

The International Magazine of Rendering

April 2015

Render

Market Report

Down, down, down,
but an uptrend is coming



**Triumphs
and Threats
for West Coast
Renderers**

**Biodiesel Outlook:
Past Success, but
Future Uncertain**

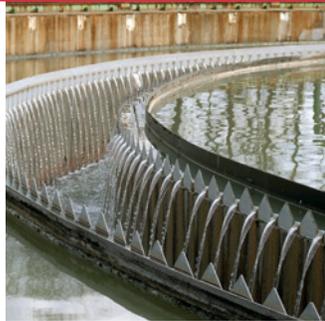


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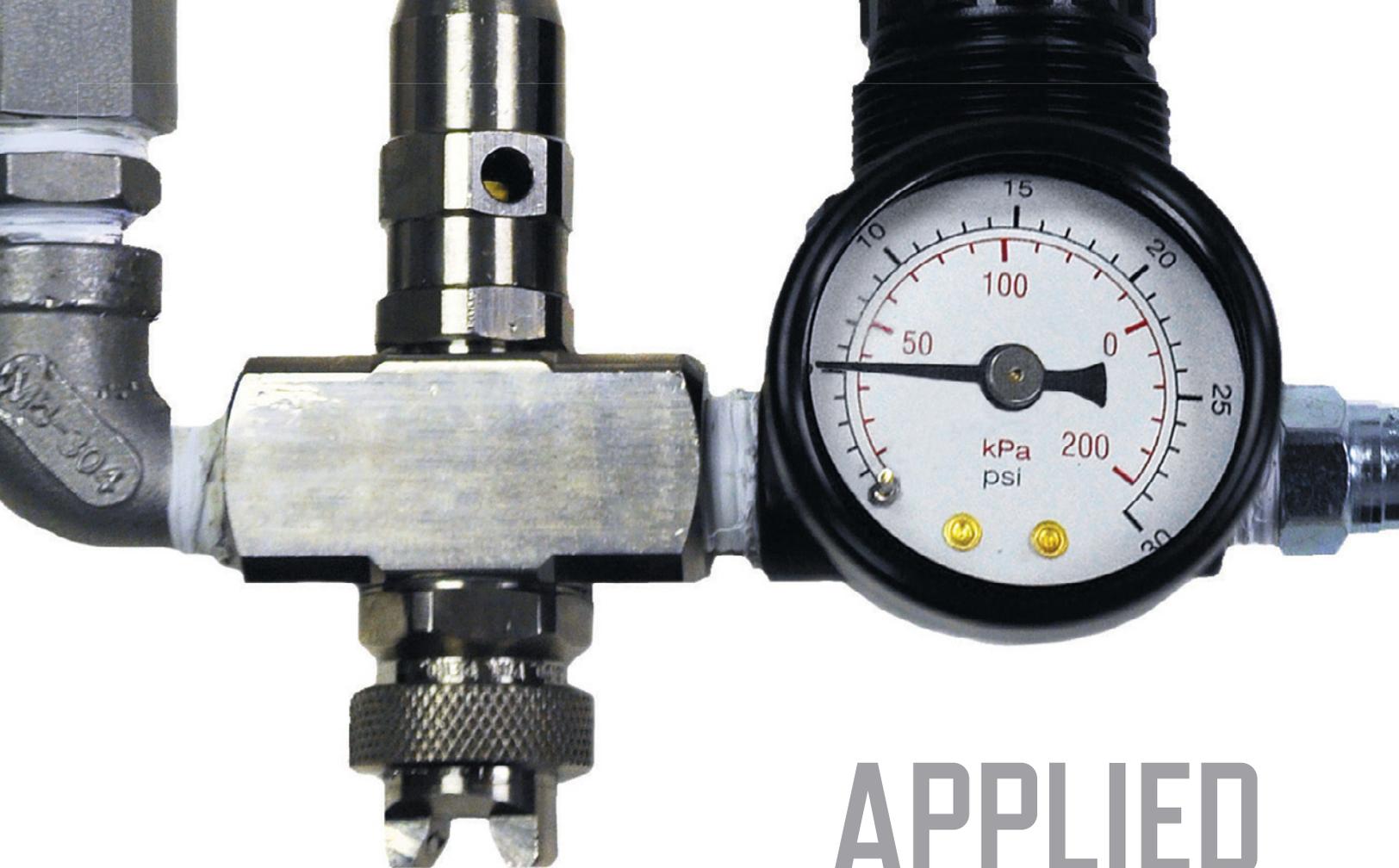


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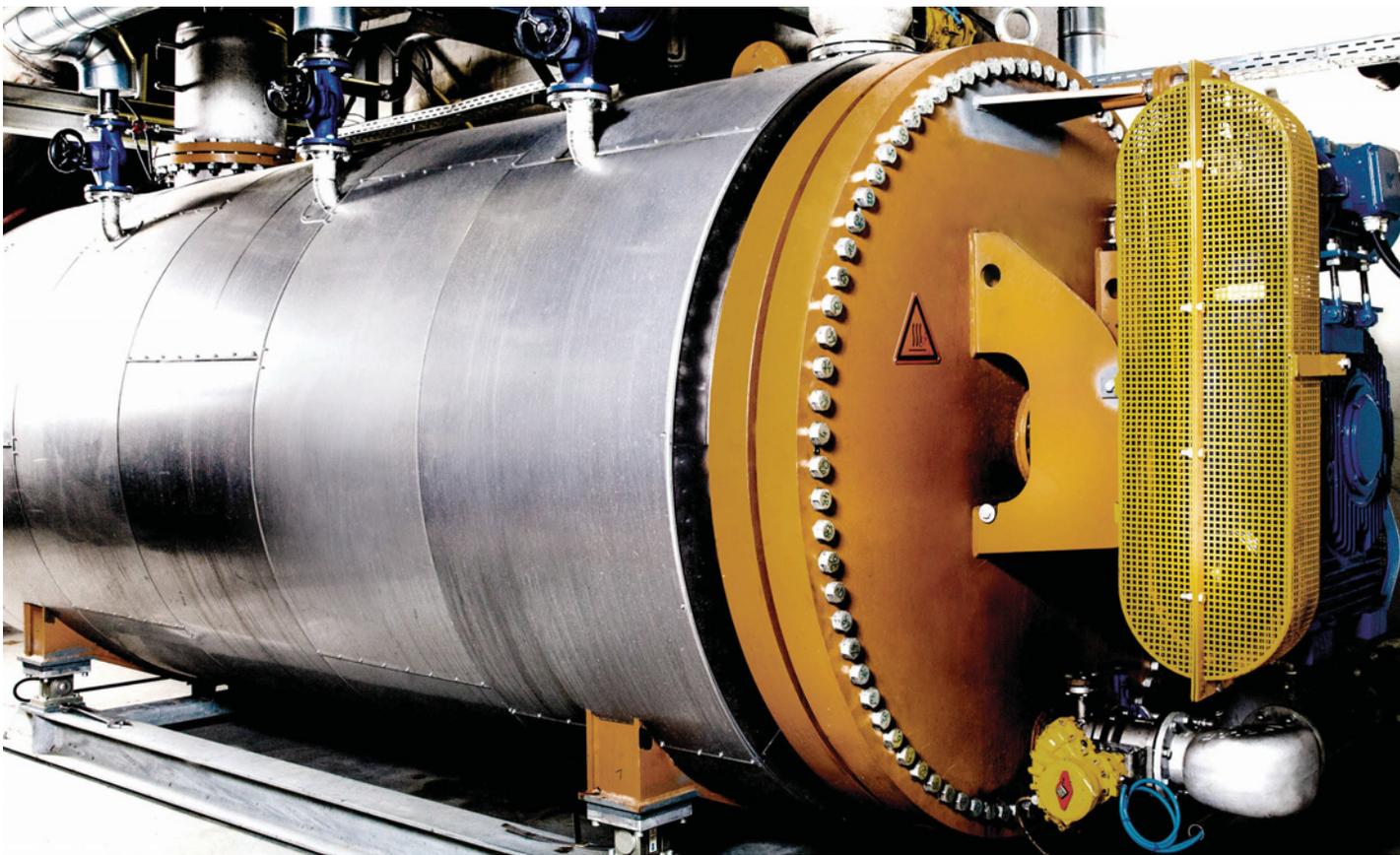
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On the Cover

Renderers in the United States faced a mostly down year in 2014, but the future holds promise. **p. 10**

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Renderitorial

The Golden State – California – is not so golden these days as it suffers through its fourth year of drought. While rainfall in December and February was plentiful, very little snow fell in the mountains this winter, which then melts downriver and fills the state’s reservoirs for the needs of agriculture, industry, and residents during the dry summer months. The forests are parched and already burning, long before fire season has officially begun. Groundwater is getting scarce, forcing ranchers who rely on ponds to provide water to cattle to sell their herds.

For the second year in a row, California farmers will not receive any water from the federal Central Valley Project reservoir system, and state regulators have imposed additional water conservation rules. Farmers anticipate leaving as much as one million acres unplanted, nearly twice the land that went unplanted last year. Everyone in the state, and beyond, will feel the effects of this devastating drought this summer.

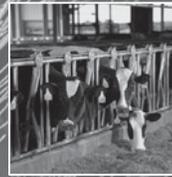
With the rendering process being so water intensive, what are renderers and others in the state to do? Conservation is possible and now necessary. Many processing companies across the country have implemented water conservation measures for the good of the planet (see “People, Places, and on page 58). California companies will now have to take these steps for survival.

Everyone must pitch in during dire times and California’s water supply is in a pretty dire state. As of March, the snow pack in the Sierra Nevada was the second lowest on record, averaging 19 percent of normal. Some reservoirs in the state are holding their own at the moment, but many others are dangerously below average capacity for this time of year. With little snow runoff coming this spring and summer, the circumstances are not good for a state whose population and water needs continue to grow.

So, California renderers, take note: water conservation is now a part of doing business. Look to others who have been successful in saving a precious resource that is becoming very scarce in the Golden State. **R**



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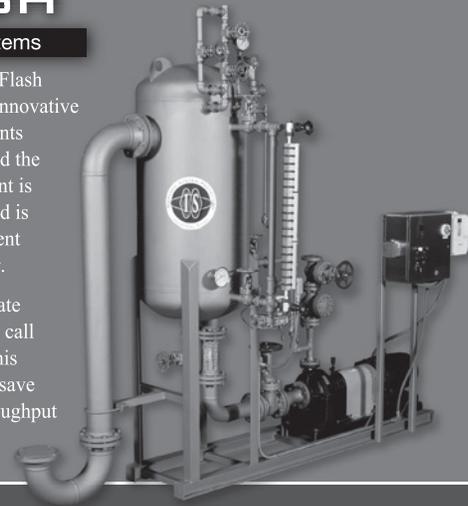
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Renewable Fuel Battle Lines

Of the 16 Republicans who have declared themselves “exploring” a run for the presidency in 2016, 12 agreed to get themselves to Des Moines, Iowa, in early March to participate in the 2015 Iowa Agricultural Summit, a first-ever attempt to elevate food and agriculture challenges to the “A list” of presidential election issues. Iowa will be the first state in the nation to hold candidate endorsement caucuses, tentatively set for February 1, 2016.

A focus of the summit was to get these presidential aspirants on record supporting not only biofuels, but the beleaguered Renewable Fuel Standard (RFS), a highly controversial federal program requiring transportation fuel in the United States (US) to contain up to 10 percent renewable fuels in increasing annual amounts, escalating to 36 billion gallons by 2022. Born as part of the Energy Policy Act of 2005, the RFS was expanded and extended by the Energy Independence and Security Act of 2007. Both laws are about weaning the United States off foreign oil.

Of the nine prospective candidates who actually showed up at the Iowa forum, six endorsed biofuels and the RFS – some statements revealing a less-than-deep understanding of biofuels or the RFS program – while three presidential hopefuls said nice things about biofuels, but not-so-nice things about the RFS, a brave move in the heart of ethanol land.

The Iowa summit illustrates the increasing political minefield that is the RFS and the outcome of the inevitable congressional battles this session over the fate of the program that will affect those in the rendering industry invested in advanced biofuel production. While the opposition spotlight is focused on corn ethanol – as are legislative efforts to repeal the RFS – alternative, biomass-based fuels are feeling the pain and uncertainty of the anti-RFS campaigns.

A few renderers in North America refine animal fat-based biodiesel and renewable diesel, while others sell yellow grease and rendered fats as feedstock for biodiesel/renewable diesel production. The fuels most recently enjoyed a \$1 per gallon federal blender’s tax credit thanks to legislative and regulatory efforts of the National Renderers Association in partnership with the National Biodiesel Board (NBB). Both groups have worked hard to ensure the RFS accurately reflects actual biodiesel/renewable diesel production rather than an arbitrary number not pegged to industry reality.

Proponents contend the RFS is key to the survival and growth of alternative fuel production in the United States; others say the profitability of alternative fuels is such these industries should stand on their own – “mature” industries where mandates for gasoline blending, federal tax incentives, protective import tariffs, etc., are no longer needed. At the same time, the mere existence of the RFS and its statutory mandates pits corn, oilseed farmers, ethanol, biodiesel, and other biofuel makers against the petroleum industry, livestock and poultry producers, and the food industry, including makers and retailers of all stripes. The alleged food availability and

price impact has brought unconventional allies to the side of petroleum and agriculture, including environmental groups, anti-hunger organizations, and a gaggle of self-styled consumer advocacy groups.

Corn and oilseed producers say biofuels production is a lucrative and logical marketing option for their crops. Given the strength of biofuels’ demand and prices over time, hundreds of individual farms across the midwestern Corn Belt have built ethanol and biodiesel mini-refineries. However, buyers of corn and oilseeds for feed, food, and other industrial uses point to ethanol’s consumption of approximately 44 percent of the 2014 corn crop. They say the RFS is a flawed program creating an arbitrary and artificial market for biofuels, wasting federal dollars through alternative fuel tax breaks and incentives, driving up the cost of feed and food ingredients, and negatively impacting the retail price of food and farmer/rancher profitability. Livestock and poultry producers claim they have paid billions of dollars in inflated feed prices over the last three years.

However, for lawmakers of either party from midwestern states, even contemplating reopening the RFS can be a lose/lose proposition. To say the RFS law is broken and needs to be fixed or repealed is to automatically anger corn and soybean producers, as well as cooperatives and ethanol/biodiesel companies back home in the district or state. To say all is well in the land of biofuels is to be accused of turning your back on the livestock, poultry, and food industries, and, if those critics are to be believed, consumers by allowing fuel-based food price inflation.

This is where geographic and political factors come into play. The heart of ethanol, biodiesel/renewable diesel, and other biofuels support is effectively in the Midwest, where the conventional crops are grown and sold as biofuel feedstocks. Given that the United States lacks the infrastructure to move biofuels to all parts of the nation efficiently, lawmakers from the biofuels-deficient East and West Coasts, along with the Deep South – home of big oil – have no great affection for federal programs spending scarce tax dollars to benefit an industry that provides no simultaneous benefit to their states or industries.

The assault on federal largesse in support of the biofuels industry began in 2011, with an all-out frontal assault from California when Senator Dianne Feinstein (D), supported by budget hawk and oil state lawmaker Senator Tom Coburn (R-OK), successfully eliminated a 45-cent per gallon tax credit and a 55-cent import tariff enjoyed by ethanol. Citing ethanol as a mature industry not needing federal support any longer, Feinstein’s original version of her legislation would have axed the RFS for ethanol as well, but that language was dropped during floor debate.

“Ethanol is the only industry that benefits from a triple crown of government intervention,” Feinstein declared. “Its use is mandated by law, it is protected by tariffs, and

companies are paid by the federal government to use it.” She claimed a savings of \$6 billion at the time, and in 2013 renewed her assault by focusing on the RFS for corn-based ethanol, an effort she renewed this year in the 114th Congress by targeting the RFS for corn ethanol in a bill cosponsored by Senator Patrick Toomey (R-PA).

On the House side, while several bills have been introduced – and hearings held in the last session on the value/danger of the current RFS – the war against government-subsidized biofuels and the RFS has been chiefly waged by Representative Bob Goodlatte (R-VA), who has introduced bills to either kill or significantly modify the RFS going back to 2011. Goodlatte was chair of the House Agriculture Committee when the RFS was created in 2005 and extended in 2007. During a full-committee hearing on the RFS and its impact on livestock and poultry production, he heard a senior economist from the poultry industry warn the RFS was a ticking time bomb when it came to weather, corn supplies, and prices. The economist warned the committee, “We are one drought away from disaster.” Goodlatte pledged at that time he would protect livestock and poultry producers’ access to affordable feed. Shortly thereafter, the 2008-2011 drought wreaked havoc across the Midwest and corn prices flirted with records north of \$10 a bushel. Spiking feed prices precipitated herd and flock liquidations. Food prices spiked, particularly for meat and dairy products, but the US Department of Agriculture steadfastly maintained ethanol competition for corn was responsible for just four percent of the run-up in corn, feed, and food prices.

Now chair of the House Judiciary Committee, Goodlatte and a 57-person bipartisan cadre of colleagues – Representative

Jim Costa (D-CA) is his main ally – have again introduced bills to repeal the RFS and, failing that, to remove corn ethanol from the RFS mandate; limit the RFS mandates to “advanced biofuels” (i.e., biodiesel, renewable diesel, and cellulosic ethanol); rejigger the RFS mandate levels to reflect actual production of the targeted fuels; and lock the maximum percentage of any biofuel mixed with gasoline at the current rate of 10 percent.

There is also a strong consensus among both critics and champions over how poorly the Environmental Protection Agency (EPA) has administered the RFS program. The annual RFS obligated volumes, with mandated deadlines, are rarely announced by EPA on time, sometimes taking months before public release. Both sides of the RFS battle agree the agency has failed miserably at administering the program, with the most blatant example being the agency’s struggle to set the 2014 RFS for all biofuels last year.

In spring 2013, EPA proposed to reduce the 2014 RFS volumes for various biofuels, most notably for ethanol and biodiesel. The reason given was a formal plea by the petroleum industry that because gasoline sales had dropped significantly due to more fuel-efficient cars, high gas prices, and less driving, the agency had to cut the RFS or gasoline makers would be staring at a so-called “blend wall.” The blend wall is the point at which the industry does not produce enough gasoline to blend sufficient biofuels at a 10 percent rate to meet its RFS obligation. The only alternative, the big oil companies said, is to blend at percentages above the legal maximum of 10 percent to meet their obligations.

Continued on page 56



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Triumphs and Threats for West Coast Renderers

Pacific Coast Renderers Association (PCRA) members recently gathered along the shores of Monterey Bay, California, to hear updates on a grease theft case, disruptive innovation, national issues, and other activities affecting the industry.

