

SIDEROADS

ENGINEERED TRANSPORTATION EFFICIENCY

WINTER 2013

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Green Mountain Feeds

Promoting organic



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[Bionutrición: Company finds right mix of technology provider, solution supplier](#)

[Trupointe: Merging two legacy co-ops](#)

[Kansas State: Update on the new O.H. Kruse Feed Technology Innovation Center](#)

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Welcome to *SideRoads* Winter 2013

A lot has happened in the past six months, since our last issue of *SideRoads*, the most significant being the elections here in the U.S. I don't think I need to remind anyone of the amount of ads that were run and the tone of many of these ads. One thing that was quite clear was the negative tone present, as well as misrepresentations. Now, it's not my intention to get political, however, there is some takeaway we can come out of this past season with, and that is to be open with what we know and to do our utmost to ensure we are heard and understood. This is something we were taught for many reasons.

Another significant issue we were faced with was one of the worst droughts in history along with some severe storms hitting areas not accustomed to these storms. I'm not a fan of Mother Nature-type statements, but I believe strongly that things happen for specific reasons. And so we are faced with issues today we never thought we would really be faced with.

With all this before us, we need to stay focused on what we do as an industry. We need to look hard at the regulations that will no doubt be placed on us in the future and decide how we want to tackle them. Even though we continue to see greater efficiencies in our operations we will continue to be pressured to do more.

SOME INTERESTING FACTS RELATED TO THIS:

- Four steers produce today as much beef as did five steers 15 years ago.
- The U.S. produces more corn than any other country.
- The U.S. is the largest supplier of protein to the globe.
- China is the number one producer of pork, followed by the EU and the U.S.
- The U.S. produces more corn per acre than ever before.

Productivity and efficiencies are up, but we need to do better! This is no doubt going to be one of the issues on the forefront of a lot of people's minds as we continue to look toward the effects of the Food Safety & Modernization Act. When you talk about regulations that will have an effect on all, this definitely is, or will be, the one to watch. And so, this will be our task in the years to come, to step up our efforts, to show our customers how we can help them achieve the goals and objectives they have before them.

Terry Medemblik, Sales & Marketing Manager
Walinga Inc.

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Vermont's Green Mountain Feeds promotes organic

Company finds Walinga machinery a good fit in part because of how easy it is to clean the machines between organic and conventional feed hauls.

Vermont's state tagline is the Green Mountain State, and Vermont residents are known for promoting local businesses and buying local goods. Green Mountain Feeds Inc. based in Bethel, Vt., sees being green as good business. The company promotes its organic line of feed for dairy, swine, poultry, sheep, goats and horses and aims to build a business that seeks greener ways to farm and process feed.

Green Mountain Feeds is a locally owned family business with 13 year-round employees. They have been manufacturing certified organic feeds since 1997. "We use only the highest quality organic ingredients available," says Eric Dutil, president of Green Mountain Feeds.

Its entire product line is free from pesticides, herbicides, fungicides, hormones, antibiotics, preservatives, GMOs, animal by-products and animal protein products. "We are proud to be a part of the organic production movement," Dutil says.

Green Mountain Feeds serves all of New England, as well as New York state — and is available at more than 100 locations throughout the Northeast.

The company also manufactures conventional feed under a different business name — Depot Farm Supply. Dutil's father started working for Depot Farm Supply in 1980 and purchased the company years later. Green Mountain Feeds became a logical extension of the business as more customers and



Green Mountain Feeds hauls both organic and conventional feeds, necessitating that the company's feed bodies clean easily and quickly.

consumers started showing a strong interest in organic products. Dutil will begin focusing even more on the organic business as Depot Farm Supply is currently in the process of being sold.

Dairy and poultry feed make up the bulk of the company's business, at 45 percent each. The remaining 10 percent is a combination of sheep, goat, swine and equine feeds. It uses only North American products for its bagged feeds and has custom blends and

stock formulas available in bulk.

The company also focuses on animals with special needs or health concerns. It offers a blend of proteins, vitamin blends, amino acids and probiotics to help keep animals healthy and performing at their best. Its livestock feeds are also specially formulated to keep cows healthy and productive. The company uses high-quality probiotics to help maintain a cow's gastrointestinal health and immune system, ensuring peak production and growth. The company's poultry feeds are also specially mixed to give a customer's flock the proper building blocks for profitable egg production, weight gain and overall health. They pride themselves on a recipe that will target a flock's specific needs. Examples include organic cracked corn, organic chick starter mash, organic soy-free layer pellets, and organic turkey grower pellets.

