continued for close to a decade and has gained even more momentum in the last few years. However, Japanese veterinarians and many pet owners still need more information about nutrition for small animals, with only a handful of veterinarians having specialized knowledge about nutrition.” The seminars that PFI sponsors every year are designed to provide nutrition-specific training to Japanese veterinarians so they can go on to educate pet owners through their practice.

## PFI teaches veterinarians

This past March, PFI had the opportunity to continue its program of veterinary education by conducting two seminars—one in Tokyo, and one at the annual meeting of the Japan Veterinary Medical Association in Tsukuba, a suburb two hours outside the capital city.

Speaking on behalf of PFI was Dr. Kathryn Michel, a veterinarian and professor at the University of Pennsylvania Veterinary Hospital in Philadelphia, Pennsylvania, USA. PFI’s work in Japan is funded by the USDA Foreign Agricultural Services’ Market Access Program, a grant program designed to expand export opportunities for US petfood companies. In previous program years, Dr. Michel has made presentations on behalf of PFI at veterinary seminars in Mexico and in China.



At the first seminar, Dr. Michel shared the latest research on treating diabetes in dogs and cats with the 50 veterinarians in attendance. Stressing the importance of nutritional treatments for diabetic pets and good body condition scores for all pets, Dr. Michel gave the veterinarians a primer in steps they can use in their practices to help treat, and hopefully prevent, the disease. Dr. Michel's presentation was followed by a brief lecture on critical diabetes care from PFI's spokesperson in Japan, Dr. Toshinori Sako.

Dr. Michel was pleased to see the level of care Japanese pet owners take with their pets. "The Japanese clearly cherish their pets and want the best care possible for them," she said, concluding her presentation.

## Second verse

After a short journey to the Tokyo suburb of Tsukuba, PFI conducted its second, much larger veterinary seminar at the annual meeting of the Japan Veterinary Medical Association (JVMA). PFI was the first outside



Yuko Adachi, PFI's representative based in Tokyo; Dr. Kathy Michel, University of Pennsylvania; and Dr. Toshinori Sako, PFI's veterinary spokesperson in Japan.

organization accepted to present at the JVMA's annual meeting. In this course, Dr. Michel focused on long-term dietary effects and attracted well over 100 practicing veterinarians and students.

Titled "Feeding Pets for Health and Longevity: What Really Counts," this seminar focused on showing veterinarians the best ways to

communicate with their clients to ensure pets receive optimal nutrition, while avoiding the negative health effects of obesity. Since Japan has an aging pet (as well as human) population, the weight gain sometimes associated with getting older is of paramount concern to Japanese veterinarians. By teaching veterinarians about proper pet diet and body condition, they in turn can educate their clients—spreading PFI's message of proper pet care through good nutrition.

Following her talk at the JVMA meeting, Dr. Michel commented: "This was my second opportunity to speak to veterinarians in Japan and, other than language, which was much more an issue for me than my audience, I was again struck by similarities between US and Japanese veterinarians in their knowledge and expertise in companion animal medicine."

## Outreach efforts

The sharing of this knowledge is but one facet of the overall PFI program used in Japan and a variety of other markets including China, Russia, Mexico and parts of Central and South America. The success of the program in Japan was demonstrated following the discovery of the first US case of BSE in December 2003. Though the Japanese government imposed a ban on imports of US beef and a cautionary

label on domestically-made petfood, US-made petfood products were not negatively impacted.

"The technical support and assurance regarding transmissible spongiform encephalopathies (TSEs) and dogs and cats given by PFI have helped the Japanese government cope with the BSE outbreak in their country and have maintained the strength of Japanese, as well as US, ruminant-based petfood products in the marketplace," said Nancy K. Cook, PFI's vice president of Technical and Regulatory Affairs. "The relationships and contacts developed through our market programs are invaluable in addressing trade disruptions," she added. As a result, Japan continues to rank as the second largest market for US-made petfood, after Canada.

The love of pet dogs and cats in Japan shows no signs of subsiding. As in the US, the aging population has relied on pets for love and companionship. Young adults, sometimes living alone in large metropolitan areas, have also discovered the joy of a four-legged "friend." PFI is proud to help Japanese pet owners care for their pets, and as the program declares, teach everyone in Japan that pets are "wonderful friends." ➔

*Stephen Payne is the vice president for Communications at the Pet Food Institute, the national trade association representing US dog and cat food companies. For more information on PFI's activities in Japan and other countries, E-mail: [steve@petfoodinstitute.org](mailto:steve@petfoodinstitute.org), Website: [www.petfoodinstitute.org](http://www.petfoodinstitute.org).*

▶ The Japanese clearly cherish their pets and want the best care possible for them.

—Dr. Kathryn Michel

▶ The relationships and contacts developed through our market programs are invaluable in addressing trade disruptions.