Attendees enthusiastically listened to Zach Young, deputy district attorney for Washoe County in Nevada, describe how his office successfully prosecuted several individuals who were stealing used cooking oil from accounts held by Reno Rendering. He credited the diligent work of Ryan Koewler, Reno Rendering, to help obtain an indictment and move it forward. Young, who usually handles murders, sex crimes, and other major felonies, was perplexed when the case first landed on his desk. However, after talking with Koewler, he came to understand the rendering industry and was eager to take on the challenge.

In 2013, Young received the case that involved three brothers who had knowledge of collecting used cooking oil. They obtained a business license, had vehicles and equipment, including reflective vests, and looked to be a legitimate company to restaurants. However, they primarily drove around in the middle of the night syphoning the oil out of tanks they were not authorized to service. After Reno Rendering completed its own investigation using a private detective, the evidence collected was turned over to the Reno Police Department, which conducted its own investigation, and then the district attorney's office. Young explained that over the course of one year from the time he received the case to the judge sentencing the individuals, he met with Koewler nearly a dozen times.

"It takes involvement on behalf of renderers with the police department and district attorney to move these cases forward," stated Young, who had to contact companies in California who were buying the stolen used cooking oil to obtain bank records to show a paper trail. The toughest part of the case was determining the valuation of the theft while another challenge was establishing ownership of the used cooking oil in the container. Young noted that from a prosecutor's standpoint, specifying when a renderer takes ownership of the oil in a collection contract is helpful to prove a case of theft. He also encouraged renderers to inform restaurant owners and employees to contact their collection company if containers are tampered with or missing locks.

"It's hard to explain to a jury why a renderer didn't protect its commodity," Young said.

Two of the three defendants were sentenced to the maximum of five years in prison, while the third received four years. The judge's reason was deterrence – deterrence for the defendants and for others thinking of stealing used cooking oil. The judge also recognized this was a very sophisticated operation (they hired a shipping company to send the stolen oil across state lines) that went on for a long period of time and harmed a long-standing local business that provides a great service to the community. In the beginning, both Young



Michael Koewler (*center*), SRC Companies, questions a speaker while Gloria Harrison, Chem Aqua, and Phil Waddell, Foster Farms, listen.

and the judge did not understand why they got the case, but now they do.

"I get it now," he commented. "I had no idea a year and a half ago."

Paul Roos, investigator for the California Department of Food and Agriculture's Inedible Kitchen Grease Program, shared recent enforcement activities under the program and echoed the sentiment that educating and training police departments, district attorneys, and highway patrol officers is important in helping to catch grease thieves. He showed that four companies have been denied registration under the program this year due to investigations for accepting inedible kitchen grease from unregistered transporters.

Ridley Bestwick, West Coast Reduction Ltd., briefly updated a few issues affecting Canadian renderers, such as porcine epidemic diarrhea virus (PEDv) in the east, a new case of bovine spongiform encephalopathy in central Canada, and highly pathogenic avian influenza in the western part of the country that has closed some export markets for poultry products. He then talked about disruptive innovations, new technologies that disrupt businesses very rapidly. Bestwick used Kodak as one example, a company that dominated the photography industry for 111 years that subsequently went out of business 12 years after the digital camera emerged. He described changes in technology that have been disruptive for rendering as biodiesel and its impact on yellow grease, renewable diesel and its effect on tallow, and anaerobic digestion, advanced composting, and thermal destruction energy recovery and their impact on raw materials renderers collect.

Bestwick warned of changes in technology that could have a disruptive impact on the North America rendering industry in the future, such as "re-food" operations – separating green waste and animal by-products – already in place in Europe due to subsidies; re-thinking bacteria, which is adding bacteria to animal by-products to ensure ingredient stability and

safety that is currently being done in the poultry industry; and lipid extraction that provides product yield effectiveness and protein preservation. He encouraged renderers to listen to innovative change, reimagine their business and how new technology can be a benefit, and engage employees to think about these technologies and report back.

“Shape your future rather than being shaped by it,” Bestwick commented, adding that by 2025, disruptive technologies will have a \$33 trillion per year global impact, or 40 percent of the world’s gross domestic product.

National Renderers Association (NRA) Chairman Dr. Ross Hamilton, Darling Ingredients Inc., addressed the role rendering plays in sustaining animal agriculture both economically and environmentally and its part in eliminating the risk of viruses in meat by-products. He shared European Union figures that show a significant reduction in greenhouse gases from biodiesel produced with rendered fats and oils, data that is very similar to what the United States Environmental Protection Agency and California Air Resources Board have come up with.

“Rendering provides solutions and has a lot to offer,” Hamilton acknowledged. “We are a strong and viable industry that still has a place in animal agriculture, especially from the environmental aspect.”

Dr. David Meeker, NRA scientific services, discussed research projects being conducted by the Fats and Proteins Research Foundation and Animal Co-Products Research and Education Center at Clemson University, including validation of rendering temperatures to kill pathogens and evaluating techniques to extend the shelf life of pet food containing rendered products. He reported that recent research into the risk of PEDv in feed ingredients shows survival of the virus in either the rendering or hydrolyzed protein process was negligible as was virus survival after spray-drying blood plasma and a storage period. Meeker pointed out that if processed animal proteins and fats were removed from porcine feed as some would like, the pork industry would have fewer ingredient options leading to higher feed costs with little added animal health protection. The pork industry would also be less sustainable.

Meeker informed attendees that the *North American Rendering Industry Code of Practice* has been updated to be consistent with pending Food Safety and Modernization Act (FSMA) regulations due to be finalized by the end of August (see “Introducing a New Rendering Code of Practice” on page 18). The revised program will include good manufacturing

practices, is similar to and recognized by the American Feed Industry Association’s Safe Feed/Safe Food program, and will be benchmarked with world plans such as the Global Food Safety Initiative. Meeker feels rendering is getting more respect nowadays, especially with regard to the industry’s food safety programs.

NRA President Nancy Foster followed by first recapping the various issues the industry has faced since the last PCRA meeting a year ago: PEDv, bumper crops, a more workable FSMA proposed feed rule, national elections, international market disruptions, animal welfare, and food waste. She said biofuels remain important to renderers and disclosed that NRA receives about \$1.8 million per year in government funds matched with industry contributions to support international programs that have, among other things, helped to open markets for ruminant meat and bone meal in Malaysia and the Philippines. Currently, NRA’s international team is working to reopen the China market for poultry products after borders were shut down due to avian influenza being found on the West Coast. US prices for pet food grade poultry by-product meal have plunged by half so it is vital to regain this \$60 million per year market, Foster stated.

NRA is developing a five-year strategic plan to evaluate the association’s role in advancing the rendering industry and maximizing members’ return on investment. Foster shared some of the concerns NRA members have going into the future as decreasing raw material and increased competition for that same material, industry consolidation, new technologies, and growing consumer and government demands. A meeting in March with stakeholders – including the World Wildlife Fund and livestock and poultry groups – provided some insight from the supplier side. Foster believes the new strategic plan could be implemented by October 1, 2015.

During the PCRA business meeting, it was recommended that the industry be more involved with youth in agriculture groups like Future Farmers of America and 4-H. The California Grain and Feed Association has posted a video aimed at youth on its website and NRA has an educational presentation that is sent to universities to educate students about rendering.

Jim Andreoli, Baker Commodities, announced that four renderers located in the South Coast Air Quality Management District in Southern California are facing a proposed rule that will require full enclosure of a facility or system to mitigate odors. He said the rule is of great concern that takes a one-size-fits-all approach aimed at the worst offenders. A vote is scheduled for May 15. **R**



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Market Report

**Down,
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but an uptrend is coming**

By Kent Swisher

Vice President, International Programs, National Renderers Association

Last year was definitely a year to be remembered. In the United States (US), there was continued drought in California and parts of Texas while the northeastern part of the country saw one of its harshest winters on record. Not only did the area receive snowstorm after snowstorm, but the subfreezing temperatures lasted through most of the winter. On the bright side, global growth rebounded in 2014. According to the International Monetary Fund (IMF), global output rose from 3 percent in 2013 to 3.3 percent in 2014.

Last year saw world oil prices plummet. Crude oil prices in December 2014 reached levels not seen since the recession of 2008. Both Brent and Cushing crude oil prices dropped 44 percent between June and December 2014, pushing US gas prices to around \$2 per gallon in many areas. Commodity prices followed the downward trend with rendered fat prices seeing similar declines. These price drops, which would normally help spur exports, were contradicted by a strengthening US dollar against every major currency. *The Wall Street Journal* dollar index comparing the US dollar to other major currencies rose 12.5 percent, the second largest growth since the index started. In addition, US production of soybeans topped a record 3.9 billion bushels, putting additional pressure on prices of rendered fats and proteins.

The porcine epidemic diarrhea virus (PEDv) crisis that began in 2013 in North America started to wane toward the end of last year and production indicators show that the swine industry was rebounding toward the last quarter of 2014. However, high pathogenic avian influenza (HPAI) was reported in the Northwest in December 2014 and by March 2015, HPAI was found in multiple states on the West Coast and in states on the Mississippi flyway. Luckily, most major export markets adopted World Organization for Animal Health (OIE) recommended standards that indicate heat-treated rendered products are safe. China was the one exception, which banned processed poultry proteins from the United States shortly after the new year.

Domestic Developments

Supply

As has been the trend for a number of years, renderers continued to see downward pressure on their raw material supply in 2014 due to reduced livestock slaughter. Cattle inventories remained low with slaughter down 7 percent over

2013 at 30.1 million head, but slaughter weights remained on an upward trend, up 1.2 percent from 1,314 pounds in 2013 to 1,330 pounds in 2014. By comparison, slaughter weights averaged 1,277 pounds in 2011. Broiler slaughter of 8.6 billion birds remained relatively unchanged last year while hog slaughter dropped 5 percent from 112 million head in 2013 to 106.8 million in 2014, the lowest in the last seven years as a result of PEDv. However, slaughter weights increased from 276 pounds per head in 2013 to 285 pounds in 2014.

Production and consumption data for the rendering industry was traditionally reported in the US Census Bureau's *M311K – Fats and Oils: Production, Consumption, and Stocks* report, but this report was discontinued in July 2011 after government cutbacks. Hence, the data in table 2 was derived by the National Renderers Association (NRA) using historic relationships between livestock production as reported by the National Agricultural Statistics Service (NASS) and rendered product production. Yellow grease production was calculated using the relationship between yellow grease production numbers in the 2010 report titled *A Profile of the North American Rendering Industry* from Informa Economics, and cooking oil consumption as reported by the US Department of Agriculture (USDA). Poultry meal, feather meal, and poultry fat production was derived using NASS slaughter data and yield data. On a positive note, USDA/NASS is under a new mandate to start collecting the production data that the Census Bureau had discontinued. NRA staff worked with USDA/NASS statisticians to refine survey forms that are being sent out to renderers (see "Industry Data Collection to Begin Again" on page 16). Survey recipients are encouraged to respond.

In 2014, tallow production was around 2 million metric tons, down 7 percent from the previous year, while white grease production dropped just over 1.5 percent from 591,000 metric tons in 2013 to 581,000 metric tons in 2014. White grease consists of both choice white grease and lard. The higher pork slaughter weights last year compensated for the lower slaughter numbers to keep white grease production from falling further. Yellow grease production, which includes but is not limited to used cooking oil, is estimated at 932,000 metric tons in 2014, up 3.4 percent from 2013. Poultry fat production was up 1.4 percent last year, from 481,500 metric tons in 2013 to 488,200 metric tons in 2014. In total, the US rendering industry produced more than 4 million metric tons

of fat in 2014 valued at over \$3 billion dollars, a 12 percent decline from the 2013 production value.

Meat and bone meal production – which includes ruminant, porcine, and mixed species – was 2.1 million metric tons in 2014, down nearly 6 percent from 2013. Poultry meal production was about 1.2 million metric tons in 2014 and feather meal production was 625,200 metric tons, both up 1.4 percent from the previous year. Total protein meal production was 3.9 million metric tons in 2014 valued at nearly \$2.3 billion, a 7 percent increase from 2013.

It must be noted that livestock slaughter in the United States appears to have hit bottom in 2014. Lower commodity prices this year are increasing margins in the livestock sector and production indicators point toward a growth in cattle, poultry, and swine production in the coming years.

Demand

The rendering industry produces commodities for the livestock feed, pet food, energy, and oleochemical industries along with edible products for food. Demand for rendered fats was fairly strong during the first six months of 2014.

According to the *2015 Alltech Global Feed Survey*, the United States produced 172.4 million metric tons of feed in 2014, up 2.3 percent over 2013. The pork industry is recovering from PEDv while cattle producers are entering an expansion so demand for feed and feed ingredients remains strong. While non-biofuel domestic consumption of rendered fat was down 2.8 percent and tallow use was down over 6 percent in 2014, yellow grease demand rebounded 15 percent over 2013. Domestic consumption of rendered fats in the biofuel sector has seen dramatic growth in the last few years and now accounts for 25 percent of US rendered fat production.

However, total rendered fat use in biofuels last year shrank 6 percent due to uncertainty in the market over the Renewable Fuel Standard coupled with lower supplies of rendered fats and stronger export demand for tallow. In 2014, tallow use in the domestic biofuel industry was 161,000 metric tons, down 21 percent from 2013, while white grease consumption was down close to 9 percent to 194,000 metric tons. Yet yellow grease use in biofuels continued to increase and was 487,000 metric tons

last year, just over half of US production. The domestic demand for processed animal proteins in 2014 was 3.2 million metric tons, down 2.5 percent from 2013. As mentioned earlier, lower slaughter numbers led to less raw material available to renderers thus the drop in domestic use.

Exports of rendered products in 2014 were about 1.5 million metric tons, down 4.2 percent from 2013. The United States exported around 19.2 percent of all production last year, down slightly from the previous year. This decline was mainly because of lower production, but can also be attributed to a large drop in yellow grease exports to Venezuela.

As seen in table 1, prices of animal fats and yellow grease were down across the board once again in 2014, the third straight year of declines. Tallow was down 10 percent, choice white grease down 16 percent, yellow grease down 16 percent, and poultry fat down 17 percent from 2013 prices. Compared to the high prices of 2011, tallow has dropped 27 percent, choice white grease is down 30 percent, yellow grease is down 34 percent, and poultry fat is down 33 percent. However, fat prices were fairly strong in the first six months of 2014 led mostly by strong export demand. Exports of tallow alone were around 250,000 metric tons in the first half of last year, up 17 percent over the same time period in 2013. Yet prices plummeted in the second half of last year mostly as a result of a continued oversupply of palm oil in the global marketplace coupled by falling oil prices and a stronger US dollar at the same time. Processed animal protein prices were up substantially in 2014 due to lower supply and strong global demand. The price of ruminant meat and bone meal was up 8 percent over 2013 to a record \$502 per metric ton. The price of porcine meat and bone meal rose 6 percent, feed grade poultry meal was up 5 percent, pet food grade poultry meal rose 6 percent, and feather meal was up 10 percent.

Outlook

The beef industry is beginning a growth cycle due to reduced feed costs and increased profit margins. Beef cow inventory bottomed out in 2014 and is expected to increase

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Table 1. Average annual prices of select rendered products, 2009-2014 (per metric ton)

Product (Location)	2009	2010	2011	2012	2013	2014	% Change 13/14
Fats							
Beef tallow, packer (Chicago)	\$553	\$737	\$1,095	\$963	\$887	\$801	-10
Choice white grease (Missouri River)	\$511	\$657	\$1,020	\$926	\$846	\$711	-16
Edible tallow (Chicago)	\$608	\$775	\$1,176	\$1,068	\$946	\$865	-9
Edible tallow (Gulf)	\$606	\$787	\$1,180	\$1,034	\$966	\$803	-17
Lard (Chicago)	\$631	\$849	\$1,093	\$1,279	\$1,081	\$959	-11
Poultry fat (Mid-south)	\$510	\$628	\$992	\$864	\$793	\$660	-17
Yellow grease (Missouri River)	\$448	\$577	\$932	\$788	\$727	\$612	-16
Protein meals							
Blood meal, porcine (Midwest)	\$974	\$937	\$1,047	\$1,214	\$1,308	\$1,643	26
Blood meal, ruminant (Missouri River)	\$829	\$818	\$949	\$1,122	\$1,232	\$1,580	28
Feather meal (Mid-south)	\$594	\$540	\$565	\$715	\$701	\$772	10
Meat and bone meal, porcine (Missouri River)	\$441	\$387	\$462	\$552	\$527	\$556	6
Meat and bone meal, ruminant (Missouri River)	\$406	\$364	\$413	\$473	\$464	\$502	8
Poultry by-product meal (57% protein, Mid-south)	\$507	\$448	\$524	\$594	\$582	\$610	5
Poultry by-product meal (67% protein, Mid-south)	\$761	\$742	\$795	\$919	\$821	\$871	6

Source: The Jacobsen.