COMPANY BECAME CERTIFIED FOR ORGANIC

Dutil likes to promote the company's organic symbol for certification on his company's website. The website features the official symbol recognizing the company as a Vermont Certified Organic Processor. This is a formal certification process run by the Northeast Organic Farming Association of Vermont. It is a nonprofit association of farmers, gardeners and consumers working to promote an economically viable and ecologically sound Vermont food system for the benefit of current and future generations. Any system that helps to eliminate the use of herbicides, pesticides and artificial hormones from the food chain is good for us and our children, according to the association.

By purchasing organic products, Vermonters are helping to support a system of agriculture that helps preserve their state's soil and water supplies, the association says. Another goal of certification is to increase the acreage of certified organic land in Vermont while also increasing the access to local organic food for all Vermonters. The programs strive to meet these goals in various ways. It might work with schools to bring local foods into

a cafeteria or provide business planning services to farmers to ensure that their businesses stay viable and sustainable.

WALINGA VEHICLES MADE TO A HIGHER STANDARD

Walinga equipment has helped both sides of the Green Mountain Feeds business. “One of the reasons that we use Walinga’s feed bodies is because they clean out more easily and more efficiently than other feed bodies,” Dutil says. “Since we haul both organic and

need to stay clean and dry. Another Walinga feature is a Hydropack lightweight hydraulic system.

“I find that Walinga transportation equipment is manufactured to a higher standard than the other available units. There is better attention to detail, better fit and finish,” Dutil says. “We also find that Walinga equipment lasts twice as long as the other units that we have tried.”

Walinga also offers more options and customization with its units. Dutil is impressed with one safety feature in partic-

Green Mountain Feeds has a fleet of five Walinga trucks with feed bodies; three tanker feed trailers and two straight truck feed bodies.



conventional, we have to clean and flush the equipment after we haul conventional feed. A feed body that cleans more easily is better for us,” he says.

Green Mountain Feeds has a fleet of five Walinga trucks with feed bodies. It owns three Walinga tanker feed trailers and two Walinga straight truck feed bodies. All of these vehicles feature compartmentalized tank units with air and auger unload. Included in this fleet is a Walinga HOAG, High Output Auger, 21-ton straight truck. “This truck operates 50 percent faster than any of our other auger trucks,” Dutil says.

This HOAG truck has 10 features that Dutil appreciates, including a 26-foot hopper tank, air-operated gates and roof, an underbody bag carrier with a roll-up door, 50 cubic feet per running foot capacity, and sealed side compartments for controls or for storing additional bagged feeds and other items that

ular from Walinga — the pop-up hand rails on the top of its trucks. Another feature that Dutil likes is the aluminum boom system that saves weight, which increases the available payload. Green Mountain Feeds has been a Walinga customer for many years. The company has purchased about 14 Walinga units over the years.

In addition, Dutil is impressed with Walinga’s customer service, as well as the attention the company receives from its dealer, EMM Sales & Service Inc., based in Brownstown, Pa. EMM has an 18,000-square-foot service facility that ensures it can continue to install and service all Walinga equipment sold, including new and used bulk feed equipment, as well as all future lines of equipment. “They go above and beyond and cover our needs very well,” he says. ■



Bionutrición finds right mix of technology provider, solution supplier

Company uses Walinga bulk trailers for reliability, quality



Top photo: Bionutrición recently purchased a Walinga A-train with air discharge that will be running in early 2013. Above: Bionutrición's Los Angeles, Chile, facility is in the Bío Bío region, an important area in the production of grain.

How can the animal feed industry develop safe and hygienic supplements to ensure good performance and animal welfare? This is a question feed nutrition company Bionutrición strives to answer.

"Normally food safety is focused mainly on human food consumption; however, what people demand today, such as milk and meat, comes from animals. If we want to move forward on this issue we must begin to deliver safe and healthy animal feed to meet the production needs of our cattle and satisfy consumer needs: Safe food," said José Bermedo, general manager for Bionutrición.