—Nancy K. Cook



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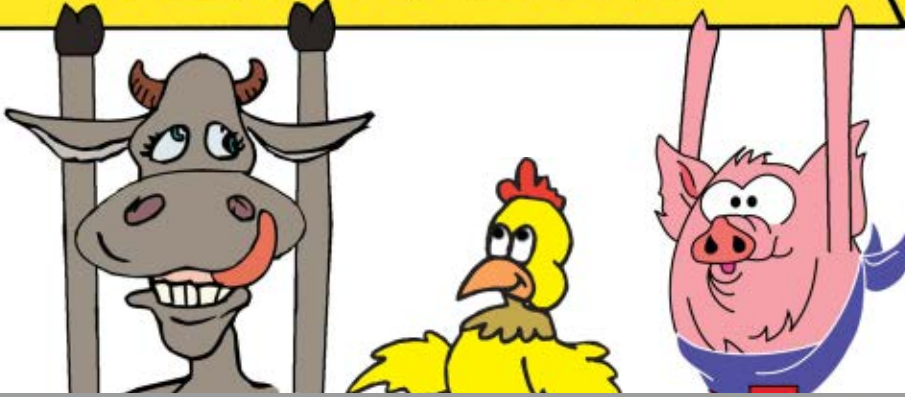
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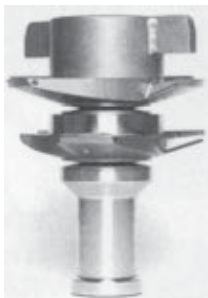
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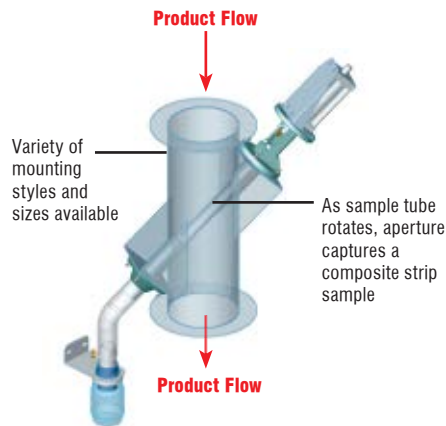
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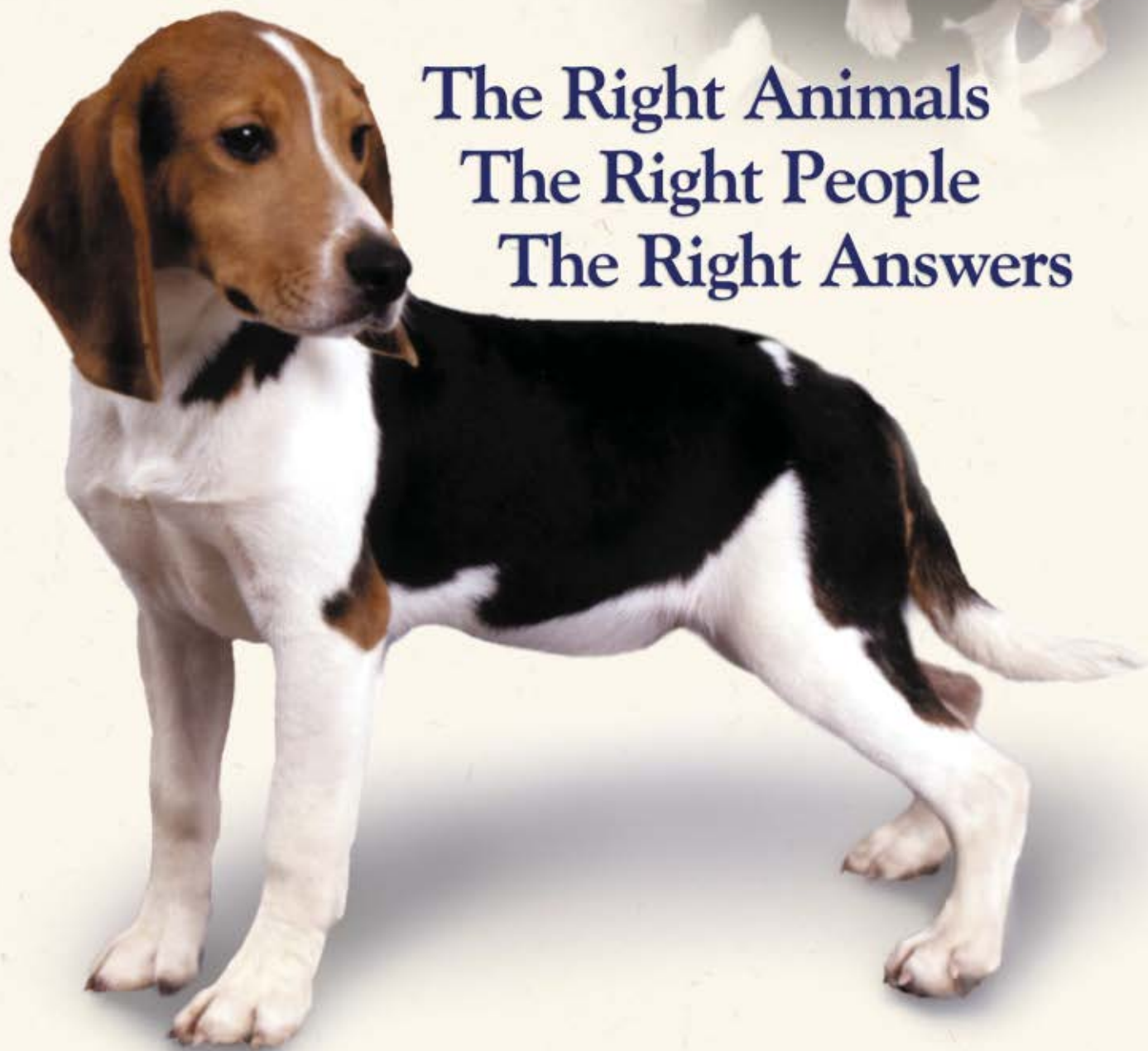
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### Wilbur-Ellis Co of

#### Canada Ltd..... 79

1608 Sylvestre Dr Unit #5  
Tecumseh, ON N8N 2L9  
Canada  
Tel: 1.519.735.7441

Fax: 1.519.735.7141  
dafelski@wecon.com  
www.wilbur-ellisfeed.com

### Wilderness Foods Ltd

PO Box 4342, 14 Boeing Place  
Mt Maungamui, New Zealand  
Tel: 64.7.5752426  
Fax: 64.7.5752425  
peter@wildernessfoods.co.nz  
www.wildernessfoods.co.nz

### Willmor SA

Ruta 6 Km 23400  
Buenos Aires, 2814 Argentina  
Tel: 54.2322.493584/5  
Fax: 54.2322.493583  
www.willmor.com.ar

### Wirtschafts gemeinschaft

#### Zoologischer Fachbetriebe GmbH

Rheinstrasse 35  
Langen, 63225 Germany  
Tel: 49.6103.91070  
Fax: 49.6103.910733  
interzoo@zzf.de  
www.interzoo.com

### Wisconsin Electrical

#### Mfg Co Inc

PO Box 510767,  
2501 S Moorland Rd  
New Berlin, WI 53185-0767 USA  
Tel: 1.262.782.2340  
Fax: 1.262.782.2653  
wem@wemautomation.com  
www.wem-automation.com