Table 2. US production, consumption, and export of rendered products, 2009-2014 (000 metric tons)

Category	2009	2010	2011	2012	2013	2014	% Change 13/14
Production							
Tallow	2,364.5	2,338.8	2,373.5	2,265.1	2,248.0	2,094.6	-6.8
Inedible tallow	1,531.1	1,511.2	1,486.8	1,453.2	1,442.2	1,356.7	-5.9
Edible tallow	833.4	827.6	886.7	812.0	805.8	737.8	-8.4
Yellow grease/used cooking oil	872.9	868.8	906.4	884.4	900.8	931.8	3.4
White grease	586.4	572.7	580.7	594.0	590.7	581.4	-1.6
Choice white grease	523.6	511.3	518.4	530.3	527.4	519.1	-1.6
Poultry fat	458.0	471.4	475.2	474.8	481.5	488.2	1.4
Lard	62.9	61.4	62.2	63.7	63.3	62.3	-1.5
Subtotal	4,281.8	4,251.8	4,335.7	4,218.3	4,221.0	4,096.0	-3.0
Meat and bone meal	2,266.0	2,244.7	2,272.9	2,261.5	2,250.0	2,116.0	-6.0
Poultry by-product meal	1,145.0	1,178.6	1,188.1	1,186.9	1,203.8	1,220.6	1.4
Feather meal	586.2	603.5	608.5	608.0	616.6	625.2	1.4
Subtotal	3,997.3	4,026.7	4,069.5	4,056.4	4,070.4	3,961.8	-2.7
Total	8,279.1	8,278.5	8,405.2	8,274.7	8,291.4	8,057.7	-2.8
Consumption							
Feed, food, fatty acids, carryover, other	3,004.1	2,463.9	2,314.1	2,434.4	2,426.9	2,357.8	-2.8
Tallow	1,564.7	1,396.9	1,519.7	1,528.3	1,587.8	1,490.0	-6.2
Poultry fat	458.0	471.4	366.4	394.9	394.0	391.3	-0.7
White grease	547.4	387.4	301.6	382.7	348.5	365.5	4.9
Yellow grease	434.0	208.2	126.5	128.5	96.6	111.1	15.0
Methyl ester	562.0	422.3	886.8	896.3	1,070.9	1,005.2	-6.1
Animal fat	484.9	292.6	584.7	461.3	489.9	433.5	-11.5
White grease	151.5	151.0	241.8	185.1	212.3	193.8	-8.7
Tallow	240.9	77.1	195.5	174.6	205.0	161.0	-21.5
Poultry fat	61.2	45.4	108.9	79.8	72.6	78.7	8.4
Other	31.3	19.1	38.6	21.8	n/a	13.8	-
Recycled oils	77.1	129.7	302.1	435.0	581.1	571.7	-1.6
Yellow grease	70.8	111.6	213.6	303.9	443.2	487.3	10.0
Other	6.4	18.1	88.5	131.1	137.9	84.4	-38.8
Subtotal	3,004.1	2,463.9	2,314.1	3,330.7	3,497.8	3,363.0	-3.9
Animal protein meals	2,963.8	2,883.7	2,842.2	2,896.4	2,876.3	2,771.0	-3.7
Feather meal	532.9	554.6	545.7	515.8	437.8	459.2	4.9
Subtotal	3,496.7	3,438.3	3,387.9	3,412.3	3,314.1	3,230.3	-2.5
Total	6,500.8	5,902.2	5,702.0	6,743.0	6,811.9	6,593.3	-3.2
Exports							
Inedible tallow	726.5	782.0	598.3	486.7	384.1	402.8	4.9
Yellow grease	438.9	549.1	566.2	452.1	361.0	333.4	-7.7
Edible tallow	73.4	82.9	60.0	75.4	71.1	40.8	-42.7
Lard	37.9	32.5	34.8	24.8	29.4	21.5	-27.0
Poultry fat	n/a	n/a	n/a	14.5	14.9	18.2	22.4
Choice white grease	1.2	1.8	2.5	1.4	0.5	0.6	30.1
Subtotal	1,277.7	1,448.1	1,261.8	1,040.4	861.1	817.3	-5.1
Animal protein meals	447.2	539.5	618.8	552.0	577.5	565.5	-2.1
Feather meal	53.3	48.9	62.8	92.2	178.8	166.0	-7.2
Subtotal	500.5	588.4	681.6	644.2	756.3	731.5	-3.3
Total	1,778.3	2,036.6	1,943.4	1,684.6	1,617.4	1,548.8	-4.2

Sources: Global Trade Atlas for exports. US Energy Information Agency for biodiesel inputs. USDA/NASS slaughter data to derive production.
Note: n/a = not available.

Table 3. US annual livestock and poultry slaughter, 2009-2014 (thousand head)

Species	2009	2010	2011	2012	2013	2014	% Change 13/14
Broilers/Mature chickens	8,658,603	8,790,479	8,683,643	8,576,195	8,648,756	8,666,662	0.2
Cattle	33,338	34,265	34,087	32,951	32,462	30,171	-7.1
Hogs	113,618	110,257	110,860	113,163	112,077	106,878	-4.6
Turkeys	245,812	242,619	246,844	250,192	239,404	236,617	-1.2

Source: USDA/NASS.

300,000 head this year, with total beef production forecasted to recover by 2018, according to USDA/NASS estimates. In addition, US swine production is projected to rebound 4 percent this year and poultry slaughter should increase 3 percent. Low commodity prices are a key to better margins and increased production in the livestock sector, which in turn will lead to higher production of rendered products and increased demand for feed ingredients. For fats, the glut of cheap petroleum and low fuel prices will continue to dampen fat prices in the near term. The wild card is how long the oil producing nations in the Middle East can continue to flood the market with cheap oil. According to Morgan Stanley Commodity Research, Middle Eastern oil producers break even when crude oil ranges from \$10 to \$37 per barrel while US shale oil production has a breakeven of between \$50 and \$80 per barrel. Some analysts argue the technologies that have expanded oil production in the United States are here to stay and that will keep oil prices low. In the near term, with low oil prices and a strong US dollar, fat prices are likely to stay down for some time.

International Market Conditions

Protein Meals

As the global economy improved in 2014, the global feed industry expanded. According to the *2015 Alltech Global Feed Survey*, global feed production increased from 960 million metric tons in 2013 to 980 million metric tons in 2014, a 2 percent increase. China is the largest feed market in the world, but its feed production declined for the second straight year, from 189 million metric tons in 2013 to 183 million metric tons last year. In the last two years, feed production in China has dropped 8 percent, most likely due to avian influenza issues along with a decline in hog production. By region, Asia is the largest feed producer in the world at 351 million metric tons in 2014, up from 348 million metric tons in 2013.

Feed production in Europe rose from 227 million metric tons in 2013 to 233 million metric tons last year, North American production went up from 189 million metric tons in 2013 to 193 million metric tons in 2014, and Latin American feed production rose 2 percent last year to 145 million metric tons. These increases in feed production continue to fuel demand for rendered products. NRA targets the poultry, aquaculture, and pet food industries in export markets. Aquaculture feed is a growth market, expanding from 29.7 million metric tons in 2011 to 41 million metric tons in 2014. Processed animal proteins have a niche in aquafeed because they can replace fish meal in certain rations. Poultry feed is the largest market at 45 percent of total global feed production, with production dropping slightly from 444 million metric tons in 2013 to 439 million metric tons last year. Pet food is another growth market for processed animal proteins, growing from 21 million metric tons in 2013 to 22 million metric tons in 2014.

Total exports of US processed animal proteins declined 2 percent in 2014 to 566,000 metric tons primarily because of lower production and strong demand domestically. In addition, US feather meal exports dropped 7 percent in 2014. Indonesia continues to be the largest importer of processed animal proteins, importing 225,000 metric tons from the United States in 2014, down 4 percent from the previous year. Indonesia also imported about 99,000 metric tons of US feather meal in 2014, down 10 percent from 2013. US exports of processed animal proteins to China exploded in 2014 as more companies gained the proper approvals and became more comfortable exporting to the region. Exports increased 81 percent between 2013 and 2014, totaling 77,000 metric tons last year, making China the second largest importer. At around 75,000 metric tons, Mexico was the third largest importer of US processed animal proteins in 2014, down 10 percent from 2013.

The growth of the Asian and Latin American markets has been vital to the health of US processed animal protein

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Chart 1. Average monthly prices of select oils, fats, and greases, 2013-2014 (per metric ton)

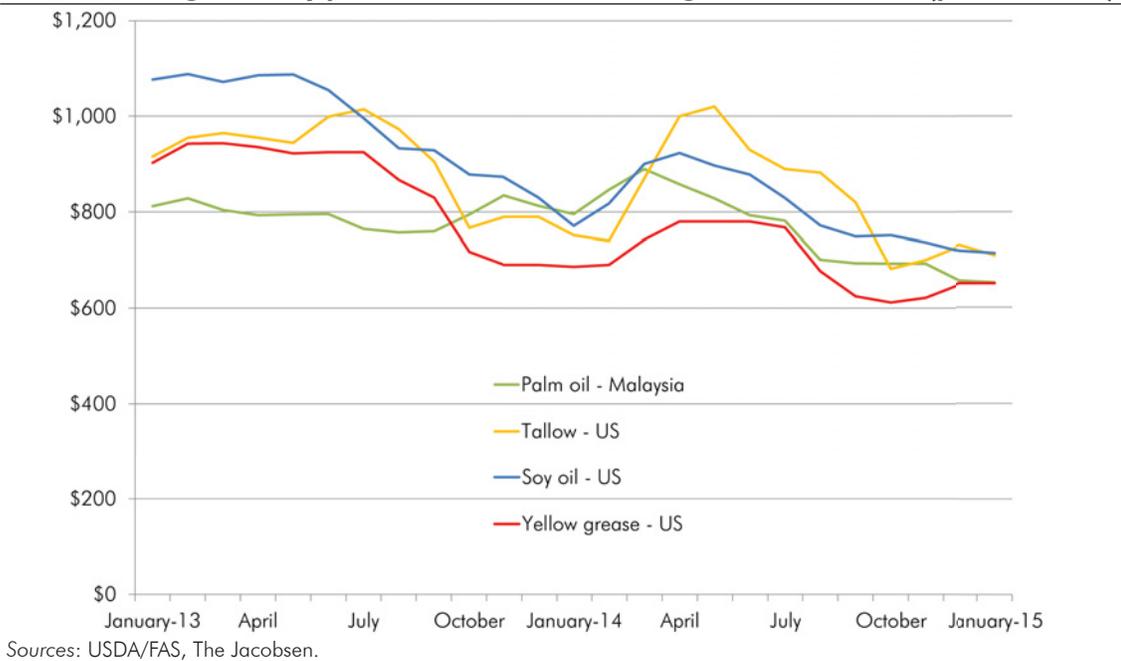


Table 4. US export customers by product, 2009-2014 (metric tons)

Product/Country	2009	2010	2011	2012	2013	2014	% Change 13/14
Inedible tallow							
Mexico	343,315	343,870	314,069	271,378	239,879	236,091	-1.6
Turkey	112,569	133,176	90,649	79,495	45,871	59,474	29.7
Guatemala	26,142	43,723	29,584	19,117	13,332	21,470	61.0
Canada	23,373	27,458	20,013	12,772	14,855	18,496	24.5
Honduras	23,088	32,971	19,457	24,597	14,097	11,499	-18.4
Morocco	13,841	15,425	16,913	10,501	5,000	9,000	80.0
Haiti	3,199	12,048	7,540	1,750	4,519	8,348	84.7
Pakistan	11,882	7,995	4,000	0	4,000	8,000	100.0
Colombia	10,998	10,298	8,099	7,199	3,899	6,100	56.5
Singapore	0	0	0	5,000	0	5,000	-
Nicaragua	7,599	10,148	8,098	7,749	3,199	4,325	35.2
Venezuela	18,847	14,599	23,369	18,589	18,799	3,800	-79.8
El Salvador	6,563	5,299	7,499	4,699	4,199	3,750	-10.7
Dominican Republic	3,649	0	0	2,000	2,499	3,000	20.0
Dominica	3,199	4,699	2,799	4,199	4,649	2,800	-39.8
Panama	400	900	400	400	0	800	-
Guyana	11	0	0	0	20	496	2,380.0
Trinidad and Tobago	1,500	500	997	122	179	264	47.5
Jamaica	0	0	0	85	0	86	-
Korea, South	45,150	43,295	17,800	2,000	0	0	0.0
Peru	16,951	22,498	21,981	15,000	4,080	0	-100.0
South Africa	3,980	5,479	5,088	0	1,000	0	-100.0
Niger	79	0	0	84	0	0	0.0
Total	726,459	781,980	598,334	486,736	384,076	402,799	4.9
Yellow grease							
European Union-28	43,023	120,843	222,637	152,030	147,273	154,005	4.6
Mexico	136,039	161,305	131,831	113,534	95,892	95,632	-0.3
Venezuela	102,879	118,243	91,490	104,869	56,896	19,851	-65.1
Dominican Republic	37,651	39,945	30,460	17,629	18,082	15,518	-14.2
Canada	22,238	15,392	26,547	15,604	11,533	10,513	-8.8
Jamaica	6,289	7,845	6,630	4,802	6,991	7,300	4.4
Guatemala	12,985	19,023	10,224	7,611	3,799	7,125	87.5
Honduras	4,640	5,989	7,236	6,920	3,605	5,890	63.4
El Salvador	9,973	10,784	11,239	3,695	3,599	3,526	-2.0
Singapore	5	539	706	1,656	2,594	2,675	3.1
Nicaragua	800	264	1,149	2,449	1,052	1,932	83.7
Haiti	7,833	4,998	5,292	5,284	1,250	1,250	0.0
Trinidad and Tobago	1,653	1,787	1,572	1,455	2,447	1,144	-53.2
Australia	42	100	196	36	551	852	54.6
Costa Rica	5,343	3,620	1,991	2,705	287	812	182.9
Total	438,851	549,053	566,246	452,067	361,034	333,375	-7.7
Edible tallow							
Mexico	67,879	75,020	54,379	70,205	66,278	35,846	-45.9
Canada	3,444	3,011	5,283	5,163	4,870	4,804	-1.4
Guatemala	75	0	0	0	0	128	-
Panama	10	38	0	0	0	6	-
South Africa	0	0	0	0	0	2	-
Total	73,398	82,893	59,963	75,399	71,148	40,786	-42.7
Lard							
Mexico	36,040	27,461	32,878	23,487	28,347	18,950	-33.1
Japan	0	0	16	0	0	1,499	-
Canada	715	4,085	1,016	598	596	612	2.7
Total	37,861	32,468	34,776	24,826	29,445	21,492	-27.0
Poultry fat							
Canada	-	-	-	10,667	11,065	13,084	18.2
Mexico	-	-	-	806	854	1,731	102.7
Thailand	-	-	-	58	461	1,044	126.5
Dominican Republic	-	-	-	513	644	577	-10.4
Guatemala	-	-	-	287	370	458	23.8
Honduras	-	-	-	770	392	410	4.6
Total	-	-	-	14,536	14,895	18,226	22.4

Table 4. US export customers by product, 2009-2014 (metric tons), continued

Product/Country	2009	2010	2011	2012	2013	2014	% Change 13/14
Animal protein meals							
Indonesia ¹	281,276	336,728	388,150	225,742	235,209	225,395	-4.2
China	4,453	13,584	16,326	33,817	42,568	76,908	80.7
Mexico ²	83,729	72,710	91,425	99,049	83,334	74,866	-10.2
Canada	38,051	43,488	30,333	38,044	43,373	48,719	12.3
Chile ³	3,045	13,128	21,587	57,394	35,970	37,852	5.2
Vietnam	20,672	30,436	36,729	26,125	27,306	35,727	30.8
Malaysia	225	6	0	2,060	16,902	14,162	-16.2
Philippines	4,456	9,629	4,466	33,035	29,704	12,462	-58.0
Ecuador ³	5,270	7,000	7,200	6,400	9,400	10,034	6.7
Guatemala	0	18	10	1,037	12,595	7,399	-41.3
Netherlands	833	2,211	3,502	5,518	5,675	6,878	21.2
Thailand	3,646	7,019	11,512	12,884	14,951	5,730	-61.7
Argentina	0	0	0	0	0	1,762	-
Colombia	253	310	1,001	724	2,276	1,523	-33.1
Bangladesh	0	0	0	1,277	3,425	1,505	-56.1
Honduras	315	253	167	900	3,406	1,100	-67.7
Peru	10	27	337	680	1,156	994	-14.0
Costa Rica	515	1,603	1,948	349	781	749	-4.1
Korea, South	0	0	0	168	116	402	246.6
Total	447,182	539,510	618,760	551,989	577,509	565,512	-2.1
Feather meal							
Indonesia	43,207	36,131	36,011	46,929	110,087	98,990	-10.1
Chile	0	0	13,697	25,667	52,972	48,135	-9.1
Canada	6,311	9,497	11,632	17,035	8,961	16,227	81.1
China	0	0	0	0	183	1,265	591.3
Costa Rica	65	0	0	0	51	440	762.7
Panama	0	0	0	0	0	400	-
Ecuador	557	150	0	0	0	296	-
Total	53,340	48,924	62,791	92,195	178,815	165,952	-7.2

Source: Global Trade Atlas.

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

producers. In late December 2014, a case of HPAI was reported in the Pacific Northwest of the United States. The positive news is that most export markets adopted OIE guidelines allowing for the safe trade of heat-treated products. The bad news is that China banned all US poultry products, causing a 50 percent drop in US high protein (pet food grade) meal prices. NRA, in coordination with the US Animal and Plant Health Inspection Service and Foreign Agricultural Service (FAS), has put much effort into negotiating with Chinese officials to reopen the market to China. As of this writing, an agreement was close.

Fats and Greases

The global market for fats and greases continues to evolve. Palm oil production is expanding, putting more supply into the market and additional downward pressure on prices. However, on the demand side, many producing nations now have an additional market in their domestic biofuels sector. In 2014, the top three rendering industries in the world saw about 25 percent of production used in domestic biofuel production as seen in table 5. In addition, the vast majority of tallow exports from Australia went to a renewable fuel producer in Singapore. There is a constant tug of war for these products between export markets and domestic use in biofuel.

As mentioned earlier, US exports of tallow were about 250,000 metric tons in the first six months of 2014, up 17 percent over the same time period in 2013. However, the strengthening dollar made exports during the latter half of 2014 more difficult. Last year, US tallow exports increased 5 percent, from 384,000 metric tons in 2013 to 403,000 metric tons in 2014, stopping a trend of declining tallow exports that has occurred since 2006. Mexico, Turkey, and Guatemala were the top US tallow importers last year. For yellow grease/used cooking oil, the 28 countries of the European Union remain the largest importer at 154,000 metric tons, up well over 4 percent from 2013. These exports are approved solely for the biofuel industry in the region. Overall, US exports of yellow grease/used cooking oil declined 8 percent in 2014 over 2013 mainly due to a drop of 35,000 metric tons of yellow grease exports to Venezuela because of the instability in that country. Overall, US exports of rendered fats were down 5 percent in 2014.

Outlook

The IMF predicts world output growth of 3.5 percent in 2015, up from 3.3 percent last year, correlating into increased demand for inputs such as rendered products. On the flip side, competing products are flooding the global markets

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and increasing the global supply of proteins and fats. In the 2014/2015 marketing year, USDA/FAS projects global soybean production will be up 11 percent to a record 315 million metric tons. This follows a record year in 2014 and translates to continued downward pressure on rendered product exports as a result of excessive supply of competing fats and proteins. In addition, low fuel prices will keep fat prices down as they are more and more linked to biofuel production. Furthermore, the strengthening dollar will continue to make US exports less competitive in the international marketplace.

On a more upbeat note, processed animal proteins continue to be used to replace fish meal in aquatic and terrestrial animal rations. Fish meal production will remain flat if not decline over the next few years. As certain processed animal proteins become more correlated to fish meal prices, some products will be buffered from the overproduction of vegetable proteins and fats. In addition, at some point crude oil production will be cut to raise oil prices once again and that will strengthen rendered fat prices as well. **R**

Table 5. Global production/use of rendered fats

	Rendered fat production (000 metric ton)	% Exported	% Biodiesel/Renewable fuels
United States	4,096.0	21	25
Brazil	1,970.0	2	28
European Union	2,500.0	n/a	25
Australia	600.0	72	5

Notes: n/a = not available.
Figures for United States are for 2014, other countries are for 2013.

Industry Data Collection to Begin Again

The United States (US) Department of Agriculture’s National Agricultural Statistics Service (NASS) has launched the Current Agricultural Industrial Reports (CAIR) – Fats & Oils program, which includes the rendering industry as a key component in the survey program. A monthly census of all rendering companies will begin this summer.