BIONUTRICIÓN'S FOCUS

Bionutrición has a sophisticated feed mill in Latin America offering high-performance nutritional solutions and feed safety for dairy

and meat farmers. Focused on the processing, sale and distribution of animal feed supplements, Bionutrición uses innovative technology as a competitive advantage, reflecting its slogan: "Safe Feed for Safe Food."

The company's feed mill is the only plant in Chile and the third in South America with this level of technology in which safety and traceability parameters are its pillars, yielding a world-class plant. Bionutrición is committed to having top-quality technology and offering the best to its customers.

Bionutrición is located in Los Angeles, Chile, in the center of the Bío Bío region, which is an important area in the production of grain. The company gets more than 70 percent of inputs for the preparation of supplements from the region. Pure ingredients and innovative technology have



Paul Broekema, VP and international sales at Walinga and José Bermedo, general manager at Bionutrición



José Bermedo, general manager at Bionutrición

resulted in a reputation for the company of having the best high-performance animal

nutrition products in Chile.

WALINGA BULK TRAILERS

"The technology for the Bionutrición facility and business model was captured from the best practices taken from human food manufacturing and the global feed industry. It was a huge challenge for the business designer and developer, Alberto Núñez, who captured a real insight into the feed industry for meeting dairy and meat farmers' needs," said Bermedo. "Alberto focused on one of our keys in Bionutrición business model: The channel and the customer relationship, where we pay attention to how to offer value through a quality and improved consumer experience.

"On this issue, the delivery system plays an important role because every customer wants their products in the right quantity at the right moment, with reliability and the minimum pellet breakage. That means a very good delivery system. To accomplish this challenge we found the partner that could provide us the best technology to satisfy our customers, and we are very grateful to Walinga and its air discharge bulk trailers. We only use Walinga bulk trailers and we have two units running throughout the south of Chile delivering our products to customers. We already ordered our latest acquisition: An A-train with air discharge

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that will be running in early 2013. Air discharge has been playing a big role in reducing pellet breakage, and that's of high value to our customers, especially dairy farmers."

The company takes comfort in knowing that, when it has a challenge, someone from Walinga will be there to provide the best solution. There is a difference between a technology provider and a solution supplier; Bionutrición found Walinga to have the perfect combination of both.

FUTURE AND COMMITMENTS

The company believes that as an organization it contributes to ecological sustainability and assumes its role in constantly seeking ways to improve process impacts on the environment. It also uses the latest technology to save energy and be environmentally friendly, thus contributing to ecological sustainability.

Farmers in Central and Southern Chile now have an alternative and modern facility that offers advanced solutions to create more value and continued monitoring of the quality of its products. Bionutrición is committed to its customers with an interdisciplinary team made up of technicians and professionals with extensive careers and proven expertise in the feed industry. This allows them to meet the demands of a changing environment that increasingly calls for better quality not only in products but also in production processes. ■

WALINGA DELIVERIES



WHO: Marleys Transport Pty Ltd

WHERE: Kewdale WA, Aus.

WHAT: One set of Trains 34ft each. Wedge Design. High Output Augers (HOAG) 12/15/12. Air Ride suspensions. Full Painted Tanks.

WHEN: November 2012



WHO: Vita Plus

WHERE: Lanark, IL.

WHAT: Hopper Auger Unit. High Output Auger (HOAG) 25ft Tank, 38 cu.ft/ft full function remote controls. Air Lid with Fold Up Handrail.

WHEN: December 2012



Two legacy co-ops merge to form

Trupointe

The co-op has roots that date back to the 1920s.

Trupointe Cooperative Inc. considers itself a leader among cooperatives — with its more than 4,800 members and a dedicated team of employees who average about 15 years of service. And even though it's large in size, Trupointe wants to provide its members with a partner in the field by offering a diverse line of products, services and customer care.

Trupointe Cooperative is a regional, member-owned and controlled agricultural and energy cooperative headquartered in Piqua, Ohio. It serves farmers and homeowners far and wide — in 50 locations throughout 29 counties in Northeast Indiana and West Central Ohio.