### Wolff Cellulosics USA

7330 S Madison St  
Willowbrook, IL 60527-5588 USA  
Tel: 1.630.789.8440  
Fax: 1.630.789.8489  
paul.zajac@bayerbms.com  
www.wolff-cellulosics.com

### Wysong Corp

7550 Eastman Ave  
Midland, MI 48642-7779 USA  
Tel: 1.517.631.0009  
Fax: 1.517.631.8801  
wysong@wysong.net  
www.wysong.net

### Y

### Yamato Corp

1775 S Murray Blvd  
Colorado Springs, CO 80916 USA  
Tel: 1.800.538.1762  
Fax: 1.719.591.1045  
mehta@yamato-corp.com  
www.yamato-corp.com

### Young Consulting

22250, E 200th St  
Prairie City, IL 61470 USA  
Tel: 1.309.772.2379

### Younglove

Construction LLC  
PO Box 8800, 2015 E Seventh St

Sioux City, IA 51102-8800 USA  
Tel: 1.712.277.3906  
Fax: 1.712.277.5300  
younglove@younglove-const.com  
www.younglove-const.com

### Z

### Zagro Singapore

#### Pte Ltd

5 Woodlands Terrace, Zagro  
Global Hub  
Singapore, 738430 Singapore  
Tel: 65.67591811  
Fax: 65.67591855  
info@zagro.com  
www.zagro.com

### Zaraplast SA

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Bairro do Limao SAO PAULO,  
CEP 02715-000 Brazil  
Tel: 55.11.8569322  
Fax: 55.11.38563730  
wdejarov@zaraplast.com.br  
www.zaraplast.com.br

### Zhengchang

#### Group Corp

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Development Zone  
LiYang JiangSu,  
ZZ 210000 China  
Tel: 86.519.7309801  
Fax: 86.519.7309800  
www.zhengchang.com

### Zing-Pac

46 Ambrose Dr  
Hudson, OH 44236 USA  
Tel: 1.440.248.7997  
Fax: 1.440.248.7976  
www.zingpac.com

### Zinpro Corp

10400 Viking Dr Ste 240  
Eden Prairie, MN 55344-7298  
USA  
Tel: 1.800.445.6145  
Fax: 1.952.944.2736  
zinpro@zinpro.com  
www.zinpro.com

### Zip-Pak

1800 Sycamore Rd  
Manteno, IL 60950 USA  
Tel: 1.815.468.6500  
Fax: 1.815.468.6550  
brandtn@zippak.com  
www.zippak.com

### Zip-Pak Intl BV

St Ignatiusstraat 285  
Breda, 4817 KK Netherlands  
Tel: 31.76.522.0941  
Fax: 31.76.522.4640

### Zoomark Vimax Srl

PO Box 551  
Como, 22100 Italy  
Tel: 39.031.301059  
Fax: 39.031.301418  
vimax@zoomark.it  
www.zoomark.it

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III Sigma Co  
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Buther Boy Ltd  
CE Elantech Inc  
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Data Specifics Corp  
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Scan American Corp  
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#### Analyzers, Mineral

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#### Basket Loaders

Alard Equipment Corp  
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#### Foukis Feed Technology SA

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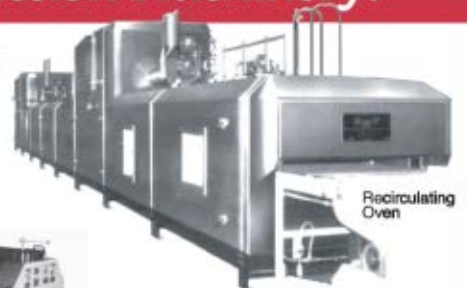
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Technology  
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Buhler Inc  
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 Cryovac/Sealed Air  
 Custom Metalcraft Inc  
 Flexicon Corp  
 FormPak Inc  
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 Weigh Right

**Fillers, Multiple Station**  
 Alard Equipment Corp  
 American Newlong Inc  
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 Custom Metalcraft Inc  
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 Spee-Dee Packaging Machinery Inc  
 Sympak Inc - Stephan Div  
 Triangle Package Machinery Co  
 Weigh Right

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 Alliedflex Technologies Inc  
 Carruthers Equipment Co  
 PPI Technologies Inc  
 & Equip Inc

**Fillers, Vibrating, Dry**  
 Alliedflex Technologies Inc  
 American Newlong Inc

Chantland-MHS  
 Custom Metalcraft Inc  
 Flexicon Corp  
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 Game Engineering Ltd  
 Harpak Inc  
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 Packaging Systems Intl Inc  
 Packaging Technologies-  
 KartridgPak  
 Packex LLC  
 Parsons-Eagle  
 Packaging System  
 Profile Packaging Inc  
 REISER  
 Rollstock Inc  
 Rovema North America  
 Sandicere Packaging Machinery