Fats and oils statistics were previously published by the US Census Bureau in the CIR-M311K report but discontinued in 2011 due to budget constraints. This report was a valuable source of information to the National Renderers Association and used in the industry’s annual market report published each April in *Render* magazine.

In preparation for the new monthly report, NASS is in the process of contacting all rendering companies to complete an operation profile. For integrated firms or firms with multiple locations, NASS is making contact at the corporate office level. For all other contacts, a local NASS representative has been assigned.

The primary purpose of the operation profile interview is to establish the primary and secondary contacts for the monthly report, which is slated to begin in June with the first publication scheduled for August 3, 2015. The *Fats & Oils: Production, Consumption, and Stocks* publication will be available at www.nass.usda.gov.

For more information on the new data collection program, contact Mistie Salmon at (202) 690-3226 or David Colwell at (202) 690-3233. **R**



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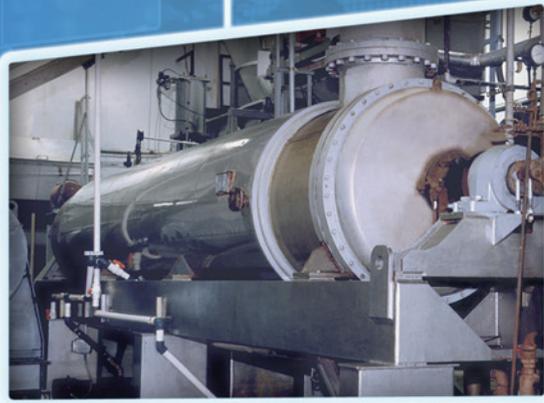
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Introducing a New Rendering Code of Practice

By David L. Meeker, PhD, MBA
Senior Vice President, Scientific Services, National Renderers Association



Transparency is the new watchword throughout the food chain and accountability is expected at every step. Renderers play a vital role by processing and re-purposing animal by-products that would otherwise be wasted or used for less valuable contributions than as animal feed ingredients. However, the new reality is that renderers just cannot keep doing things the same way they always have, even if it has always worked.

To maintain this critical role in the sustainability of animal agriculture, renderers must prove to customers, regulators, and local communities that they do the right things and do things right. The *North American Rendering Industry Code of Practice* (COP) does just that, and the industry recently raised the bar to meet changing expectations of the marketplace and federal regulations. Every rendering plant should pursue COP certification in this new program to increase value to customers.

After nine years of success with the COP, there are currently 117 plants certified representing more than 95 percent of total rendered feed ingredient production in the United States and Canada. To build on that momentum, the Animal Protein Producers Industry (APPI) Steering Committee has approved the first major revision of the program since the initial plant was certified November 29, 2005. Once a stand-alone association to develop and implement safe feed programs, APPI is now a committee of the National Renderers Association (NRA). The COP program remains voluntary, but there are many good reasons to participate. Certification will:

- ensure compliance with new feed regulations required by federal law;
- assure customers that the renderer is a verified safe supplier;
- offer a single audit for recognition by two well-known programs;
- help employees take pride in their work; and
- identify opportunities for continuous improvement.

The new COP aligns with the American Feed Industry Association (AFIA) Safe Feed/Safe Food (SF/SF) program that was also recently revised so it is more usable and straightforward, reducing the number of audited items from over 230 to 77. Now, if a renderer chooses, one audit will lead to both AFIA and APPI certification. As NRA worked together with AFIA to revise these programs, the intent was to also prepare animal feed and ingredient plants to be in compliance with new Food and Drug Administration (FDA) Food Safety Modernization Act (FSMA) feed regulations that will be enforced in 2016 and beyond. Collaborating with AFIA

will also put the rendering COP on a path to global recognition that should be beneficial for marketing and sales.

Improvements in the joint APPI/AFIA audit program include an objective scoring system that will allow plants to benchmark their progress and show specific opportunities for improvement from each audit. The audits will continue to be done by a third-party auditing body using trained consultants with experience in animal feed. The assessment process will provide the facility with better direction for continuous improvement over time and compliance with FSMA. The certifications require an on-site audit every two years and a “surveillance” audit in the off years. The surveillance audit is completed off-site and is an abbreviated version of the on-site audit examining mandatory elements only.

The rewritten AFIA SF/SF program, now called FSC36, can be of practical use for both feed companies and renderers. Renderers will use the FSC36 guidance as the primary document for simultaneously certifying both in SF/SF and the rendering COP. NRA also provides a companion guidance document that explains the few exemptions that apply to rendering plants, offers further explanation for rendering, and provides additional auditor guidance for rendering. For example, the FSC36 document discusses mixers for feed manufacturers whereas the rendering document discusses cookers for rendering, but the same audit checklist is used for both industries. Many parts of the program, such as elements of hazard analysis and building a food safety plan that will be required in new FSMA regulations, are the same for both industries and are presented in AFIA’s FSC36 without being repeated in the rendering document.

The purpose of the new guidance documents for FSC36 and the rendering COP is to assist facilities with designing, developing, implementing, and maintaining a quality feed safety program. The guidance will also assist auditors as they evaluate the feed safety program of plants seeking certification. There are numerous examples to help facilities prepare for compliance. However, these are not prescriptive or applicable in every situation – flexibility is allowed in achieving the goal of safe animal feed and ingredients. Renderers, feed manufacturers, suppliers, consultants, and auditors are all required to understand animal food safety risks in all sectors of the feed industry to effectively control unacceptable risks.

To receive both APPI rendering COP and AFIA SF/SF FSC36 certification, plants should go to the Safe Quality Food (SQF) website at www.sqfi.com/standards/safefeed-safefood/, pay a registration fee of \$250, and request an audit. This process is much improved over last year and the user guide is easy

to follow. There will be a choice of at least three different auditing bodies through the SQF registration. COP certification will occur automatically after the FSC36 audit is complete. Renderers desiring COP certification only may bypass SQF and request an audit directly from APPI's third-party auditor, Validus (contact Brian Bennett, director of feed auditing services at (866) 320-7751, or directly at (571) 830-6603). The auditor will use the same FSC36 guidance and audit points as the SQF route. Bypassing SQF will save the \$250 registration fee, but auditing fees and travel costs will be the same. Auditors are now being trained at a much higher level than when the COP started in 2005, ensuring that audits will be more rigorous and consistent.

The good news is that many of the requirements in FSC36 have been part of the rendering COP all along, but they are organized differently in FSC36. Most of the new elements are assuredly going to be required by FSMA. The FSC36 guidance is in a very usable format with each element having a description of what is required, a description of what it means in a plant (implementation guidance), and what an auditor should look for (auditing guidance). As has always been said with the rendering COP, renderers should read the guidance and go through the checklist before arranging the third-party audit. No plant has failed yet, and that is due to excellent preparation.

The new rendering COP supports a risk-based management system that is documented and implemented by a supplier of feed or feed-related products to control animal food safety. The program includes:

- commitment of the site management to maintain

a safe, quality feed supply and the management processes that must be in place to do so;

- hazard analysis and preventive controls that identify and control hazards;
- an animal food safety program that identifies quality threats and defines their control;
- product traceability and recall;
- control of contamination; and
- staff training requirements.

FSC36 is also a foundation for AFIA's FSC32 (Global Food Safety Initiative [GFSI] benchmarked SF/SF) and FSC34 (GFSI benchmarked pet food manufacturing), both of which have more stringent requirements and are aimed at the global market. Renderers can pursue these certifications through AFIA if desired, and FSC36 is a great first step. NRA's emphasis will be to get all its members certified in FSC36 and the rendering COP through SQF, or COP only.

NRA, AFIA, and other industry representatives are assisting FDA to write compliance guidance and an educational curriculum for FSMA that will be used to train FDA inspectors. With this industry involvement, these FDA-endorsed materials should reflect the same concepts as the FSC36 materials used for COP certification. These materials will be made available to the industry soon, and will be very useful in future COP training sessions.

Visit NRA's biosecurity website at www.nationalrenderers.org/biosecurity-appi/code and AFIA's SF/SF website at www.safefeedsafefood.org for copies of the rendering COP and FSC36 guidance documents, audit checklist, and other details. AFIA's SF/SF website updates every few weeks. **R**

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Biodiesel Outlook: Past Success, but Future Uncertain

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

The United States (US) advanced biofuels industry faced a challenging year in 2014 marked by policy uncertainty in Washington, DC, and sharp declines in energy prices. Despite this, biomass-based diesel and biodiesel production remained near record levels.

The US biomass-based diesel industry produced 1.75 billion gallons in 2014, mostly as biodiesel, down slightly from 1.8 billion gallons in 2013 (chart 1). Advanced biofuel production continues to support many industries, including rendering, transportation, and agriculture, and strengthens the nation's energy security and diversity, food security, and environmental stewardship. Biodiesel is a proven advanced biofuel and is set for continued growth.

However, the regulatory outlook for advanced biofuels remains unclear. The Environmental Protection Agency (EPA) still has not released a final rule setting renewable fuel obligations in the nation's fuel supply for 2014 and 2015, although the agency has said it is determined to get back on track this year. It is also important to note the \$1-per-gallon biodiesel excise tax credit expired December 31, 2013, for the fourth time in six years. Congress retroactively reinstated the credit at the end of 2014 for one year, but failed to extend it through 2015.

Despite these setbacks, many positive factors have kept the advanced biofuel industry moving forward. Market opportunity is broad for biomass-based diesel and there is ample domestic production infrastructure in place. In 2013, the United States led the world in biodiesel production, followed by Germany, Brazil, Argentina, France, and Indonesia. The latest figures from the US Department of Energy shows worldwide biodiesel production grew nearly 17 percent from 2012 to 2013.

The US advanced biofuel industry is impacted by falling oil prices due to increased domestic petroleum production. With

oil prices at the lowest level since 2009, the energy market is weak and there is ample supply. Yet diesel demand is up seven percent year-to-date, severe cold weather this winter increased demand in the Northeast heating oil market, and potential energy security threats encourage demand and support for biomass-based diesel. Although diesel prices are following a similar trend as crude oil, chart 2 shows that biomass-based diesel prices are more resilient than diesel prices.

Another key factor to watch in the biomass-based diesel industry is the recent EPA approval of a new rule that allows soybean oil-based biodiesel from Argentina to qualify under the agency's Renewable Fuel Standard. Argentina biodiesel production for 2015 is forecasted at 820 million gallons with 450 million gallons projected for export. If these export gallons arrive in US ports, US sourced feedstocks may come under some price pressure.

Feedstock Outlook

Biomass-based diesel continues to be a significant and reliable source of demand for rendered fats and oils. The outlook for soybean, palm, and canola oil production is strong and may limit upside vegetable oil pricing. Record soybean and corn crops, high palm oil production, and a very strong US dollar are making exports of fats and oils more challenging. These factors along with ample supply of vegetable oil could keep rendered fats and oil prices under pressure.

Uncertainty and market volatility are no strangers to the advanced biofuel industry, leading to the need for feedstock diversification. Renewable Energy Group (REG) Inc. has taken a diversification strategy and today relies on a multi-feedstock, multi-product, and multi-technology approach to ensure feedstock flexibility and product quality across all of its biorefineries. The company has invested in facility upgrades that allow multiple feedstocks with high and low free fatty

Chart 1. Biomass-based diesel production, 2012-2014 (million gallons)

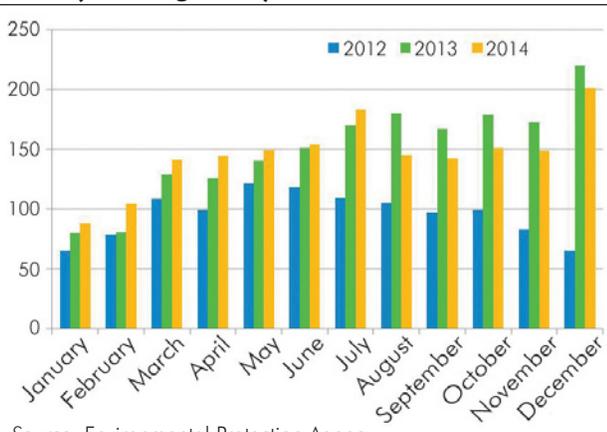
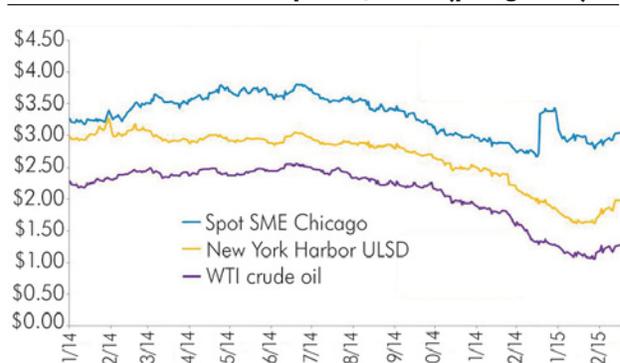


Chart 2. Biomass-based diesel prices compared to diesel and crude oil prices, 2014 (per gallon)



Sources: REG and Oil Price Information Service.

Notes: SME = soy methyl ester; ULSD = ultra-low sulfur diesel; WTI = West Texas Intermediate.

acid content. REG recently acquired and opened a 75-million-gallon renewable hydrocarbon diesel biorefinery that utilizes recycled fats and oils to produce a 100 percent hydrocarbon fuel that meets the same specifications as petroleum diesel.

Biomass-based diesel is among the most tested fuels in the marketplace. ASTM International and the biodiesel industry have been strategic partners in research and investments of quality standards for biodiesel. This dedication to quality has proven that biodiesel is here to stay.

In addition, many US states and cities have established biomass-based diesel markets. For example, Minnesota has a requirement that all diesel fuel be blended with five percent biodiesel year round and 10 percent biodiesel in the summer months, while New York City has a two percent biodiesel blend requirement for all heating oil sold.

Biomass-based Diesel Outlook

The National Biodiesel Board introduced a 10-year vision in 2013 with a goal that 10 percent of the on-road diesel market be comprised of biomass-based diesel by 2022. So what is next in 2015? History has proven that this resilient industry will continue growing into new and existing markets, utilizing multiple feedstocks, and producing quality products. The industry will continue to support jobs and economic development and innovation.

The US Energy Information Administration forecasts that 17.1 percent more diesel fuel will be used in the United States by 2023 and 26 percent more by 2040. Diesel car and sport utility vehicle registrations in the United States increased 24.3 percent from 2010 through 2012, compared to a 2.75 percent rise for the same gas vehicle registrations. With 44 new clean diesel car, truck, and sport utility vehicle models launched in the 2014 model year, automotive industry experts predict that consumers will have more than 58 diesel vehicle models to choose from in North America by 2017.

Consumer acceptance and continued support from partner industries like rendering will remain important for the future growth of renewable fuels. Biomass-based diesel has been tested, proven, and is here to stay. **R**

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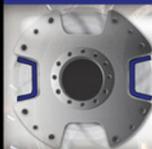
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Region: Central

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
www.fuillc.com
Phone: 507-637-2938
Fax: 507-637-5409
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
Phone: 507-637-2938
Fax: 507-637-5409
Products: FM,PB,SF,TG,HI,MM,MB,PM,BFP,FGAF,BM,OT(Pet food)
Region: Central

Darling Ingredients Inc. - Headquarters

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

Darling Ingredients Inc. - Regional Office

P.O. Box 615
Des Moines, IA 50306
www.darlingii.com
Phone: 515-288-2166
Fax: 515-288-1007
Region: Central, Western, Eastern

Darling Ingredients Inc.

Griffin Industries LLC offices
4221 Alexandria Pike
Cold Spring, KY 41076
www.darlingii.com
Phone: 859-781-2010
Fax: 859-572-2575
Region: Central, Western, Eastern

Rothsay

A Division of Darling
International Canada Inc.
150 Research Lane, Suite 307
Guelph, ON, N1G 4T2
Canada
www.rothsay.ca
Phone: 519-780-3342
Fax: 519-780-3360
Region: Eastern, Central

Terra Renewal, A Darling Brand
4221 Alexandria Pike
Cold Spring, KY 41076
www.terrarenewal.com
Phone: 479-668-4503
Region: Central

For rendered fat sales

DAR PRO Solutions, a Darling/Griffin Brand
www.darpro.com
Contact: Michael Rath
Phone: 800-669-1209
Fax: 972-717-1959
E-mail: sales@darpro.com
Products: BLF,BR,CN,DL,EQ,ET,EX,FGAF,HI,LT,RF,SF,ST,TG,YG,OT (bio-based diesel)

For rendered protein sales

DAR PRO Solutions, a Darling/Griffin Brand
www.darpro.com
Contact: Jim Conway
Phone: 877-659-8438
Fax: 859-781-2569
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
www.darpro.com
Contact: Todd Mathes
Phone: 855-327-7761
Fax: 859-781-2569
E-mail: recyclingservices@darpro.com

Sonac USA LLC

Darling Ingredients International
1231 S. Rochester Street,
Suite 250
Mukwonago, WI 53149
www.sonac.biz
Contact: Lawrence Jeske
Phone: 262-363-6051
Fax: 262-363-2789
E-mail: larry.jeske@rousselot.com
Products: Spray-dried blood and plasma products
Region: Central

Encore Oils LLC

Sequential Pacific Biodiesel
3333 NW 35th Avenue,
Building C
Portland, OR 97210
www.encoreoils.com
Contact: Tyson Keever
Phone: 800-447-3794
Fax: 503-296-5490
E-mail: tysonk@salembiodiesel.com
Products: MB,TG,Lard
Region: Western

Foster Farms

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

G.A. Wintzer & Son Co.

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

Gelita USA

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

Gelita USA - Chicago

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

Holmes By-Products Inc.

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

Hormel Foods Corp.

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

Hormel Foods - Austin

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

Hormel Foods - Fremont

900 S. Platte Avenue
Fremont, NE 68025
Contact: 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: jim.fisher@jbsa.com
Products: TG,RF,HI,MBM,BM,EX
Region: Western

Plant Locations**JBS Swift & Company**

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

JBS Swift & Company

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

JBS Swift & Company

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

JBS Swift & Company

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

JBS Swift & Company

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

JBS Swift & Company

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

JBS Swift & Company

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

Mountain View Rendering Company

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

JBS - MOPAC

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

JBS Packerland Tolleson

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

JBS Packerland Green Bay

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

Pilgrim's Pride Corp. - Rendering Headquarters

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

Plant Locations**Pilgrim's Pride Corp. -**

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

Pilgrim's Pride Corp. -

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

Pilgrim's Pride Corp. -

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

Pilgrim's Pride Corp. -

Russellville
3433 Bernice Avenue
Russellville, AR 72802
Contact: Gary Reddell
Phone: 479-968-2567
Fax: 479-968-3171
E-mail: gary.reddell@pilgrims.com
Products: SF,MB,PM,FM
Region: Central

Pilgrim's Pride Corp. -

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

John Kuhni Sons Inc.