The co-op has 370 full-time employees, 42 part-time and 83 seasonal employees. The co-op has roots that date back to the 1920s. In 2008, the leadership of Southwest Landmark and Advanced Agri-Solutions Co-Op, two Western Ohio cooperatives,

began discussions to consolidate into one. Their respective boards agreed that the idea should be voted on by each of its members. "Trupointe was launched in 2010 after the consolidation of these two legacy cooperatives," says Dan Beckman, a branch manager at Trupointe, who works in the Feed Division at the St. Anthony location in Ohio.

All Trupointe board members are actively engaged in farming. The board selects and oversees the CEO, sets company policy, and monitors the financial aspects of the co-op. The board helps to ensure the cooperative acts as a responsible steward of its members' investments. The board's 10 farmer members also represent the counties in which they serve. Board members are elected by the co-op membership and hold yearly terms.

Creating value for the co-op members is one goal, as well as enhancing its prof-

itability. The co-op also aims to provide quality people, products, services and solutions to its members and communities, according to the Trupointe website at www.trupointe.com. "Because Trupointe covers such a wide territory, it's necessary that we have strong leaders at the forefront," says Larry Hammond, Trupointe's president and CEO.

TRUPOINTE'S WIDE RANGE OF OFFERINGS

Trupointe has local feed inputs for dairy, beef, swine, poultry and other commercial livestock. The co-op sources grind and blend feed from local farms to serve its customers' livestock production farms. Trupointe offers its customers custom feed blends, bagged feeds, feed supplements, show feeds, feeders and waterers, fencing, and herd and flock management equipment.

In addition, Trupointe provides services in agricultural supply, grain marketing, home heat, liquid fuel, turf and ornamental, farm and home retail, and precision technology. "Trupointe provides progressive, sustainable solutions that help farm and home customers care for their families, conserve our natural resources, and help to feed the world," says Beckman, who oversees 13 employees.

Walinga trailers help the co-op to operate more efficiently.

Also included in Trupointe's business plan is a subsidiary called Progressive Crop Technology. It's committed to furthering agricultural production technology. All products — from foliar and on-seed starter fertilizers to drift guard spray additives — are mixed on location at the Trupointe branch in Kettlersville, Ohio. PCT is unique

because of its capability to create specialized products to meet the needs of diverse agricultural conditions. Once nutritional needs are met, the crops are then protected from disease and other growth factors. The technology ultimately pays for itself by increasing yield amounts. Through the creation of the PCT brand, all products produced within the subsidiary will be sold under that label.

WALINGA'S FLEET OF TRUCKS AND TRAILERS ARE DEPENDABLE

Trupointe has a long history with Walinga feed trailers and appreciates the attention it receives from Walinga reps. "When I call Walinga with a problem, I get an answer back right away," Beckman says. "And if I need a part that we don't have in stock, Walinga will make sure that I have it by the next morning," he says.

Trupointe has a multitude of Walinga trucks and trailers, says Dale J. Sutton, a maintenance supervisor at the Rolling Stock division of Trupointe in Wapakoneta, Ohio. It has five regular bulk feed trailers, two bulk/bag feed trailers, one straight truck with five bins, and two HOAG (High Output Auger) system feed trailers. The HOAG trailers can unload about 24 tons of feed in about nine minutes. The HOAG trailer is an ultralight, aluminum trailer known for making quick work of any bulk feed delivery. Walinga uses exclusive technology called Monoblock hydraulic controls that increases efficiency and maintains lower oil temperatures, which extends the life of the hydraulic system.

The trailers also help the co-op to operate more efficiently. "After we bought our first high-output Walinga trailer, we were able to haul twice as much feed in the same amount of time. This has really helped on our overtime," Beckman says. "After that, we bought our second high-output Walinga trailer. These trailers help us in the mill when we're waiting on trucks, and our

truck drivers work more efficiently," Beckman says.

"Walinga units are very dependable, and they are also easy to repair if we do have problems," Sutton says. "These two things are what I appreciate the most about Walinga's line of equipment." Safety features are also an important draw for Sutton, who helps to make the purchasing decisions. One safety feature that Sutton is impressed with is the full-function remote. "I would recommend that all units have this full-function remote," he says. With this remote, users don't have to actually touch the controls on the truck. They can maneuver controls with a handheld device. "I know of one incident where an operator/customer in Ohio had an unloading auger that contacted a power line, and I believe that the remote saved his life," he says. Sutton has purchased more than seven Walinga trucks and trailers in recent years.