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Selo Engineering & Contracting BV Sidelld Inc Taylor Products Div of Magnum Systems Thomas E Moore Inc Triangle Package Machinery Co UVA Packaging Union Standard Equipment Co Weigh Right	Heemhorst International BV Industrial Representatives Inc Intl Reserve Equipment Corp Jacobs Corp KSE Protec BV Machine & Process Design Inc Machinery Reserve of Denver Inc <b>Mill Technology Co Inc .83</b> Monon Process Equipment Muench-Edelstahl GmbH Munson Machine <b>Nestle Purina</b> <b>PetCare Co.....80</b> Ottevanger Milling Engineers BV Perten Instruments AB Perten Instruments Inc STOLZ-SEQUIPAG Schutte/Bufalo Hammermill Southwest Mill Supply Co Union Standard Equipment Co Van Aarsen Intl BV Wijnvee Ede bv	Oost Nederland BV (FTNON) <b>Frain Group.....77</b> Game Engineering Ltd Heat and Control Inc Industrial Representatives Inc Intl Reserve Equipment Corp Littleford Day Inc Materials Transportation Co Mepaco Miconizing Co Ltd Monon Process Equipment <b>Nestle Purina</b> <b>PetCare Co.....80</b> Sandvik Process Systems LLC Scan American Corp Spray Dynamics Sympak Inc - Stephan Div Union Standard Equipment Co	Berandebi SA CPM <b>Bliss Industries Inc.....78</b> Buhler AG Buhler Inc CPM <b>Conex LLC.....83</b> <b>Continental Agra</b> <b>Equipment Inc.....81</b> Engineered Systems & Equip Inc <b>Ferraz Maquinas E</b> <b>Engenharia Ltda.....77</b> Foukis Feed Technology SA Game Engineering Ltd Industrial Representatives Inc Jacobs Corp Monon Process Equipment Muench-Edelstahl GmbH Ottevanger Milling Engineers BV STOLZ-SEQUIPAG Union Standard Equipment Co Van Aarsen Intl BV	Bunzl/Koch Supplies LLC Buther Boy Ltd CFS CMC America <b>Conex LLC.....83</b> <b>Continental Agra</b> <b>Equipment Inc.....81</b> Copier Werner & Pfleiderer GmbH & Co KG Cozzini Inc Custom Metalcraft Inc Dinnissen BV Duplex Mill & Mfg Co The Engineered Systems & Equip Inc Food Technology Noord- Oost Nederland BV (FTNON) Forberg International AS Foukis Feed Technology SA <b>Frain Group.....77</b> G J Vis Enterprises Inc Game Engineering Ltd Heemhorst International BV Inbramaq Industrial Representatives Inc KSE Protec BV Karl Schnell GmbH & Co Karl Schnell Inc Littleford Day Inc MJS Intl Ltd Machinery Reserve of Denver Inc Materials Transportation Co Mepaco Monon Process Equipment Munson Machine National Bulk Equipment Inc <b>Nestle Purina</b> <b>PetCare Co.....80</b> Ottevanger Milling Engineers BV REISER Reading Bakery Systems S Howes STOLZ-SEQUIPAG Scan American Corp Scott Equipment Co Selo Engineering & Contracting BV Union Standard Equipment Co Van Aarsen Intl BV Wijnvee Ede bv	Karl Schnell GmbH & Co Karl Schnell Inc Littleford Day Inc Machine & Process Design Inc Machinery Reserve of Denver Inc Materials Transportation Co Mepaco Monon Process Equipment Munson Machine National Bulk Equipment Inc <b>Nestle Purina</b> <b>PetCare Co.....80</b> Ottevanger Milling Engineers BV REISER Reading Bakery Systems S Howes STOLZ-SEQUIPAG Scan American Corp Scott Equipment Co Selo Engineering & Contracting BV Union Standard Equipment Co Van Aarsen Intl BV Wijnvee Ede bv
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Spee-Dee Packaging  
Machinery Inc  
Taylor Products Div of  
Magnum Systems  
Thomas E Moore Inc  
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Weigh Right  
Yamato Corp

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APV Baker Inc  
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Lanly Co The  
Micronizing Co Ltd  
Reading Bakery Systems  
Sandvik Process  
Systems LLC  
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Selo Engineering &  
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Union Standard  
Equipment Co

### Ovens, Tempering

Aeroglide Corp  
**BMF .....49**  
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Industrial Magnetics Inc  
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KSE Protech BV  
Kuhl Corp The  
Mepaco  
Meypack Verpackungs  
systemtechnik GmbH  
Monon Process Equipment  
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Packaging Systems Intl Inc  
Pro-Tech Inc  
Profile Packaging Inc  
Schneider Packaging  
Equipment Co  
Slidell Inc  
Smart Motion Robotics  
Smurfit-Stone  
Container Corp  
Sympak Inc - Stephan Div  
Whallon Machinery Inc

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American Newlong Inc  
Boldt Systems BV  
Bratney Equipment Co Inc  
Chantland-MHS

**Columbia/Okura LLC...27**  
**Conveying Ind Inc .....80**  
FormPak Inc

Foukis Feed Technology SA  
Game Engineering Ltd  
JMC Packaging Equipment  
KHS USA Inc  
KSE Protech BV  
Pacepacker Ltd  
Packaging Systems Intl Inc  
Schneider Packaging  
Equipment Co  
Slidell Inc  
Smart Motion Robotics

### Pallets

Buckhorn Inc  
Bunzl/Koch Supplies LLC  
Fibertech Inc  
Game Engineering Ltd  
Maxi-Lift Inc  
Saeplast Ltd

### Patty Formers

APV Baker Inc  
APV Baker Inc  
Alard Equipment Corp  
Batchmaster  
Bridge Machine Co  
Formax, Inc  
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Marlen Research Corp  
NuTEC Manufacturing  
Incorporated  
REISER

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Heemhorst International BV  
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Ottevanger Milling  
Engineers BV  
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Van Aarsen Intl BV  
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Munson Machine  
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Scan American Corp  
Selo Engineering &  
Contracting BV  
Union Standard  
Equipment Co  
Weiler & Co Inc

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Alcan Packaging  
Amark Packaging Systems  
American Newlong Inc  
**Frain Group.....77**  
Game Engineering Ltd  
Iconotech  
Unique Solutions

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Alard Equipment Corp  
Alfa Laval Inc  
**BMF .....49**  
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Boldt Systems BV  
Buther Boy Ltd  
CFS  
**Cletral Inc.....82**

**Conex LLC.....83**  
Conforma Clad Inc  
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Foukis Feed Technology SA  
**Frain Group.....77**  
Game Engineering Ltd  
Industrial Representatives Inc  
Karl Schnell GmbH & Co  
Kemco Systems Inc  
Marlen Research Corp

Mepaco  
Moyno Inc  
**Nestle Purina**  
**PetCare Co .....80**  
Prince Industries Inc  
REISER

Scan American Corp  
Selo Engineering &  
Contracting BV  
Spray Dynamics  
Stark & Assoc Liq  
Dispensing Systems Div  
Thomas Pump  
& Machinery Inc

### Reconditioned Equipment, For Canneries

Alard Equipment Corp  
FMC FoodTech  
Game Engineering Ltd  
Satori Stocktek GmbH  
Union Standard  
Equipment Co