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

Kaluzny Bros. Inc.

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

Kruger Commodities Inc. - Headquarters

14344 Y Street, Suite 202
Omaha, NE 68137
www.krugerinc.com
Contact: James H. Kruger
Phone: 402-896-1324
Fax: 402-896-1784
E-mail: jim@krugerinc.com
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 Ethridge
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
www.mendotaagriproducts.com
Contact: John Mahoney
Phone: 815-730-2080
Fax: 815-730-2087
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
www.mendotaagriproducts.com
Contact: John Setchell
Phone: 815-539-5633
Fax: 815-539-7943
E-mail: johns@mendag.com
Products: BLF,DT,FGAF,SF,TG,MB,YG
Region: Central

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

**National Beef Packing
Company LLC -
Headquarters**

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

National Beef - Dodge City

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

National Beef - Liberal

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

Nutri-Feeds Inc.

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,CWG,MB,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: 325-653-3858
Fax: 325-659-3823

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

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: waynepq@yahoo.com
Products: FGAF,SF
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
www.sanimax.com
Contact: Martin Couture
Phone: 514-648-6001 or
888-495-9091
Fax: 514-648-3013
E-mail: info@sanimax.com
Region: Eastern

Sanimax

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

Sanimax

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

Sanimax

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

Sanimax

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

Sanimax

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

**Simmons Feed
Ingredients**

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

Smithfield

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

Smithfield - Sales

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

Smithfield - Clinton

424 E. Railroad Street
Clinton, NC 28328
Contact: Donald Stegal
Phone: 910-627-3742
Fax: 910-299-3001
E-mail: donald.stegal@
sf-fl.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Eastern

Smithfield - Crete

2223 County Road 1
Crete, NE 68333
Contact: Bob Pracheil
Phone: 402-826-8885
E-mail: bob.pracheil@sf-fl.com
Products: SF,RF,HI,LG,MM,MB,
BM,EX,OT(Heparin, plasma,
runners, hydrolized hog hair)
Region: Central

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

Smithfield - Kansas City
11500 NW Ambassador Drive
Kansas City, MO 64195
Contact: Brenda Lewis
E-mail: brenda.lewis@sf-fl.com
Products: SF,RF,HI,LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolyzed hog hair)
Region: Central

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

Smithfield - Monmouth
1220 N. 6th Street
Monmouth, IL 61462
Contact: Roderick Davis
Phone: 800-298-4682
E-mail: roderick.davis@sf-fl.com
Products: SF,RF,HI,LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolyzed hog hair)
Region: Central

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

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

Smithfield - Tar Heel
15855 Highway 87 West
Tar Heel, NC 28392
Contact: Jeff Brock
Phone: 910-879-5758 ext. 758
E-mail: jeffery.brock@sf-fl.com
Products: SF,RF,HI,LG,MM,MB, BM,EX,OT(Heparin, plasma, runners, hydrolyzed hog hair)
Region: Eastern

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

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

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

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

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

Plant Locations

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

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

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

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

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

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

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

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

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

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

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

Tyson Fresh Meats
800 Stephens Port Drive,
DD828D
Dakota Dunes, SD 57049
Contact: Bob Bestgen or
Kim Broekemeier
Phone: 605-235-2523 or
605-235-2836
Fax: 479-757-7595 or
479-757-7547
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
Lexington, NE
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
www.valleyproteins.com
Contact: Gerald F. Smith Jr.
Phone: 540-877-2590
Fax: 540-877-3210
E-mail: jsmith@valleyproteins.com
Products: BFP,MB,CM,EX,FGAF, FM,HI,MM,PF,PM,SF,TG,YG, 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
Region: Eastern

Valley Proteins Inc. - Amarillo Division
8415 S.E. 1st Avenue
Amarillo, TX 79118-7302
Contact: Steve Heredia
Phone: 806-379-6001
Fax: 806-374-1207
E-mail: sheredia@valleyproteins.com
Region: Central

Valley Proteins Inc. -
Baltimore Division
1515 Open Street
Baltimore, MD 21226
Contact: Robert Hutson
Phone: 410-355-4800
Fax: 410-355-3095
E-mail: rhutson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Fayetteville Division
1309 Industrial Drive
Fayetteville, NC 28301
Contact: Paul White
Phone: 910-483-0473
Fax: 910-213-1140
E-mail: pwhite@valleyproteins.com
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
Region: Eastern

Valley Proteins Inc. -
Knoxville Division
9300 Johnson Road
Strawberry Plains, TN 37871
Contact: Bobby Watson
Phone: 865-933-3481
Fax: 865-932-5713
E-mail: rwatson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Lewiston Division
P.O. Box 10
Lewiston, NC 27849
Contact: Mike Anderson
Phone: 252-348-4290
Fax: 252-348-2389
E-mail: manderson@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Linkwood Division
5420 Linkwood Road
Linkwood, MD 21835
Contact: Reed Parks
Phone: 410-228-1616
Fax: 410-228-9389
E-mail: rparks@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Linville Division
6230 Kratzer Road
Linville, VA 22834
Contact: Hobie Halterman
Phone: 540-833-6641
Fax: 540-833-6504
E-mail: hhalterman@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Rose Hill Division
P.O. Box 1026
469 Yellow Cut Road
Rose Hill, NC 28458
Contact: Toby Schlink
Phone: 910-289-2083
Fax: 910-289-3312
E-mail: tschlink@valleyproteins.com
Region: Eastern

Valley Proteins Inc. -
Terre Hill Division
693 Wide Hollow Road
East Earl, PA 17519
Contact: John Hamzik
Phone: 717-445-6890
Fax: 717-445-6379
E-mail: jhamzik@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: Chris Bivans
Phone: 704-694-3701
Fax: 704-694-6145
E-mail: cbivans@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
www.wardlawspoultryfarm.com
Contact: Keith Wardlaw or John Koning
Phone: 705-309-0204
Fax: 877-662-8262
E-mail: keithwardlaw@gmail.com or john@wardlawspoultryfarm.com
Products: LG
Region: Eastern

Washington Beef LLC
AB Foods LLC
P.O. Box 832
Toppenish, WA 98948
www.abfoodsusa.com
Contact: Trey Roberts
Phone: 208-338-2500
Fax: 208-338-2650
E-mail: trey.roberts@agribeef.com
Contact: Jesse Castaneda
Phone: 509-865-2121
Fax: 509-865-2827
E-mail: jesse.castaneda@abfoodsusa.com
Products: MB,BM,HI,Tallow
Region: Western

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

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

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

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

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

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
www.westernmassrendering.com
Contact: David T. Plakias
Phone: 413-569-6265
Fax: 413-569-6512
E-mail: david@wmrco.com
Products: EX,SF,FGAF,DT,TG
Region: Eastern

Active Members by State/Canada

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New York

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Virginia

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Wisconsin

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REGIONAL AREAS OF THE NATIONAL RENDERERS ASSOCIATION

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



2015 Associate Members

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

Air/Water Treatment

Chem-Aqua Inc.

NCH Corporation
2727 Chemsearch Boulevard
Irving, TX 75062
www.chemaqua.com
Contact: Gloria V. Harrison
Phone: 972-438-0120
Fax: 972-438-0801
E-mail: gloria.harrison@nch.com
Products: Water treatment products
Region: Central

Clean Water Technology Inc.

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

Gulf Coast Environmental Systems

1689 Hawthorne Drive
Conroe, TX 77301
www.gcesystems.com
Contact: Caitlin Parsley
Phone: 832-476-9024
E-mail: cparsley@gcesystems.com
Region: Central

Kusters Water

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

NCM Odor Control

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

SCP Control Inc.

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

Steen Research LLC

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

Antioxidants

Amalfi Ingredients Corp.

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

Ameri-Pac Inc.

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

Caldic Canada Inc.

Formerly Nealanders
International Inc.
6980 Creditview Road
Mississauga, ON, Canada
L5N 8E2
www.caldic.com
Contact: Kathleen Koe
Phone: 905-812-7300
Fax: 905-812-7308
E-mail: kkoe@caldic.ca
Region: Central

C.F. Zeiler & Company Inc.

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

Kemin Nutrinsurance Inc.

600 East Ct. Avenue
Des Moines, IA 50309
www.kemin.com
Contact: Chris Gloger or
Kevin Custer
Phone: 281-615-7924 (Chris)
or 515-289-6842 (Kevin)
Fax: 979-562-2471
E-mail: chris.gloger@kemin.com or
kevin.custer@kemin.com
Region: Central

Novus International Inc.

20 Research Park Drive
St. Charles, MO 63304
Contact: Vanessa Stewart
Phone: 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
Contact: Jim Sparrow
Phone: 812-283-6697
Fax: 812-283-0765
E-mail: jsparrow@pfanoil.com
Region: Central

Rensin International Corporation

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

Videka

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

Bulk Liquid Storage / Transportation

Bulk Transportation

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

CST Storage

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

Dura Cast Products Inc.

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

LNL Trucking Inc.

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

Paul Marcotte Farms Inc.

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

Stoller Trucking Inc.

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

Chemicals

Anderson Chemical Co.

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

Bluestar Silicones

Bluestar Chemical Co. Ltd.
918 Forder Glen Ct.
Saint Louis, MO 63129
www.bluestarsilicones.com
Contact: Tom Stremmlau
Phone: 678-477-3366
E-mail: tom.stremmlau@bluestarsilicones.com
Region: Central

CCI

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

Chem-Tech Solutions Inc.

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

Croda Inc. - Atlas Point

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

DuBois Chemicals

3630 East Kemper Road
Sharonville, OH 45241
www.duboischemicals.com
Contact: Dale Jezwinski or Jeff Carey
Phone: 513-504-6036 or 706-599-8222
Fax: 800-543-1720
E-mail: dale.jezwinski@duboischemicals.com or jeff.carey@duboischemicals.com
Products: Degreasers/Cleaners for trucks, equipment, walls and floors, truck wash systems
Region: Eastern, Central

DynaEdge

Cleaning Solutions Inc.
1997 American Boulevard
De Pere, WI 54115
www.dynaedge.com
Contact: Jake Craanen
Phone: 920-337-4400
Fax: 920-337-9410
E-mail: sales@dynaedge.com
Products: Industrial degreasers/detergents for equipment, floors, trucks, and walls
Region: Central

Evonik Goldschmidt Corporation

Evonik
P.O. Box 1018
Janesville, WI 53547-1018
www.goldschmidt.com
Contact: Randy Love
Phone: 804-452-5690
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
www.globalaquasolutions.com
Contact: Jessica Thorn
Phone: 800-398-0994
Fax: 800-398-0994
E-mail: admin@globalaquasolutions.com
Region: Western

Hydro Solutions Inc.

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

Vantage OleoChemical

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

Commodity Brokers/Traders**Agri Trading**

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

D.A. Lorentzen Inc.

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

Decom Inc.

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

E.B. Wakeman Company

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

Gavilon Ingredients LLC

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

Gersony Strauss Company Inc.

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

Hurley Brokerage Inc.

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

Mini Bruno North America Inc.

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

Mirasco Inc.

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

Pasternak, Baum & Co. Inc.

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

Sunbelt Commodities Inc.

P.O. Box 70006
Marietta, GA 30007-0006
Contact: Dave Haselschwerdt
Phone: 770-641-8504
Fax: 844-269-8316
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
www.agmotion.com
Contact: Michael McCartan or Nick Jones
Phone: 612-486-3882
Fax: 612-486-3982
E-mail: mmccartan@agmotion.com or njones@agmotion.com
Products: FM,PB,FGAF,MM,MB, BM,DT
Region: Central

Wilbur-Ellis Feed Division

Wilbur-Ellis Company
2001 SE Columbia River Drive
Vancouver, WA 98661
www.wilburellis.com
Contact: Tomas Belloso
Phone: 360-892-2677
Fax: 360-892-4097
E-mail: tbelloso@wilburellis.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

W.W.S. Inc.

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

Consultants

Bolton & Menk Inc.

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

Conestoga-Rovers and Associates

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

Energy Management Resources Inc.

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

National Grease Recycling Inc.

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

Reid Engineering Company Inc.

1210 Princess Anne Street
Fredericksburg, VA 22401
www.reidengineering.com
Contact: Shane H. Reid
Phone: 540-371-8500
Fax: 540-371-8576
E-mail: sreid@
reidengineering.com
Products: 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
www.scec.com
Contact: Karl Lany
Phone: 714-282-8240
Fax: 714-282-8247
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
www.accorporation.com
Phone: 336-273-4472
Fax: 336-274-6035
E-mail: twalker@
accorporation.com
Region: Eastern

Alfa Laval Inc.

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

Alloy Hardfacing & Eng. Co. Inc.

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

Anco-Eaglin Inc.

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

Artex Manufacturing

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

Brown Industrial Inc.

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

Cablevey Conveyors

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

Chinrose International

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

Clapper Corporation

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

Consolidated Fabricators

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

DGA & Associates

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

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

Frontline International Inc.

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

Gainesville Welding & Rendering Equipment

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

Genesis III Inc.

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

Haarslev Inc.

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

Industrial Filter & Pump Mfg. Company

P.O. Box 1079
Mims, FL 32754
www.industrialfilter.com
Contact: Tim Indoe
Phone: 708-656-7800
Fax: 708-656-7806
E-mail: tim@industrialfilter.com
Products: Pressure leaf filters
Region: Central

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

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

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

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

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

Lycos Manufacturing Inc.
115 Commercial Drive
P.O. Box 31
Columbus, WI 53925
www.lycomfg.com
Contact: Kevin Hansen
Phone: 920-623-4152
Fax: 920-623-3780
E-mail: kevin.hansen@
lycomfg.com
Products: Rotary screens
Region: Central

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

Martin Sprocket & Gear
3600 McCart Street
Ft. Worth, TX 76110
www.martinsprocket.com
Contact: Kirk Trimble
Phone: 817-258-3000
Fax: 817-258-3173
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, NOB 1E0
Canada
Contact: David Thompson
Phone: 519-621-0546
Fax: 519-621-4413
E-mail: dthompson@
martinsprocket.com
Region: Central

Mepaco
*Apache Stainless Equipment
Corp.*
200 W. Industrial Drive
Beaver Dam, WI 53916
www.mepaco.net
Contact: Joe Abitz
Phone: 920-356-9900
Fax: 920-887-0206
E-mail: joe.abitz@
apachestainless.com
Region: Central

**MMI Tank and Industrial
Services**
3240 S. 37th Avenue
Phoenix, AZ 85009-9700
www.mmitank.com
Contact: Jeremy Fuller
Phone: 602-272-6000
Fax: 602-272-6700
E-mail: jeremy@mmitank.com
Products: Manufacture/Install
carbon steel/stainless steel
tanks, repair/replace cooker
shafts, screw conveyors/presses,
dryers, grinders, boilers, etc.
Region: Western

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

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

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

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

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

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

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

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

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

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

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

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

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

Superior Process Technologies

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

Titus Inc.

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

Travis Body and Trailer Inc.

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

Uzelac Industries Inc.

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

Virginia Truck Center

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

Walinga USA Inc.

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

Equipment - Centrifuges

Centrifuge Chicago Corporation

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

Centrisys Corporation

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

GEA Westfalia Separator

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

GTech

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

Jenkins Centrifuge Company LLC

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

Separators Inc.

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

Equipment - Repair

C.A. Picard Inc.

P.O. Box 98
Belleville, KS 66935
www.capicard.com
Phone: 785-527-5641
Fax: 785-527-5414
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

16505 I-45 South
Willis, TX 77318
www.cen-tex.net
Contact: Hillary Roberts
Phone: 936-344-2052
Fax: 936-344-2152
Region: Central

Exporters

Fornazor International Inc.

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

International Feed

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

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,SF,TG,FGAF,
MM,MB,DT,YG
Region: Central

Feed Manufacturers/ Ingredients

Agri-Fine Corp

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

Boyer Valley Company

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

Feed Energy Company

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

International Ingredient Corporation

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

Mid-South Milling Company

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

Nutra-Flo Protein Products

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

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

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

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

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

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

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

Financial/ Professional Services

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

Laboratory/Testing

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

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

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

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

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

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

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

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

Samplers and Surveyors

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

Cullen Maritime Services Inc.
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Long Beach, CA 90804
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Fax: 562-433-3457
E-mail: john.spenik@cullenmaritime.com
Region: Western

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

Trade Groups/Journals

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

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

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

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

Other

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

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

BIS Computer Solutions Inc.
2428 Foothill Boulevard
La Crescenta, CA 91214
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Phone: 818-248-5023
Fax: 818-249-1169
E-mail: veronikap@biscomputer.com
Products: Software design
Region: Western

Bruker Optics
19 Fortune Drive
Billerica, MA 01821
www.brukeroptics.com
Contact: Nancy Wright-Ross
Phone: 978-439-9899
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
www.cteh.com
Phone: 501-801-8500
Fax: 501-801-8501
Region: Central

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

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

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

FaegreBD Consulting
1050 K Street NW, Suite 400
Washington, DC 20001
www.faegrebdc.com
Contact: Andy Ehrlich
Phone: 202-312-7400
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Products: Legal Counsel
Region: Eastern

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

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

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Products: Tallow
Region: Central

Jacobsen Publishing
1123 W. Washington Boulevard, Floor 3
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Fax: 312-726-6654
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Region: Central

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

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Canada
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Products: Meat processor
Region: Eastern

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

Southwest Hide Co.
9207 W. Blackeagle Drive
Boise, ID 83709
www.southwesthide.com
Contact: John Rueb
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Products: DL,EX,HI
Region: Central, Western

Stolt-Nielsen USA Inc.
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Sustainable Sourcing LLC
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Products: Sustenance (food) for probiotic (animal) processes
Region: Central

Universal Maintenance Inc.
P.O. Box 104
Murrayville, GA 30564
www.universalmaintenance.com
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Phone: 706-297-0087
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Products: General contractor
Region: Eastern

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Phone: 909-390-9828
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Products: Dead stock removal - dairy
Region: Western

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IMI Global
P.O. Box 14586
Des Moines, IA 50306
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Contact: Dr. David J. Meisinger
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Products: Professional services
Region: Central

Wells Fargo Food and Agribusiness
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Contact: Jim Nutt
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E-mail: james.h.nutt@wellsfargo.com
Region: Eastern

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

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Le Mans, 72000 France
www.akiolis.com
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Phone: 32-244-81-5010
Fax: 32-244-81-5012
E-mail: stephan.grawitz@akiolis.com
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E-mail: juan.hernandez@bachoco.net
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Contact: Rodrigo Gonzalez Lopez or Andres Gonzalez Lopez
Phone: 52-55-5788-8614
Fax: 52-55-5788-8614
E-mail: rgonzalez@jygsa.com.mx, agonzalez@jygsa.com.mx
Products: Horn and hoof meal, TG

Peerless Holdings Pty. Ltd.