### Reconditioned Equipment, For Dry Products

APV Baker Inc  
APV Baker Inc

Aeroglide Corp  
Alard Equipment Corp  
**BMF .....49**  
**Cletral Inc.....82**  
**Conex LLC.....83**  
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### Frisby Extrusion Services Ltd.....77

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KHS USA Inc  
SIG Dobby Inc  
Scan American Corp  
Spray Dynamics  
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Equipment Co

### Wenger Manufacturing Inc.....88

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Batchmaster  
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**Conex LLC.....83**  
Conforma Clad Inc  
Engineered Systems  
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**UniTrak Corp Ltd .....78**  
Union Standard  
Equipment Co

### Wenger Manufacturing Inc.....88

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Alard Equipment Corp  
Allpax Products Inc  
FMC FoodTech  
Game Engineering Ltd  
Malo Inc

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Allpax Products Inc  
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Malo Inc

### PPI Technologies Inc

Satori Stocktek GmbH  
Selo Engineering &  
Contracting BV  
Stork Food & Dairy  
Systems BV

### Scales, Macro

4B Components Ltd  
Berandebi SA  
Brabant Van Opstal  
Bunzl/Koch Supplies LLC  
Cardinal Scale Mfg Co  
Comptrol Technologies Inc  
**Conex LLC.....83**  
Engineered Systems  
& Equip Inc

Foukis Feed Technology SA  
G J Vis Enterprises Inc  
Game Engineering Ltd  
Industrial Representatives Inc  
**K-Tron .....84**  
KSE Protech BV  
O/K Intl Corp  
Packex LLC

STOLZ-SEQUIPAG  
**Schenck AccuRate .....10**  
Triangle Package  
Machinery Co  
Yamato Corp

### Scales, Micro

Berandebi SA  
CPM  
Brabant Van Opstal  
Bunzl/Koch Supplies LLC  
CPM  
Engineered Systems  
& Equip Inc

### Foukis Feed Technology SA

G J Vis Enterprises Inc  
Game Engineering Ltd  
Harpak Inc  
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**K-Tron .....84**  
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Norvidan Overseas A/S  
O/K Intl Corp  
Packex LLC

### STOLZ-SEQUIPAG

**Schenck AccuRate .....10**  
Yamato Corp

### Sealers

A-B-C Packaging  
Machine Corp  
Action Packaging  
Automation Inc (APAI)  
Alard Equipment Corp  
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BM&M Screening Solutions  
Bunting Magnetics Co  
Food Technology Noord-

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Game Engineering Ltd  
Gough Econ Inc  
Great Western Mfg Co Inc  
Heat and Control Inc  
Industrial Representatives Inc  
Intl Reserve Equipment Corp  
McLanahan Corp  
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Scott Equipment Co  
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GmbH & Co KG  
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EFS Holland BV  
FMC Foodtech/Allen  
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*Senior Researcher, Kemin Innovation Center*

*Part of the team that developed the first  
all-natural antioxidants to stabilize fish oils.*



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Chicken & Egg  
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Custom Freezer Storage  
Proprietary Products

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Turkey  
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Liver Oil  
Fat  
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Bran  
Hulls

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Chicken By product Meal  
Pet Food Grade Fat  
Feed Grade Fat  
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**Bill Barr & Co Inc.**.....25  
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**DMH Ingredients Inc.**....82  
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 Premier Nutrition Prod Ltd  
 Prince Agri Products Inc  
 ProFood Intl Inc  
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 TRC Nutritional Laboratories  
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 PharmTech International  
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 TRC Nutritional Laboratories  
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 Premier Nutrition Prod Ltd  
 Prince Agri Products Inc  
 Priya Chemicals  
 Provimi BV  
 Royal Mile Inc  
 Sintofarm SpA

Smithchem & Young LLC  
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 Tortuga Companhia Zooteccnic  
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**Bi-pro Marketing Ltd.**..57, 77  
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 Impextraco NV  
 Intl Quality Ingredients  
 Kemin Europa NV  
**Kemin Nutrisurance Inc.**...58-59  
 Lallemand SAS

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Castor	Peach	Tea Tree
Coconut	Peanut	Walnut
Evening Primrose	Perilla	Wheat Germ
Flax Seed	Pumpkin	

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Norel & Nature  
Novus Intl Inc  
ProFood Intl Inc  
Provimi BV  
Sintofarm SpA  
Stuhr Enterprises  
Tortuga Companhia  
Zootecnic  
**Trouw Nutrition**  
USA LLC.....63  
Trouw Nutrition Intl  
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**Mono & Di-Glycerides**

ADM  
ADM Alliance  
Nutrition .....78  
Acatris Inc  
Cambrian Chemicals Inc  
DMH Ingredients Inc.....82  
Danisco  
Danisco USA Inc  
Intl Quality Ingredients  
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**Monosodium Glutamate**

Bi-pro Marketing Ltd..57, 77  
Bill Barr & Co Inc .....25  
Cambrian Chemicals Inc  
DMH Ingredients Inc.....82  
Harcros Chemicals Inc  
Impextraco NV  
Provimi BV  
Sintofarm SpA

**Niacin**

ADM Alliance  
Nutrition .....78  
BASF Corp Anim Nutrition  
Buckton Scott Limited  
Cambrian Chemicals Inc  
ChemNutra .....26  
DMH Ingredients Inc.....82  
DSM Nutritional  
Products .....5  
DSM Nutritional Products  
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Gadot Biochemical  
Industries Ltd  
Impextraco NV  
Ingredient Inc  
Div J Stewart Co  
Intl Quality Ingredients  
Lohmann Animal Health  
GmbH & Co KG

Lonza Inc .....35  
MDV Foods Inc  
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Pharmore Ingredient Inc  
Provimi BV  
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Sintofarm SpA  
Sopropeche  
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**Non Fat Dry Milk**