21 Evans Street
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Fax: 613-9318-2396
Products: TG,MB,BM,FM

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Phone: 52-818-1543220
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Products: MBM,YG,Technical grade tallow

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Fax: 876-987-1629
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E-mail: admin@keitheng.com.au

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Products: Oleochemicals

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Fax: 65-622-06678
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egg supplier

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E-mail: rauliniguez@
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Keep up-to-date...

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Haarslev Business Areas

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- Environment
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The Door is Open

Working is not really always about meetings, although sometimes it seems so. In the office, or on the go in the United States or overseas, how do we get the most out of the time spent in meetings? Good meetings are about people, decisions, and action. Ideally, this means people coming together to create something larger than any one person, and leaving with new information, inspiring ideas, and new and stronger business relationships.

Good meetings are an important part of the National Renderers Association (NRA). NRA members come together regularly to learn and make decisions on legislation, regulations, and market opportunities that improve their ability to operate well. Members stay current on the latest changes in the industry with access to front-line speakers and ideas at NRA's meetings and conferences. Renderers also come to Washington, DC, each year to speak up about what they do and why rendering is important.

NRA's sister organization, the Fats and Proteins Research Foundation (FPRF), meets several times a year to select research projects for funding and to strategize with researchers on ways to increase efficiency, reduce costs, and discover new uses for rendered products.

As you look at the rest of 2015, I encourage you to participate in NRA and FPRF meetings. A former boss of mine once said that "the world is ruled by people who show up." If your business is affected by government decisions, exports, or challenging community relations, NRA's door is open for you to show up, contribute, and be heard. If you are excited about the potential of research to improve your business, the opportunity is here.

Spring Meeting in April

At NRA's spring meeting April 21-23 in Chicago, Illinois, the NRA and FPRF Board of Directors and committees will gather for working sessions. Members of both organizations are welcome and encouraged to attend. Meeting highlights will include a special presentation of NRA's new draft 2020 strategic plan; a senior United States Department of Agriculture (USDA) official speaking on export challenges in Europe, Asia, and South America; and a briefing on the industry's updated *North American Rendering Industry Code of Practice* to comply with new rules expected from the US Food and Drug Administration (FDA) under the Food Safety Modernization Act (FSMA). FPRF will review current research projects, possible commercialization, and priorities.

Three Key Meetings in June

NRA's Central Region Conference June 10-12 at Lake Geneva in Fontana, Wisconsin, will feature presentations on key rendering issues and a tabletop reception for companies doing business with renderers.

The week after that is NRA's Washington Fly-in June 15-17 in Washington, DC. This yearly event provides renderers with a

good opportunity to weigh in with their members of Congress at an important time in order to keep rendering "top of mind" for policymakers who determine tax policy, food safety, biofuels, and beyond. All NRA members are welcome.

At this year's fly-in, renderers will meet with senior USDA and FDA officials, and representatives and senators, to hear the latest on key issues and advocate for their interests. Renderers will also have the opportunity to explain just what rendering is, what it does for the country, and what issues affect them. It is up to the industry to help them learn. Last year, renderers had over 160 meetings on Capitol Hill.

A key goal of NRA is to promote and defend the rendering industry's interests before national legislators and regulators. As is often true, out of sight can mean perilously out of mind. Too often activist interests can win if the industry is not vocal enough to defend its own interests. Decision-makers must understand the industry's value and how much renderers care before a threat occurs, working hard to prevent any threats.

"We can no longer afford to be invisible," urges Dave Kaluzny of Kaluzny Bros. Inc. and chairman of NRA's Legislative Action Committee. "As a wise man once said, 'If you're not at the table, you're on the menu.'"

Rendering managers and operators will convene in Denver, Colorado, June 24-25 for a code of practice meeting to hear from experts about how to comply with new FSMA animal food safety audits. Sponsored by the NRA Animal Protein Producers Industry (APPI) committee, this meeting is for APPI members and will feature technical experts from NRA and the American Feed Industry Association presenting information on the new joint Safe Food/Safe Feed and rendering code of practice audit (see "Introducing a New Rendering Code of Practice" on page 18). While voluntary, obtaining an audit will help to assure customers that rendered products meet high standards for safety and quality. Those who come will get a jump start and be able to plan accordingly on how to comply with the massive new FSMA law.

Annual Convention in October

Always a highlight of the year, renderers from North America and around the world converge at NRA's annual convention each October. This year's event is October 19-23 in Laguna Niguel, California, and all NRA members and those with an interest in rendering are welcome. Top-line speakers will talk about big-picture trends in agriculture and what is ahead for livestock, poultry, and aquaculture that will affect rendered product markets. Biofuels are also important and will be discussed, and the NRA and FPRF Boards of Directors and committees will hold meetings to conduct important association business and plan for the future.

NRA's convention is also very much an international meeting, with global renderers and suppliers attending and an extensive export-import trade business program. World regional reports also provide insight into rendering industry

developments around the globe. Many opportunities to mingle, network, and catch up with colleagues exist at the convention, and a highly attended tabletop reception allows exhibitors to meet decision-makers from the rendering community in one spot, saving travel time to each plant. Registration opens in early summer with more details at www.nationalrenderers.com.

The door is open at NRA and FPRF. I hope you will walk through it to join one or more of our meetings this year. Time and energy are valuable and limited for each of us. Even so, renderers who come find these meetings a good business investment of time well spent to stay on top of industry developments and work on policies together for the betterment of the entire industry. We must speak and act in one voice to maximize our impact. That is what NRA is about.

For information about NRA meetings, contact meeting coordinator Marty Covert at co@martycovert.com or (703) 754-8740, or myself at nfoster@nationalrenderers.com or (703) 683-0155. To learn about the Central Region meeting, contact Mike Owens, Kruger Commodities, at (269) 751-0560. **R**

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US Biomass-based Diesel Imports Drop in 2014

After reaching record levels in 2013, United States (US) imports of biomass-based diesel fuel (both biodiesel and renewable diesel) fell 36 percent in 2014, to 333 million gallons. Uncertainty surrounding Renewable Fuel Standard (RFS) obligation targets that were not finalized for 2014 and the absence of a late-year influx of volumes from Argentina were two main factors in this decline, according to the US Energy Information Administration.

In late 2013, there was a surge of biodiesel imports from Argentina as a result of European Union (EU) antidumping duties placed on Argentine biodiesel. This action by the EU temporarily diverted large volumes of Argentine biomass-based diesel that were previously destined for Europe, Argentina's largest biodiesel export market, to the United States. US imports of biodiesel from Argentina fell 57 percent from 2013 to 52 million gallons last year.

Another factor in the drop in imports in 2014 was the expiration of the biodiesel tax credit at the end of 2013. While the credit was retroactively restored at the end of last year, the extent to which producers considered this outcome in making decisions during 2014 remains unknown. Still, relatively high diesel fuel prices for much of last year kept domestic biodiesel relatively economic to blend, supporting production levels near those in 2013. Domestic biomass-based diesel production was sufficient to meet most of the proposed RFS obligations in 2014, thus reducing the need for imports. Total imports of biodiesel and renewable diesel represented an average of 23 percent of domestic biomass-based diesel consumption in 2014, down from an average of 34 percent in 2013.

Biodiesel and renewable diesel qualify for two major renewable fuel programs in the United States: the RFS at the national level, and California's Low Carbon Fuel Standard (LCFS). Biomass-based diesel fuels have a lower carbon intensity than other renewable fuels, allowing them to qualify for higher credit values in both renewable fuel programs.

The 212 million gallons of biodiesel imported into the United States in 2014 was sourced primarily from Canada (47 percent). The remaining volumes of biodiesel imports entered the United States primarily on the East Coast, mostly from Indonesia and Argentina. US renewable diesel imports reached 121 million gallons in 2014, down 42 percent from 2013. Slightly more than 92 percent of total US renewable diesel imports came from Singapore and entered the United States mainly through West Coast ports, likely destined for California LCFS compliance.

One company using that imported renewable diesel is Propel Fuels, which recently began selling its high performance renewable (HPR) diesel at 18 of its locations across Northern California – in Sacramento, San Jose, the East Bay, Redwood City, and Fresno. Propel's "Diesel HPR," as it is called, uses Neste Oil's renewable diesel and is designated as ASTM D-975 fuel, the standard for all ultra-low sulfur diesel fuel in the United States. The HPR diesel is also recognized by the

California Air Resources Board (CARB) as "CARB diesel." Propel does not make public the specific volumes of renewable diesel it anticipates using.

ASTM Releases Specs for B20 Use in Heating Oil

ASTM International has released new performance specifications for blends of 6 to 20 percent biodiesel (B6-B20) with traditional heating oil. The existing No. 1 and No. 2 grades of heating oil in ASTM D396 already cover 5 percent or less biodiesel blend, which is branded Bioheat.

The new grade includes all the parameters in the existing No. 1 and No. 2 oilheat grades, but adds parameters for stability and allows a slightly higher distillation temperature for the blends. The changes are the same as those for B6-B20 in on- and off-road diesel fuel passed by ASTM in 2008. Work will now begin on research needed to secure official specifications for even higher blends of biodiesel in heating oil, likely extending the use of 100 percent biodiesel.

The official vote to change the standard took place at the December 2014 ASTM meeting, where wholesale fuel provider Amerigreen reported that it has more than 100,000 B20 customers. The company said that number is growing in part because Bioheat fuel customers see less maintenance than with conventional fuel oil.

State Support for Biofuels Varied

The Iowa legislature recently passed a three-cent per gallon differential tax rate for 11 percent and higher biodiesel blends. Under the legislation, the tax rate for diesel fuel was raised 10 cents to 32.5 cents per gallon to address Iowa's infrastructure needs. However, if diesel fuel contains 11 percent or more of biodiesel, the state excise tax is reduced to 29.5 cents per gallon. The new law goes into effect July 1, 2015, with the biodiesel provision in place for five years. Iowa Biodiesel Board members are hopeful the five-year sunset will be extended to 10 years down the road.

Iowa produced 227 million gallons of biodiesel in 2014, roughly 16 percent of the country's production last year. The state is the nation's leader in renewable fuels production with 12 biodiesel facilities having the capacity to produce nearly 315 million gallons annually. The new tax differential rate is expected to boost the availability and sales of biodiesel in the state to help meet Iowa's renewable fuel goals. According to a recent Iowa Department of Revenue report, "...the study forecasts that approximately 13 percent of Iowa's petroleum... will be replaced by biofuels in 2020, falling short of the legislative goals of 25 percent."

Continued on page 57

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Educating for Positive Change in the Industry

“WRO is the global organization of renderers who can teach developing countries, support others, and inform about our sustainable activities globally.” This is a quote from one of the World Renderers Organization’s (WRO’s) past presidents, Niels Leth Nielsen. So, how can the industry make teaching and education happen in practice?

First, what does “teach” really mean? For many, it translates to educating and informing individuals using a variety of communication methods or techniques. The areas of interest can vary greatly in scope, therefore the focus for specific topics of teaching should be carefully chosen with the audience in mind.

The two main methods used for education are the classic classroom approach and, more recently, online by “e-learning.” Both of these methods have some very positive benefits, but also some drawbacks, and a series of articles in this column will examine both methods. In this first article, the focus will be on the classroom followed by a look at “e-learning” in the June *Render* column. A final article in the August *Render* will sum up the pros and cons of these two types of education along with recommendations on the training itself and the responsibility of management to ensure that the training is effective for all.

In Australia, a series of long-running and very successful regular workshops on hygienic rendering of animal products have been delivered using the classroom approach by the Australia Renderers Association (ARA) beginning in 1991. At the time, bovine spongiform encephalopathy was taking hold as a major rendering issue, the European Union animal waste directive had been introduced the year prior, and *Salmonella* was an ongoing problem in the feed industry. ARA President Brian Bartlett had the foresight to realize that the rendering industry needed to respond to these pressures. The training program and other initiatives were successful in demonstrating that ARA was best-placed to manage industry affairs. While training and other initiatives did not prevent increased regulation of the industry, they ensured that ARA had a major role in the development of government oversight of the industry.

In February 2015, ARA held its 32nd workshop, which includes assessments of competency. Since the workshop’s introduction more than 20 years ago, 836 people have successfully completed the course and are accredited in hygienic rendering.

At the outset, ARA asked the Commonwealth Scientific and Industrial Research Organisation (CSIRO) to help introduce training. CSIRO partnered with the University of Western Sydney (UWS) to develop a training course that was recognized by the UWS Faculty of Food Science Board of Examiners.

The first course was put together by Bill Spooncer who served as the workshop director from 1991 to July 2014. Major input to the development of the workshop was provided from experienced meat industry engineer David



Chieko Sasaki (*left*), Skretting Australia, and Michaela Rock, Master Butchers Limited, Australia, examine experiments.

Macfarlane and microbiologist David Lowry. Macfarlane and Lowry had completed an extensive survey of hygiene issues in the New Zealand rendering industry and their knowledge and experience formed the backbone of the training material. ARA also asked Dr. Fred Bisplinghoff from the United States to contribute to the first workshop; he gave three presentations and was the star of the event.

Since the beginning, Spooncer and his colleague Peter Husband have organized the workshops and conducted the training in conjunction with staff from UWS along with individuals from rendering, its associated industries, and customers. The one-week workshops have been held once or twice a year depending on demand. After 23 years and 32 courses, demand remains high leading to a current schedule of two courses per year. In 2010, the workshop transferred from UWS to the University of Queensland at Gatton and class size has been limited to 24 people.

Recently, ARA has engaged AUS-MEAT Limited, a registered training organization, to manage and conduct the workshop. AUS-MEAT also provides quality management auditing services, particularly in the meat industry, and maintains and implements the AUS-MEAT language – a world benchmark system for the specification of meat and meat products.

When the ARA workshops were first introduced, they were the only available external training for rendering personnel. The workshops have always concentrated on hygienic rendering, particularly the theory and reasons behind what is expected of rendering industry staff. Rendering personnel are practical people who do not always enjoy theory, but there is no doubt that for most participants the background theory is an eye-opener. People come and go from the industry and the workshop provides an excellent means of maintaining knowledge and skill in rendering companies.

Individuals who successfully complete the workshop are accredited in hygienic rendering and receive a certificate. The

value of certification should not be underestimated. Former WRO President Alan von Tunzelman, PVL Proteins Ltd. in New Zealand, provided the following testimony to the value of the training and certification:

“Sam’s certificate arrived on Wednesday and you cannot imagine how delighted he was to receive it. Like a lot of young renderers, Sam probably went to school to play sport and eat his lunch. This is his first tacit reminder that he has achieved anything since getting his forklift drivers license a year or two back. Your course is not only useful in teaching people about our industry, but is so beneficial in giving a sense of purpose, direction, and self-worth to many who could otherwise fall through the cracks. Thank you so much.”

Past WRO and ARA President Andy Bennett, Tallowman, reflected on his attendance at the workshop many years ago by saying teacher and lecturer Spooner was patient, respectful, and encouraged attendees who lacked formal education, helping those who had difficulty with the examination.

One of the strengths of the workshop has been the mix of people who can trade ideas and experiences. Not all participants are directly associated with the rendering industry. ARA welcomes all attendees and this has become very effective in promoting the responsible nature of the industry to regulators and customers alike. The workshops have also been popular with international visitors. New Zealand renderers are regular participants and amongst Brazilian attendees was Lucas Cypriano, WRO scientific advisory panel member. Cypriano has since adapted the workshop material for delivery in Brazil and introduced training based on the ARA model.

People who work directly or indirectly in the industry have mentioned they have gained valuable information and insight through the workshop program. Rendering plant operators, supervisors, and managers are provided with industry-specific information that helps them understand the why, what, and how of rendering practices.

An important part of the workshop is a site visit to a rendering plant. For the past few years, the A J Bush & Sons (Manufactures) rendering plant in Beaudesert, Queensland, has played host for this practical component of the course. The hygienic rendering workshop involves one week of classroom lectures, including presentations and discussion about equipment and processes, microbiology laboratory experiments, question and answer time, visiting a rendering plant, exercises on development of hazard analysis and critical control point-based quality management programs, and an examination. The course also covers the areas of:

- growth and survival characteristics of microorganisms relevant to rendering;
- ARA code of practice and the revised Australian standard for rendering;
- domestic and overseas requirements for production of rendered products;
- heat transfer in rendering systems;
- operation of presses;
- hygienic design of rendering equipment;
- end use of finished products; and
- tallow and protein meal specifications.

For details on the ARA hygienic rendering workshop, contact Dennis King at dennis.king@ausrenderers.com.au. **R**

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United States, Latin America Renderers Band Together

The Third International Congress of the Latin American rendering association, La Asociación Latino Americana de Plantas de Rendimiento (ALAPRE), took place in Cancun, Mexico, in early March. It was a successful event featuring 24 speakers and 140 participants from 16 countries representing over 70 companies. ALAPRE continues to hold the largest international conference for the rendering industry in Latin America.

One highlight at the meeting was the signing of a memorandum of understanding (MOU) between the National Renderers Association (NRA) and the Asociación de la Industria

de las Grasas y de las Proteínas, A.C. (AIGP). The MOU outlines a collaborative partnership between the two groups in areas of common interest, including promoting a greater understanding of the rendering industry by customers, government officials, and the general public within the United States, Canada, and Mexico.

"I want to thank NRA and AIGP on this important initiative," said Dr. Sergio Nates, ALAPRE president and chief executive officer. "The rendering industry is America's best kept recycling secret and we want more people in Latin America and around the world to appreciate its economic and

environmental power. We value the support from both organizations and look forward to strengthening their partnership, which will benefit our association as much as it will benefit Latin America's rendering industry."

In the opening session of the congress, three speakers outlined their views on how to define quality in the rendering industry and practices to ensure renderers take advantage of the opportunities offered by technology in a sustainable way. Camilo Avendaño, technology manager at AZ Ingenieria, Chile, explained how odor control is one of the rendering industry's greatest challenges.

Harold Durango, microbiologist, Premex Inc., Colombia, predicted that an avalanche of changes will transform the traditional usage of biocides in the rendering industry model, and said nanotechnology is changing the face of the industry. Consultant Alejandro Florez spoke about quality in the rendering industry and how to define it. The technology session featured four leaders in the field presenting their visions of know-how and equipment that can enable the rendering industry to reach beyond tomorrow and gain the skills needed to succeed.

Fabian Ortiz, executive director and founder of the pet food producer association in Mexico, chaired a session on the status of the rendering industry that included six experts from Latin America discussing meat production and statistics of the rendering industry in Brazil, Colombia, Costa Rica, Chile, Mexico, and the United States.

Another session provided opportunities to get access to the advancing development of nutrition and feed formulation. It included talks by Dr. Carlos Lopez Coello, a board member and former president of Mexico's specialists in poultry science association and a member of the National Council of Agricultural Animal Health in Mexico; Dr. Gianni Carniglia, a veterinarian at the University of Chile with over 20 years of experience in the animal feed industry in South America, mainly related to pet food, horses, and aquaculture; and Dr. Antonio Aburto Irigoyen, poultry producer Bachoco. **R**

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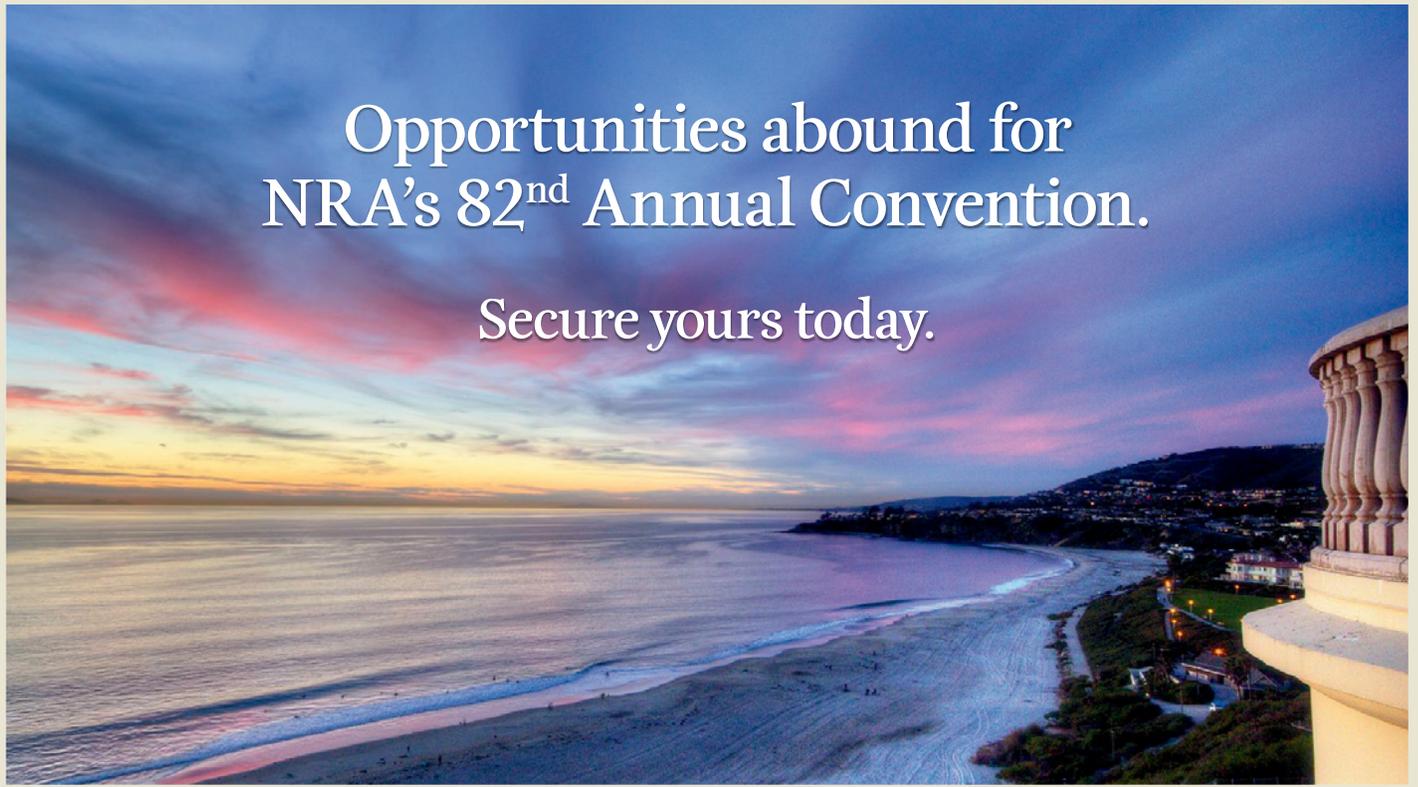


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Could the Future of Rendering be Odor Free?

Offensive odor emissions are an effective way to quickly make enemies. Neighbors and environmental regulatory agencies object strongly to industrial odor emissions. By its very nature, the rendering industry has malodorous potential. Unfortunately, nuisance odors associated with rendering operations can sometimes overshadow the positive environmental impact of the industry. Indeed, without rendering, billions of pounds of raw material would be deposited in landfills, incinerated, or otherwise disposed of instead of being recycled and repurposed. Alternative methods of disposal in the absence of rendering would present significant negative environmental impacts, including the potential for worse odor emission problems. Therefore, the rendering industry has a strong need for next-generation strategies for odor control.

Over many decades, the rendering industry has utilized a variety of odor remediation processes. Drs. Daniel Whitehead and Frank Alexis, both members of the Animal Co-Products Research and Education Center (ACREC) at Clemson University, are creating a wholly different approach to odor control. They are developing biodegradable nanomaterials that are engineered to selectively sequester or destroy malodorous compounds associated with rendering operations. The long-term goal of their research project is the development of a marketable product that can be employed at rendering facilities as well as other relevant industries as a versatile platform for odor control and remediation. Their current efforts have focused on the design, synthesis, characterization, and laboratory testing of their nanomaterials.

Whitehead and Alexis' unique approach to odor remediation is rooted in organic chemistry and nanomaterial engineering. The chemical composition of the offending odors associated with rendering processes has been known for over 40 years. These malodorous compounds can be categorized based on their sites of reactivity, known as functional groups. The most common malodorant compounds associated with rendering processes bear either carboxylic acid or aldehyde functional groups. By considering the chemical reactivity of these two functional groups, Whitehead and Alexis were able to engineer nanoparticles that are surface-decorated with a compatible functional group that can react with and sequester aldehyde and carboxylic acid malodorants.

The nanoparticles are approximately 100 nanometers in diameter (1/25,400th of an inch). This exceedingly small size, about a thousand times smaller than the diameter of a single strand of human hair, is critical for the success of their approach. Materials that are fabricated on the nanoscale present a very large surface-to-volume ratio and thus display a large number of reactive sites that are available to interact with target malodorants. Whitehead and Alexis designed and prepared their first-generation nanoparticles to target malodorant compounds containing aldehyde and carboxylic acid functional groups. The nanoparticles are placed in the



ACREC researchers Drs. Frank Alexis (*left*) and Dan Whitehead investigate new methods to destroy malodorous volatile compounds for the rendering industry.

presence of these malodorant compounds and allowed to react and sequester the target molecules. They use a gas chromatography assay to determine which test nanomaterials have the greatest ability to capture the odors.

Thus far, the first-generation materials developed by Whitehead and Alexis can effect a 97 percent reduction in the gas-phase concentration of a six-carbon aldehyde, hexanal, that is a major component of rendering odors. Similarly, the material is effective at reducing the gas-phase concentration of the less volatile eight-carbon aldehyde, octanal. Their first-generation nanoparticles also capture 86 percent of gas-phase hexanoic acid and butyric acid samples. Work is currently in progress to determine the reduction in vapor concentrations of other notable malodorant aldehydes and carboxylic acids associated with rendering operations including butyraldehyde, 2-methylbutanal, and 3-methylbutanoic acid by this nanomaterial. These malodorants were chosen based on their overall size (molecular weight), volatility, and degree of branching.

Next, the team conducted a series of experiments to determine if the nanomaterials had the ability to selectively capture mixtures of multiple malodorants. Indeed their first-generation materials can capture mixtures of carboxylic acids and aldehydes simultaneously. Further, using carefully designed mixtures of test compounds, the nanomaterials were able to selectively remove only the desired target odor compounds. This result is particularly important as it indicates that the team's materials are selective for the targeted malodorant compounds and are not fouled by off-target binding. Further studies on selectivity of the materials for removal of volatile odor compounds are currently underway.

The researchers have used a number of advanced analytical methods, including nuclear magnetic resonance and infrared spectroscopic analysis, thermogravimetric analysis, and elemental analysis to confirm the molecular structure

of the nanomaterials. Additionally, they have performed scanning electric microscopy to assess the size distribution of the nanomaterials. They also have a degradation study underway to determine the life expectancy of the materials and ascertain their rate of biodegradation. Further, the team is collaborating with environmental toxicologists at Clemson University to ensure that both the pristine and spent nanoparticles are safe for disposal. Preliminary data indicates that the nanomaterials are innocuous.

Whitehead and Alexis are currently working on the design, synthesis, and testing of second-generation materials that present additional reactive sites that will be capable of destroying sulfur-based malodorants in addition to sequestering aldehyde and carboxylic acid compounds. Their second-generation materials will then be capable of sequestering or destroying 92 percent of the known compounds that contribute to rendering malodors.

The team is also developing other nanomaterials that present functional groups capable of reacting and destroying phosphorus-based pesticides, flame retardants, and even chemical warfare agents. The ability to remove organophosphorus environmental contaminants could have applications in a number of industries as well as for removing trace pesticide contaminants in rendered products such as tallow.

Whitehead is an assistant professor of chemistry and Alexis is an assistant professor of bioengineering. Working on the project with them are fourth-year chemistry graduate student McKenzie Campbell and first-year bioengineering graduate student Fernanda Guerra. Guerra is supported by a full scholarship from the Brazilian government.

The project is designed to provide the rendering industry with a next-generation approach to odor remediation. The materials could be used for routine odor remediation or for rapid odor containment in an emergency or spill situation. The application of this technology should result in reduced energy consumption for odor remediation and, thus, reduced greenhouse gas emissions. Further, the materials are nontoxic and completely biodegradable. The core of the nanomaterials is made from a plant-

based material poly (lactic acid).

To ensure the team is working on capturing the correct odor compounds, Whitehead visited several rendering plants in January to collect air samples for the analysis and quantification of rendering odors. These studies were facilitated and funded by a Fats and Proteins Research Foundation member company. The samples are currently being analyzed and Whitehead will return to collect summer odor samples at the same plant sites in August. At that time, the team will conduct a laboratory-

scale on-site test of their materials in order to determine its performance at a rendering facility.

The team has submitted a provisional patent application to protect the methodology and has applied for grants to further expand their research. A manuscript detailing the results of their first-generation nanomaterials will be submitted in the coming months. Further applications of this technology could result in "smart" clothing and many other uses where odor compounds are actively captured and destroyed. **R**

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Literacy and Language Challenges in the Workplace

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As the American melting pot becomes increasingly diversified, employers face inevitable issues related to language in the workplace. Employers can no longer assume that qualified workers speak or write English. Employers who hire non-English speaking workers are obligated to ensure that all employees, regardless of their linguistic background, receive and comprehend safety-related training. For employers whose supervisors only speak English, Occupational Safety and Health Administration (OSHA) requirements can present unique challenges. This article outlines OSHA's policies with respect to training non-English speaking employees, discusses OSHA's recent emphasis program on ensuring employees are provided training in their native language, analyzes potential discrimination issues that may arise by limiting a safety training program to English only, and offers recommendations for employers to assure that all employees are adequately trained to work safely.

OSHA'S Training Requirements

Numerous OSHA standards, from lockout/tagout to forklift operation to blood-borne pathogens to hazard communication, require employers to train or instruct employees in some way. OSHA generally treats its training requirements as "performance-based," meaning that OSHA defers to each individual employer to fashion the most effective manner by which to accomplish the goal of the standard. For that reason, none of OSHA's training standards require employers to use particular documents, teaching methods, or language to train employees. Instead, OSHA requires employers to present information in a manner that employees are capable of understanding.

For example, if an employee is not literate, the employer does not satisfy OSHA training requirements merely by telling the employee to read training materials or safety programs. Likewise, if an employee does not speak, read, or understand English, training must be provided in a language the employee understands.

OSHA has tasked each of its inspectors with the duty to determine whether the training provided by an employer satisfies the intent of the standard, specifically whether employees receiving the training have actually understood that training. Obviously, this is a highly subjective exercise. One

OSHA believes that employers must take into account employees' language capabilities and educational levels, and adjust their training programs accordingly.

way an OSHA inspector will make this evaluation is to interview employees that may or may not take place in the presence of a management representative. During the interviews, OSHA inspectors may attempt to hold employees to high standards of knowledge, asking employees fact-specific questions regarding hazards, signs, and symptoms of illness or injury, or specifics as to an employer's program. In some cases, the OSHA inspector may use an employee's inability to memorize specific facts to claim that training either did not occur, or was too technical or complicated for an employee to understand.

Another issue involving employee interviews is whether the employee speaks English. Many OSHA inspectors are bilingual, particularly in Spanish, and those who are not may request another employee to act as an interpreter to translate during an employee interview. Translation issues can present potential bias problems during employee interviews, whether the interpreter is another employee, a management representative, or an OSHA official. For this reason, employers must ensure that employees understand their right to have a management representative present during the interview. Employers may also consider requesting that a neutral third-party act as interpreter during the employee interview, particularly if the interview is a critical one and accuracy is an important consideration.

Another way OSHA inspectors will evaluate the employer's compliance with safety training standards is by determining how the employer communicates other workplace rules and policies to employees, particularly job instructions such as non-safety policies or procedures. If these other job instructions are given in Spanish, for example, OSHA will likely view English-only safety training as insufficient.

Ultimately, the OSHA inspector will determine, based on a review of all the gathered facts, whether a "reasonable person would conclude" that the employer has not conveyed training to employees in a manner they are capable of understanding. For example, in one case involving deficient safety training, a supervisor described the company's training program as follows:

"Basically, in the yard with the men making sure they got their vests, their shoring, and their boards before they leave for the job. They are directed to not get in holes over four feet deep, when it's unsafe to use the proper shoring." (*Secretary of Labor v. J. Mess Plumbing Co., Inc.*, October 2004)

In this case, most of the company's employees had immigrated from Bosnia and Albania and could not speak English. Where an employee could not speak English, another co-worker would translate the materials for him. The employer also did not maintain any documentary evidence of a training program. An administrative law judge upheld OSHA's citation under a construction industry training standard, finding that the employer "hired workers who are not fluent in English, and then failed to ensure that they understood the minimal training they received."

OSHA has also increased the potential liability and penalties that may be imposed for training violations. For instance, recent case law from the Occupational Safety and Health Review Commission validated OSHA's ability to issue citations under its training standards on a per-employee basis, meaning that OSHA can issue a separate citation and penalty for each and every employee who did not understand his or her required safety training. In *Secretary of Labor v. E. Smalis Painting Co.* (April 11, 2009), OSHA issued a total of 71 willful citations to Smalis for failure to train 71 employees as required in OSHA's lead in construction standard. The review commission upheld 27 of those willful citations, one for each of the 27 employees who had been exposed to lead at or above the action level and who had not received the training, and imposed a penalty of over \$1 million.

The review commission's decision in *Smalis* was based on its finding that training requirements under OSHA's asbestos standard "imposes a duty that runs to each employee." While the *Smalis* decision is based on the employer's failure to train altogether, the review commission's reasoning may well be applied to situations involving the adequacy of an employer's training program as it relates to non-English-speaking employees.

OSHA'S Emphasis on Training so Employees Understand

On April 28, 2010, OSHA issued a policy statement reiterating its position that employee training "must be presented in a manner that employees can understand..." (www.osha.gov/dep/)

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2015 International Biodiesel and Feedstock Conference

May 21, Chicago, IL
conference.thejacobsen.com
(See ad on page 45.)

June

European Fat Processors and Renderers Association 2015 Congress

June 3-6, Krakow, Poland
www.efpracracow2015.com

National Renderers Association Central Region Convention

June 10-12, Fontana, WI
E-mail Mike Owens at
mike@krugerinc.com

July

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www.arasymposium.com.au

August

Association of American Feed Control Officials Annual Meeting

August 2-7, Denver, CO
www.aafco.org

8th Annual Waste Conversion Technology Conference/Trade Show

August 17-19, San Diego, CA
www.wasteconversionconference.com

September

5th International Symposium on Animal Mortality Management

September 28-October 1, Lancaster, PA
www.animalmortmgmt.org

standards-policy-statement-memo-04-28-10.html). In the policy statement, OSHA states that “an employer must instruct its employees using both a language and vocabulary that the employees can understand.”

Accordingly, OSHA believes that employers must take into account employees’ language capabilities and educational levels, and adjust their training programs accordingly. For instance, if an employer has a workforce who speaks predominantly Spanish or Polish, OSHA will require the employer to provide training in those languages. Further, if an employer has an uneducated and/or illiterate workforce, OSHA will expect the employer to provide the training in very simple terms and use pictograms or visual training materials, as opposed to written materials.

English-only Employment Policies for Safety-sensitive Areas

Employers may be tempted to avoid OSHA’s onerous and subjective training policies by employing only English-speaking workers. Employers must proceed with extreme caution in fashioning these types of policies so as not to run afoul of federal and state anti-discrimination laws.

Employers who fashion “English-only” policies prohibiting employees from speaking languages other than English at all times in the workplace are presumed to be discriminating on the basis of an employee’s national origin. The federal regulations implementing Title VII of the Civil Rights Act call such policies “a burdensome term and condition of an employment,” and provide that prohibiting non-English languages in the workplace at all times “disadvantages an individual’s employment opportunities on the basis of national origin” and creates “an atmosphere of inferiority, isolation, and intimidation based on national origin.” (29 *Code of Federal Regulations* (CFR) Section 1606.7(a))

These same regulations do recognize, however, that when applied only at certain times, an English-only policy in the workplace may be appropriate and non-discriminatory. To avoid liability for discrimination, the employer must establish that the rule is justified by a “business necessity” (29 CFR Section 1606.7(b)). In its Compliance Manual, the Equal Employment Opportunity Commission (EEOC) has recognized that the need for the safe operation of an employer’s business is considered a “business necessity” that can justify an English-only rule tailored to specific circumstances. The commission also recognizes that the need for supervisors who only speak English to communicate with employees is also a “business necessity” that can justify an appropriately narrow English-only policy.

The EEOC cites the following scenario as an appropriate use of an English-only rule to address safety concerns:

XYZ Petroleum Corp. operates an oil refinery and has a rule requiring all employees to speak only English during an emergency. The rule also requires that employees speak in English while performing job duties in laboratories and processing areas where there is the danger of fire or explosion. The rule does not apply to casual conversations between employees in the laboratory or processing areas when they are not performing a job duty. The English-only rule does not violate Title VII because it is narrowly

tailored to safety requirements. (EEOC Compliance Manual, Section 13: National Origin Discrimination)

According to this example, an employer would not run afoul of federal non-discrimination laws by requiring employees to speak only English while performing specific job functions, during emergency situations, or while working in particular areas of a facility that implicate workplace safety issues.