Vincent Commodities Corp

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All Star Trading.....83  
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United Intl Industries Inc  
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Agroindustrias el Alamo  
SA de CV  
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Cuprem Inc  
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ITP SA  
Marnap Industries Inc  
Nor-Feed A/S  
Odor Control Co Inc  
Petfood  
Ingredients Inc.....66  
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BioNutrition Corp.....69  
Badger Trading  
Co Inc.....81  
California Spray Dry Co  
Columbus Foods  
DMH Ingredients Inc.....82  
Hoogwegt US Inc  
Intl Ingredient Corp.....32  
Intl Quality Ingredients  
Lockwood Nutrition  
Service Inc  
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Pizzey's Milling.....79  
Stepan Co  
Ten Kate Holding BV  
United Intl Industries Inc  
Viobin USA  
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of Canada Ltd.....79

**Oil, Corn**

ADM  
ADM Alliance  
Nutrition .....78  
Arista Industries Inc.....67  
Bonimex  
CP Ingredients SA CV  
Cargill  
Cereal Byproducts Co.....77  
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Grain Processing Corp  
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Intl Quality Ingredients  
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Baker & Bro Inc H J  
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Biological Food & Science  
Corp  
Bonimex  
California Spray Dry Co  
Cibus Corp  
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De Kievit BV  
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TripleNine Fish Protein  
amba  
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Group Inc.....81  
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Advanced BioNutrition  
Corp .....69  
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Cereal Byproducts Co.....77  
Columbus Foods  
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Habib-ADM Ltd  
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Intl Proteins Corp  
Intl Quality Ingredients  
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Norel & Nature  
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Provimi BV  
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ADM  
ADM Alliance  
Nutrition .....78  
Acatris Inc  
Arista Industries Inc.....67  
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California Spray Dry Co  
Cargill  
Cereal Byproducts Co.....77  
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De Kievit BV  
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Intl Quality Ingredients  
Perdue Farms Inc  
PharmTech International  
Provimi BV  
SK Food Intl.....42, 77  
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United Intl Industries Inc  
Wilbur-Ellis Co  
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ADM  
Ameri-Pac Inc .....23  
Arista Industries Inc.....67  
Bi-pro Marketing Ltd..57, 77  
California Spray Dry Co  
Carolina By Products  
Columbus Foods  
DMH Ingredients Inc.....82  
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Euroduna Rohstoffe GmbH  
G A Wintzer & Son Co  
Hahn & Phillips  
Grease Co Inc

Intl Ingredient Corp.....32  
Intl Proteins Corp  
Intl Quality Ingredients  
Loders Croklaan BV  
Peterson Co The .....65  
Pizzey's Milling.....79  
Sonac BV  
Stepan Co  
Ten Kate Holding BV  
Tyson Spec Prods Div  
United Intl Industries Inc  
Valley Proteins Inc  
Wilbur-Ellis Co  
of Canada Ltd.....79

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Alltech Inc.....81  
Beghin-Meiji  
Bill Barr & Co Inc .....25  
DMH Ingredients Inc.....82  
EFS Holland BV  
Encore Technologies LLC  
GTC Nutrition  
ITP SA  
Intl Ingredient Corp.....32  
Medipharm USA  
Mid-American Food Sales  
Nor-Feed A/S  
NutriScience Innovations  
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Advanced  
BioNutrition Corp.....69  
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Baker & Bro Inc H J  
Bill Barr & Co Inc .....25  
Biological Food  
& Science Corp  
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Vitalac

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Sensient Colors Inc  
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**Pasta**

ADM  
Agland Marketing Inc  
Allied Packaging LLC  
De Rosier inc.....82  
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United Intl Industries Inc

**Peanut Hulls, Ground**

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Midwest  
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ITP SA

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Oil-Dri Corp of America  
Preemc Gums Pvt. Ltd.  
Sonac BV  
Sopropeche  
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**Phosphate, Defluorinated**

Bill Barr & Co Inc .....25  
Mosaic Feed Ingredients  
Prince Agri Products Inc  
Provimi BV  
Southeastern Minerals Inc  
Tortuga Companhia  
Zootecnic

**Phosphate, Dicalcium**

ADM Alliance  
Nutrition .....78  
Bi-pro Marketing Ltd..57, 77  
Bill Barr & Co Inc .....25  
Bonimex  
Budenheim/Gallard-  
Schlesinger  
Cambrian Chemicals Inc  
DMH Ingredients Inc.....82  
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Escalade Ltd  
Harcros Chemicals Inc  
ILC Resources  
LaBuddy Group Inc.. 79, 82  
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Service Inc  
Mosaic Feed Ingredients  
Prince Agri Products Inc  
Provimi BV  
Sonac BV  
Southeastern Minerals Inc  
Summit Provisions Inc  
Tortuga Companhia  
Zootecnic

**Phyllosilicates (Magnesium, Manganese)**

Prince Agri Products Inc  
Provimi BV

**Plasma**

APC, Inc.  
APC Inc  
Bi-pro Marketing Ltd..57, 77  
Bill Barr & Co Inc .....25  
Bonimex

California Spray Dry Co  
Euroduna Rohstoffe GmbH  
Hans G E Sievers  
(GmbH & Co)  
ITP SA  
Intl Proteins Corp  
Intl Quality Ingredients  
ORFFA  
Provimi BV  
Royal Mile Inc  
Sonac BV  
Tyson Spec Prods Div

**Potato Protein**

American Key Food  
Products  
Atlas Cold Storage  
Badger Trading  
Co Inc.....81  
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Bill Barr & Co Inc .....25  
Bonimex  
Cambrian Chemicals Inc  
Cereal Byproducts Co.....77  
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Southeastern Minerals Inc  
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ADM Alliance  
Nutrition .....78  
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Budenheim/Gallard-  
Schlesinger  
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Service Inc  
Mosaic Feed Ingredients  
Prince Agri Products Inc  
Provimi BV  
Sonac BV  
Southeastern Minerals Inc  
Summit Provisions Inc  
Tortuga Companhia  
Zootecnic