Employers must also take care in making hiring decisions based on a candidate’s ability to speak English. A narrowly-tailored and appropriately used English-only policy is relevant to hiring decisions. If, for example, an employer has an English-only policy like XYZ Corporation’s in the above example, it would need to consider that policy in hiring employees to work in the laboratories and processing areas. Candidates who speak no English would not be able to adhere to the policy and would therefore not be qualified for hire into a position that includes work in those areas. Similarly, even in the absence of an English-only policy, an employer does not violate federal anti-discrimination laws by rejecting a non-English-speaking candidate whose inability to speak or understand English would materially affect his or her ability to perform job duties. If, for example, a candidate’s job duties would require forklift operation and the candidate could not read or understand warning signs, operating manuals, or safety placards required for the safe operation of a forklift, then the employer would have a good faith, non-discriminatory reason for rejecting that candidate.

Conclusions and Recommendations

It is recommended that all employers who hire workers with limited or no ability to speak or understand English carefully evaluate their safety training programs to ensure those employees have received and understood required safety training, including the following:

- Review the means by which work instructions are communicated to employees. If work instructions are communicated in languages other than English, consider providing safety training in those languages as well.
- Incorporate practical “tests” into required safety training, allowing employees to demonstrate their understanding (or lack thereof) of core concepts.
- Consider incorporating visual, as opposed to written, materials in the safety training program to account for illiterate or lesser-educated individuals.
- Maintain meticulous documentation of employee training, including any practical tests as part of training. Include a signed statement from each employee that he/she has received and understood specific safety training provided.
- In the event of an OSHA inspection, advise all employees of their right to have a management representative present during any interviews. Designate a qualified and reliable person (whether management or non-management) to act as the “go to” interpreter to facilitate interviews with non-English speaking employees.
- Evaluate employee duties on a job-by-job basis to determine whether critical job- or safety-related functions require fluency in English.

R

The EPA proposal for the 2014 RFS shocked and angered the biofuels industry and a no-holds-barred lobbying effort to get the White House to increase the RFS ensued. EPA relented a bit at first, ensuring one and all it would use the most recent gasoline demand and production stats to set a final RFS level. As time dragged on and no word from EPA was received, the industry grew skeptical. This concern was not mitigated when EPA Administrator Gina McCarthy assured biofuel makers the final 2014 RFS would be a bit higher than proposed.

It was at this point the solid, impenetrable wall of biofuel industry interests began to crack. For years, groups like the Renewable Fuels Association, ethanol association Growth Energy, the Advanced Biofuels Association (ABFA), and NBB all sang from the same sheet of political public messaging music. Preserve the RFS, increase the RFS, and protect the tax breaks, they said with almost a single voice.

NBB, however, broke ranks with the biofuels associations early on in the lobbying blitz last summer. Unwilling to be painted with the same negative political and public relations brushes as ethanol, NBB lobbied on a parallel path but not in public partnership with other biofuels interests. Its message

focused on biodiesel/renewable diesel interests, petitioning the White House and EPA to finalize the 2014 RFS for advanced biofuels, including biodiesel, at a level reflecting actual annual industry production.

The White House surrendered rather than make a decision and announced in late 2014 it would not finalize the RFS for 2014, but rather roll that year's RFS mandate into the planned announcement of the 2015 and 2016 RFS volume obligations sometime in the spring of this year. Champions and critics alike lambasted EPA for its indecision, and critics of the RFS seized upon the agency's failure to act as ultimate evidence the RFS is very broken and needs to be killed or transformed.

In the face of EPA ineptitude, a mounting legislative drumbeat to rework the law, and negative publicity about the RFS broadly and ethanol specifically, a major fissure split the wall of united alternative fuels this March when ABFA said the RFS is irretrievably broken, is blocking development of non-food crop feedstocks for ethanol, and Congress must take action. ABFA, which represents biofuels makers using plant waste, wood chips, grasses, and non-food crops, broke ranks completely with its biofuels allies in publicly calling for legislative changes to the RFS. Its reasoning was familiar: The RFS "is not equally helpful to all sectors of the biofuels industry,"

and is "one of the greatest obstacles" to ABFA members because of its "poor and inconsistent [agency] implementation." ABFA President Mike McAdams said rather than expediting the development of alternatives to food crops as biofuels feedstocks, the RFS inhibits innovation and discourages outside investment in the nascent biofuels segment. There are only three commercial cellulosic ethanol plants operating in the United States today, McAdams said.

McAdams specified his group wants EPA to set advanced fuels RFS mandates each February based on a fuel's actual production, and wants to eliminate waivers allowing gasoline makers to buy blending credits (known as RINs) rather than the actual fuel. He also recommended the "new" RFS be extended beyond 2022 to give the recommended changes a chance to stimulate industries like his. ABFA's action was not surprisingly denounced by the ethanol industry, which said the group's position creates even greater uncertainty over the industry's economic future for current manufacturers and future investors.

ABFA's message echoes that of other critics, including the petroleum industry. Both contend the United States faced a far different energy landscape in 2007 when Congress last looked at the RFS. Today, there is a US "energy renaissance," said one industry analyst. He cited oil sands in the Dakotas and Wyoming, oil drilling that has led to exports, record natural gas production, and the increase in wind, solar, and other alternative energies, all of which have pushed the United States closer to actual energy independence than ever before.

So, with a dramatically different US energy scene, a growing call both here and abroad to remove food crops as biofuels feedstocks, and the seemingly endless search by Congress for a 21st century domestic energy policy, what is the likelihood the RFS will disappear any time soon? The fate of the RFS is not an all-or-nothing question. As much as anything in politics can be a sure thing, it is pretty clear some change to underlying RFS law is coming.

The rationale used by Feinstein in 2007 to eliminate ethanol's tax subsidy and protective import tariff resonates with many in Congress when the issue of

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an ethanol RFS is raised, namely that the ethanol industry is a mature industry, one that can and should operate in a free marketplace. Most of the legislation introduced in this Congress, including the Feinstein and Goodlatte bills, take dead aim at eliminating the corn ethanol RFS, recognizing advanced biofuels and the emerging cellulosic ethanol industries remain in their relative infancy.

However, the political power of the Corn Belt cannot be underestimated and total elimination of the corn ethanol RFS is likely a step too far for these lawmakers. While there could be a

biofuels political rebellion, midwestern lawmakers will likely accept a rewritten RFS to reflect perhaps a "partial blend mandate" for corn ethanol, i.e., a drastic reduction in the blending mandate, while other biofuels will likely push for and get an RFS formula pegged to actual yearly production, or what analysts call "actual" versus "aspirational" blending mandates.

The permanent fate of tax breaks enjoyed by the non-ethanol biofuels crowd is also up for congressional debate as part of comprehensive tax reform, but that is stuff of another column. **R**

Biofuels *Continued from page 44*

However, a new law in Wyoming will impose the state's 24-cent per gallon fuel tax on alternative fuels, including biodiesel and ethanol, beginning July 1, 2015. Previously, biofuels were exempt from the state's fuel tax.

"The cost of maintenance and upkeep of Wyoming's highways should be shared by all users," Seth Waggener, a communications consultant with the state governor's office, is quoted as saying in *Biodiesel Magazine*. "The governor believes this bill accomplishes this objective."

Washakie Renewable Settles RFS Violations

The United States Environmental Protection Agency (EPA) and Department of Justice have settled with Washakie Renewable Energy LLC resolving allegations that the company generated invalid renewable fuel credits worth more than \$2 million.

From January to October 2010, Washakie generated more than 7.2 million Renewable Identification Numbers (RINs) under the Renewable Fuel Standard (RFS) and reported to EPA that it produced biodiesel associated with those RINs at its Plymouth, Utah, facility. During that time, however, Washakie did not produce any biodiesel at the facility. The biodiesel associated with the 7.2 million RINs would have accounted for a reduction of emissions equivalent to more than 30,000 metric tons of carbon dioxide. Washakie will pay a \$3 million penalty under the settlement.

Renewable fuel producers and importers generate RINs for each gallon of renewable fuel in the US market that meets greenhouse gas emissions reduction standards established under the RFS. This is the first case under the second RFS in which, as a part of a settlement, EPA secured the replacement of invalid RINs by the producer of those RINs. Because Washakie purchased and retired an equal amount of RINs to the number identified as invalid and used for compliance purposes, EPA will not request the obligated parties who used the invalid RINs to replace them as the agency has done in the past. **R**

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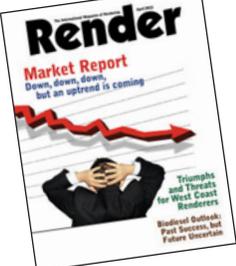


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Canadian Renderer Rebuilding after Fire

Last December, Atwood Resources Inc. in Ontario, Canada, suffered a devastating fire in the early morning hours that destroyed the company's rendering plant. Damage estimates are more than \$10 million. The cause of the fire is undetermined and although four of the company's 35 employees were onsite at the time and dozens of firefighters battled the blaze, no one was injured. Within days of the loss, Atwood Resources trucks were back on the road continuing to service customers and collect dead stock with the material being diverted to other companies for disposal. The family-owned company processes the majority of Ontario's dead stock.

Three months later, in mid-March, the company was finishing up demolition with plans to be back up and operating by the end of 2015. According to owner Tom Smith, Atwood Resources is continuing to transfer material "wherever regulations will allow." Specified risk material is being sent to a landfill seven hours away that can accept the material.

"We're basically a transfer station at this point," Smith stated. Atwood Resources started collecting dead stock in 1966 and began rendering in 2004. The company had just completed building a gasification facility to burn the meat and bone meal onsite when the fire hit. Although it does not appear there was any damage to the new facility, a determination cannot be made yet due to the lack of power onsite.

Cargill Invests in Mexico, Awarded for Saving Water in Texas

Cargill Mexico has increased the production capacity at its fish feed facility in Tehuacán, Puebla, Mexico. The \$7.8 million dollar expansion will serve the feed demand for catfish, trout, and tilapia of Puebla, Oaxaca, Veracruz, Chiapas, and the Yucatán Peninsula.

The new extrusion line is part of a \$16 million investment plan in Mexico and Central America aimed at serving the region's aquaculture producers.

The new extrusion process at Cargill's Tehuacán facility will increase the monthly feed production capacity by 5,000 tons and make it more competitive by improving the performance, cost, and benefits of the feed, as well as its conversion ratio. The plant began operations in 1966 and currently employs 112 people. Cargill Mexico, which began its operations in 1965, employs over 1,700 people in 13 Mexican states with 30 locations.

In the United States, the Texas Water Foundation, a non-profit educational organization dedicated to optimizing water use throughout the state, presented its Blue Legacy Award for manufacturing companies to Cargill's Friona, Texas, beef processing facility. The plant is the only manufacturing facility receiving a 2015 award for water conservation.

Friona is located in the Texas Panhandle and sits atop the Ogallala Aquifer, one of the largest underground bodies of water on the planet. This aquifer covers 174,000 square miles in part of eight states throughout the Great Plains, including portions of South Dakota, Wyoming, Nebraska, Colorado, Kansas, Oklahoma, New Mexico, and Texas. It provides water for nearly 30 percent of irrigated land in the United States. In Texas, the Ogallala Aquifer supplies water to 36,000 square miles spread across 48 counties.

The aquifer has been stressed by population growth, agricultural irrigation, industrial use, and drought. During the past six years, Cargill's Friona beef processing plant has reduced water use by 23 percent, saving more than 150 million gallons annually. Treated water from the plant is also provided to local farmers, reducing their need for water from the aquifer. The plant team has also created methods for capturing water used in heat exchangers and other equipment that can be reused for exterior plant cleaning.



Darling to Begin Wet Pet Food Operation

Darling Ingredients Inc. is investing \$11 million in a wet pet food ingredients operation in Ravenna, Nebraska. The renderer acquired the shuttered Leprino Foods Company plant and has begun renovations to the facility. Production is slated to start this summer. Darling expects to hire 20 to 25 employees for two production shifts and will evaluate the need for a third production shift in 2016.

The Ravenna Leprino plant closed in November 2013 after facilities in Hartington and Dodge, Nebraska, were shuttered. Currently, the Hartington plant houses a small manufacturer that employs eight while the Dodge plant is still vacant.

Hydro Solutions Co-founder Dies

Charley Davis, co-founder of Hydro Solutions Inc. in Louisville, Kentucky, died March 11, 2015. He was 58 years old.

In 1993, Davis co-founded with his brother David Hydro Solutions, a company that specializes in providing solutions for industrial water treatment with expertise in odor and pollution control for the rendering and animal protein industries. Davis enjoyed a lifelong interest in chemistry. He received his first chemistry set at the age of 13, setting up his first lab in his bedroom. As his experiments became more involved, Davis was "encouraged" by his mother to move his lab out of the house and into his father's old workshop. Since then, Davis never went without a home lab where he could explore his ideas for applied chemistry.

In lieu of flowers, donations can be made to the Charley John Davis Jr. Chemistry Scholarship Fund at Austin Peay State University, Clarksville, Tennessee, Davis' alma mater.

Labor Department Redefines “Spouse”

The United States Department of Labor (DOL) published a final rule March 27, 2015, amending the federal Family and Medical Leave Act (FMLA) regulations to define “spouse” to reflect the law in the state where the marriage was performed. Previously, the regulations deferred to the state in which the employee resided. The final rule applies to both same-sex and common-law marriages, and also outlines circumstances under which marriages entered into outside the United States will be recognized for FMLA purposes.

The rule clarifies that to confirm a spousal or family relationship, an employee is only required to provide a simple statement. DOL notes that employers should not request documentation of a spousal relationship if it has already been provided for another purpose. FMLA entitles eligible employees of covered employers to take unpaid, job-protected leave for specified family and medical reasons.

Smithfield Realigns

Smithfield Foods Inc. has realigned its organization and key senior management to unify all of its independent operating companies, brands, marketing, and more than 48,000 employees around the world. Smithfield’s business operations will now be aligned with the company’s customers and managed as four divisions—Packaged Meats, Fresh Pork, Hog Production, and International.

The Packaged Meats Division will include all the company’s packaged meats businesses previously operated under Smithfield Farmland and John Morrell Food Group. The Fresh Pork division will encompass the former Smithfield Farmland fresh pork operations, and the Hog Production and International businesses will retain their existing structure and leadership under the realignment.

Sanderson Farms to Build New Plant in North Carolina

Sanderson Farms Inc. has chosen the town of St. Pauls in Robeson County, North Carolina, for construction of a new poultry processing plant and wastewater treatment facility, with sites under consideration for a new hatchery. These facilities will comprise a state-of-the-art poultry complex with the capacity to process 1.25 million birds per week for the big bird deboning market. At full capacity, the complex will employ approximately 1,100 people, require 100 contract growers, and be equipped to process and sell approximately 500 million pounds of dressed poultry meat annually at full production.

Sanderson Farms expects to invest about \$139 million in the new North Carolina complex, which includes upgrades to its Kinston, North Carolina, feed mill, and anticipates that associated contract growers will invest an additional \$168 million in poultry production facilities. The company expects to begin construction this summer, with initial operations of the new complex to begin during the fourth fiscal quarter of 2016.



US Hide, Skin, and Leather Exports Set New Record

The United States (US) hide, skin, and leather industry set a new record in 2014, exporting more than \$2.85 billion worth of cattle hides, pig skins, and semi-processed leather products. US hides and skins companies – including producers, processors, brokers, and dealers – regularly export over 90 percent of total US production of these products and are one of the top raw material suppliers to the global leather manufacturing industry.



According to US Department of Agriculture statistics, US exports of wet-salted cattle hides (cattle hides that have been preserved using brine solutions) dropped slightly to \$1.8 billion in value, a 1.2 percent decrease from 2013 levels. However, exports of wet-blue cattle hides (semi-processed hides that have undergone the first stages of leather tanning), jumped 21 percent to over \$959 million in value. The US industry is undergoing a multi-year transition toward lower wet-salted cattle hide sales and increased wet-blue sales, reflecting the higher value these products fetch in the market.

China was the largest buyer of both products, with imports of wet-salted cattle hides valued at over \$1.1 billion (a slight 0.8 percent increase over 2013) and \$374 million of wet-blue products, a 33 percent increase over 2013. Other large destination markets include Korea, Taiwan, Mexico, and the European Union.

US pigskin exports dropped 4 percent in value to \$54 million. The largest market for US pigskins continues to be Mexico, accounting for nearly half of all US exports.

Despite record-setting export values, US hides and skins companies face significant headwinds in 2015. Prices have retreated from the highs experienced for much of 2014, while a West Coast port labor dispute at the beginning of the year crippled the movement of products heading to Asian markets.

The US Hide, Skin, and Leather Association estimates between \$40 million and \$45 million worth of hides, skins, and wet-blue products are transported via West Coast ports each week, which had all but halted during the first few months of this year as a result of ongoing negotiations between port operators and labor unions.

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RENDERING IS RECYCLING

WHAT MATERIALS ARE RENDERED?

Packing Plants

147.2 MILLION head of cattle, calves, hogs & sheep are slaughtered annually in the US



10 BILLION

chickens and turkeys are processed each year in the US



APPROXIMATELY 50% of the animal is considered inedible by Americans and goes to renderers including: bones, fat, blood, feathers & some internal organs

Farms Some animals die on the farm from injury, old age, or other issues. These animals represent about 4.5% of rendered product

Grocery Stores generate

1.92 BILLION POUNDS

of scraps, fat, bone, expired meat & used cooking oil annually

Renderers collect

4.4 BILLION POUNDS of used cooking oil per year in the U.S. and Canada

WHAT ARE THE PRODUCTS OF RENDERING?

Renderers collect:

56 BILLION POUNDS

of raw materials every year in the U.S. and Canada



If all renderable product was sent to the landfill, all available landfill space would be used in

4 YEARS

Renderers recycle these materials into:

10 BILLION POUNDS

of fat and oil products

9 BILLION POUNDS

of protein products annually



*"Quality and experience,
you see them in every
part we make."*

**Scott Libecap —
CNC Programming & Tooling Manager**

A word about quality from a friend at Dupps

"In the machine shop, we all understand how every part in a Dupps system works. That's important, because we know the tolerances we have to hold to make sure each part is right.

"We design the fixtures, we create the CNC programs and we test the tooling. All in an effort to make the best parts we can. A case in point: our new manufacturing cell that makes our Pressor® cast flights. We applied the latest machining and tooling technology so we could take advantage of a new casting process—today our cast flights are much stronger and have a much longer service life. We can make the flights quicker now too, so they're always on the shelf when a customer needs them.

"I enjoy my contact with our customers too, because it's a chance for me to learn what their needs are. We promise that a customer can reach us twenty-four hours a day, seven days a week, and one of my jobs is to answer calls on weekends. We'll pull parts from the warehouse and ship the same day to keep a customer up and running.

"I feel our biggest advantage is our experience. We take our knowledge of what our customers need and apply it in ways to make better equipment."

The Dupps family includes all the dedicated and hard working employees whose efforts, loyalty and pride have made our company the best in the business. Compare our level of knowledge, experience and service with any of our competitors. When you do, we're sure you'll agree that Dupps is your logical choice.

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