**Poultry, Whole or Parts**

3D Corporate  
Solutions LLC .....61  
American Dehydrated  
Foods Inc-ADF .....7  
Badger Trading  
Co Inc.....81  
Barr Animal Foods.....83  
Bonimex  
California Spray Dry Co  
Foster Farms  
Hans G E Sievers  
(GmbH & Co)  
Intl Proteins Corp  
Intl Quality Ingredients  
Northland Choice .....36  
Peterson Co The .....65  
Petfood  
Ingredients Inc.....66  
S D R Enterprises Inc  
Scan American Corp  
Summit Provisions Inc  
US Commodities  
Wilbur-Ellis Co  
of Canada Ltd.....79

**Preservatives**  
Alltech Inc.....81  
Anitox Corp

BASF Corp Anim Nutrition  
**Bi-pro Marketing Ltd.**...57, 77  
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**Danisco** .....82  
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 LANXESS Corporation  
 Niacet Corp  
 Novus Intl Inc  
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 ProFood Intl Inc  
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**Pyridoxine**

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**ChemNutra** .....26  
**DMH Ingredients Inc.**...82  
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 Products .....5  
**DSM Nutritional**  
 Products Europe .....5  
 Helm New York Inc  
 Lohmann Animal Health  
 GmbH & Co KG  
 Pharmore Ingredient Inc  
 Ridley Feed Ingredients  
 Sintofarm SpA  
**Trouw Nutrition**  
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**Peterson Co The**.....65  
**Pioneer Consulting**.....79  
**Riboflavin**  
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 Nutrition .....78  
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**ChemNutra** .....26  
**DMH Ingredients Inc.**...82  
**DSM Nutritional**  
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**DSM Nutritional**  
 Products Europe .....5  
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 Impextraco NV  
 Lohmann Animal Health  
 GmbH & Co KG  
 Pharmore Ingredient Inc  
 Provimi BV  
 Ridley Feed Ingredients  
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**Trouw Nutrition**  
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**Rice**

**ADM**  
 Agland Marketing Inc  
**All Star Trading**.....83  
**Badger Trading**  
 Co Inc.....81  
**Bi-pro Marketing Ltd.**...57, 77  
**Cereal Byproducts Co.**...77  
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**Hesco**.....80  
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 Mid-American Food Sales  
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 (formerly W & W  
 Rice Company).....80  
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**Petfood**  
 Ingredients Inc.....66  
**Trouw Nutrition**  
 USA LLC.....63  
 United Intl Industries Inc  
**Wilbur-Ellis Co**  
 of Canada Ltd.....79

**Rice Gluten**

**Badger Trading**  
 Co Inc.....81  
 Cereal Byproducts Co....77  
**de Rosier inc.**.....82  
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**Intl Ingredient Corp.**...32  
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 National Rice Company  
 (formerly W & W  
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 Pacific Ag Commodities  
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**Trouw Nutrition**  
 USA LLC.....63  
 United Intl Industries Inc  
**Wilbur-Ellis Co**  
 of Canada Ltd.....79

**Rice Hulls, Ground**

**ADM Alliance**  
 Nutrition .....78  
 Agland Marketing Inc  
**Badger Trading**  
 Co Inc.....81  
**Cereal Byproducts Co.**...77  
**de Rosier inc.**.....82  
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 (formerly W & W  
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**Wilbur-Ellis Co**  
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**Rye**

**de Rosier inc.**.....82  
**Hesco**.....80  
 Intl Quality Ingredients  
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**SK Food Intl.**.....42, 77  
**Wilbur-Ellis Co**  
 of Canada Ltd.....79

**Salt**

**ADM Alliance**  
 Nutrition .....78  
 Agland Marketing Inc  
 Allied Packaging LLC  
**Cereal Byproducts Co.**...77  
 Intl Quality Ingredients  
 Prince Agri Products Inc  
 Provimi BV  
 Sopropeche  
 Southeastern Minerals Inc

**Sodium Nitrates**

**DMH Ingredients Inc.**...82  
 Harcros Chemicals Inc

**Sodium Tripoly Phosphate**

**Bi-pro Marketing Ltd.**...57, 77  
**Bill Barr & Co Inc.**.....25  
 Budenheim/Gallard-  
 Schlesinger  
 Cambrian Chemicals Inc  
**ChemNutra** .....26  
**DMH Ingredients Inc.**...82  
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 Escalade Ltd  
 FMC Technologies Material  
 Handling Solutions  
 Gadot Biochemical  
 Industries Ltd

Harcros Chemicals Inc  
 Ingredient Inc  
 Div J Stewart Co  
 MDV Foods Inc

**Sorbate, Sorbic Acid**

Acatris Inc  
**Bi-pro Marketing Ltd.**...57, 77  
 Cambrian Chemicals Inc  
**ChemNutra** .....26  
**DMH Ingredients Inc.**...82  
 Escalade Ltd  
 Harcros Chemicals Inc  
 Helm New York Inc  
 Impextraco NV  
 ProFood Intl Inc  
 United Intl Industries Inc

**Soy Flour**

**ADM**  
**ADM Alliance**  
 Nutrition .....78  
 Acatris Inc  
**Badger Trading**  
 Co Inc.....81  
 Bonimex  
 Cargill  
 Impextraco NV  
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 Keij Solutions BV  
 Kerry Ingredients  
**Legacy Foods LLC.**.....83  
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**SK Food Intl.**.....42, 77  
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 United Intl Industries Inc  
**Wilbur-Ellis Co**  
 of Canada Ltd.....79

**Soy Grits**

**ADM**  
**ADM Alliance**  
 Nutrition .....78  
 Acatris Inc  
 Bonimex  
 Cargill  
 Gadot Biochemical  
 Industries Ltd  
 Impextraco NV  
 Ingredient Inc  
 Div J Stewart Co  
 Intl Quality Ingredients  
 Keij Solutions BV  
 Kerry Ingredients  
**Legacy Foods LLC.**.....83  
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 Provimi BV  
**SK Food Intl.**.....42, 77

**Soy Protein Concentrates**

**ADM**

**ADM Alliance**  
 Nutrition .....78  
 Acatris Inc  
 Bioiberica SA  
 Bonimex  
 Cambrian Chemicals Inc  
 Cargill  
**Cereal Byproducts Co.**...77  
 Clofine Dairy Products  
 Escalade Ltd  
 Euroduna Rohstoffe GmbH  
 Gadot Biochemical  
 Industries Ltd  
 Hamlet Protein A/S  
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# DHA the way Nature intended

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- Consistent, guaranteed high-DHA content
- Stable supply and predictable pricing
- Product of cGMP fermentation
- DHA from clean, sustainable source
- Compatible with extrusion process



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 National Starch  
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 Northwest Coatings  
 Suntec Inc

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 Alcan Packaging  
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# Product News

## Certified organic soybeans

SK Food International has introduced a new addition to its Identity Preserved ingredients: Certified Organic and Conventional Non-GMO Split/Dehulled Soybeans. SK Food Specialty Processing has added equipment to split and dehull soybeans at its facility as part of an on-going expansion project. The company uses a unique mechanical process to split and dehull its soybeans, which is unlike others in the industry that use a heat process. These soybeans are available as Conventional Non-GMO or Certified Organic through NOP, JAS and/or EU Compliant. In addition, this ingredient is Kosher Pareve.

**SK Food International, Inc.**, 4749 Amber Valley Parkway, Suite 1, Fargo, ND 58104 USA, Tel: +1.701.356.4106, Fax: +1.701.356.4102, E-mail: [skfood@skfood.com](mailto:skfood@skfood.com), Website: [www.skfood.com](http://www.skfood.com).

## Safer hinged die

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**Extru-Tech, Inc.**, 100 Airport Road, Sabetha, KS 66534 USA, Tel: +1.785.284.2153, E-mail: [extru-techinc@extru-techinc.com](mailto:extru-techinc@extru-techinc.com), Website: [www.extru-techinc.com](http://www.extru-techinc.com).

## Large calorimeter cage

Oxymax-XL is a special version of the Oxymax VO<sub>2</sub>/VCO<sub>2</sub> Metabolic Computer that has been configured for use with large subjects. Oxymax-XL supports air supply flows from 1000 to 15,000 LPM, making it useful for animals ranging in size from large dogs to horses. It can be configured for either positive or negative ventilation conditions. Unique to Oxymax-XL is its rapid response.

**Columbus Instruments**, 950 N. Hague Avenue, Columbus, OH 43204-2121 USA, Tel: +1.614.276.0861, Fax: +1.614.276.0529, E-mail: [sales@colinst.com](mailto:sales@colinst.com).

## Die coating oven now in-house

A new state-of-the-art die coating oven has been installed at APV Baker's Grand Rapids, Michigan, USA facility. According to Sam Pallotini, service and die manager, the oven enables APV Baker to offer customers faster die delivery and allows us to lower the cost to our customers. "Previously outsourced, our new in-house coating process enables us to manufacture dies faster and also lower the cost to both us and our customers," he said.

**APV Baker**, Sam Pallotini/Ron Vincent, 3223 Kraft Avenue, SE, Grand Rapids, MI 49512-2027 USA, Tel: +1.616.784.3111, Fax: +1.616.784.0973, Website: [www.apvbaker.com/aftermarket-usa](http://www.apvbaker.com/aftermarket-usa).

## Innovative mechanical lifter

The Lift Stik™ is versatile and innovative. It has a compact design that distributes the load evenly over four oversized casters that roll easily over thresholds and uneven floors. Lift is achieved by a powered, continuous chain in the Lift Stik's single mast. A hand-held push-button remote allows the operator to lift or lower the platform from any side of the unit and at dual speeds for safe, efficient control. Because the lift is mechanical and not hydraulic, there is zero drift and no possibility of messy hydraulic leaks.

**Presto Lifts Inc.**, 21 Park Street, Attleboro, MA 02703 USA, Tel: +1.508.222.0177, +1.800.343.9322, Fax: +1.508.222.2996, E-mail: [info@PrestoLifts.com](mailto:info@PrestoLifts.com), Website: [www.prestolifts.com/74](http://www.prestolifts.com/74).

## Palletizer makes loading easier

The new Roll-In™ Level Loader from Southworth is a manual palletizer that makes loading and unloading full pallets easier. Thanks to cutouts in its unique low-profile platform, the Roll-In allows the forks of a hand pallet truck to literally roll into the platform, level with the top. This design, which accommodates any open-bottom pallet or skid, ensures that the load is evenly placed when the pallet truck is lowered and rolled away.

**Southworth Products Corp.**, Brian E. McNamara, president, PO Box 1380, Portland, ME 04104-1380 USA, Tel: +1.207.878.0700, Fax: +1.207.797.4734, E-mail: [salesinfo@southworthproducts.com](mailto:salesinfo@southworthproducts.com), Website: [www.SouthworthProducts.com/72](http://www.SouthworthProducts.com/72).



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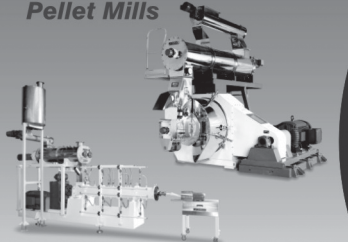


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► **Pet Food Association of Canada**, October 26-27, 2006, Vancouver, BC, Canada. Contact: PO Box 35570, 2528 Bayview Avenue, Toronto, Ontario M2L 2J7 Canada, Tel: +1.416.447.9970, Fax: +1.416.443.9137, E-mail: info@pfac.com, Website: http://www.pfac.com.

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► **AFIA Expo/USPOULTRY IPE**, January 31-February 2, 2007, Georgia World Congress Center, Atlanta, Georgia USA. Contact: US Poultry & Egg Association, 1530 Cooledge Road, Tucker, Georgia 30084 USA, Tel: +1.770.493.9401, Fax: +1.770.493.9257, Website: www.poultryegg.org or www.afia.org.

► **Global Pet Expo**, February 22-24, 2007, Orlando, Florida USA. Contact: APPMA, 255 Glenville Road, Greenwich, Connecticut 06831 USA, Tel: +1.203.532.3601, Fax: +1.203.532.0551, E-mail: gpe@appma.org, Website: www.globalpetexpo.org.



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