"I know that when we purchase a piece of Walinga equipment that we have the quality and the support for many years of service," Sutton says. "Our Walinga representative is excellent with preparing specifications for our new equipment and fixing problems we run into with any of our other Walinga units. It's very good to know that our drivers/operators have the best equipment that we can give them to do their jobs. And that reflects back to our customers."

TRUPOINTE GIVES BACK TO ITS COMMUNITY

TruPointe has also formed a Benevolent Committee to give back to the communities it serves. Each year, the Board of Directors



Dale J. Sutton, maintenance supervisor at the Rolling Stock division of TruPointe in Wapakoneta, Ohio, has purchased more than seven Walinga trucks and trailers in recent years.

approves an allocation of earnings from its previous fiscal year specifically for helping others in the community. It's the co-op's way to show its deep appreciation for the people and communities that have so strongly supported it over the years. These charitable contributions are directed to those who have the greatest need.

To better allocate its benevolent giving, TruPointe selected nine employees from throughout the co-op to assist in the process. This committee of employees is actively engaged in the workplace and in the community — which makes for better decision-making when it comes to donating the allocated funds.

TruPointe also gives back by offering yearly educational scholarships in the amount of \$2,500 each. Applicants need to

be the children and/or direct dependents of TruPointe members. Applicants must meet certain requirements — such as a minimum GPA — and be either enrolled in a college or university in pursuit of a two-year or four-year professional degree in a field related to a discipline of TruPointe and/or the agricultural industry.

Applicants are also required to complete a scholarship application, provide a letter of character reference, a current official transcript, extracurricular and community involvement activities, as well as a written essay or short video on a related topic. Finalists for the awards are then selected and asked to interview with a review committee member. Students may apply and receive this scholarship more than once, provided that required criteria are met.

These giving-back initiatives, as well as dedication to its members, make TruPointe a true leader among co-ops in the area. ■



Construction update for K-State O. H. Kruse Feed Technology Innovation Center

*Center will offer benefits for industry,
University and students alike*

An architectural rendering of the O.H. Kruse Feed Technology Research Center at Kansas State University, slated for completion in 2013.

The new feedmill at K-State is becoming a reality. Construction on the new feed mill began in May 2012 and should be completed in about a year. The mill will serve as the new home of the Feed Science and Management, FSM, program which has provided nearly 700 graduates to the U.S feed manufacturing industry over the nearly 60 years since the industry helped to establish the program at K-State. In addition, several thousand domestic and international feed industry professionals have participated in educational short courses and seminars provided by the FSM program, and the faculty have been a source of problem solving and new technological information throughout the program's history. The program has been fortunate to have a dedi-

cated teaching and research feed mill available on campus for student and faculty use. Even though remodeled and updated numerous times, the present mill has far outlived its useful life and must be replaced.

Part of the impetus for the new feed mill is the selection of K-State/Manhattan as the site for the new National Bio- and Agro-Defense Facility, NBAF, laboratory to be built by the Department of Homeland Security. NBAF will replace an aging BSL-3, Bio-Safety Level 3, facility on Plum Island, N.Y. The site chosen for NBAF is the current site of the K-State Department of Animal Sciences feed mill, which, like its Grain Science counterpart, is well beyond its useful life. Prior to completion of NBAF, the ASI feed mill must be replaced.

"The new feed mill complex is one of K-State's top priorities," said K-State President Kirk Schulz. "We are enthusiastic about the new facilities which will benefit industry as well as our students." The Kruse family of Goshen, Calif., has made a lead gift of \$2 million to honor the company founder, O. H. Kruse, and to stress the importance of educating and training the next generation of feed professionals. The State of Kansas has committed to providing approximately half of the funding required for the new mill to replace the existing ASI feed mill. Additional cash and in-kind equipment donations are providing the remaining resources needed for construction.

SINGLE FACILITY, MULTIPLE PURPOSES

The decision was made by K-State officials to combine the feed-related activities of the Departments of Grain Science and Animal Sciences and build a single facility that will serve the teaching, research and outreach needs of both departments, as well as the needs of the College of Agriculture in general. What will ultimately be a \$16-million-plus facility includes a modern, automated five-ton per hour feed mill and a BSL-2, BioSafety II, teaching and research feed mill referred to as the Cargill Feed Safety Research Center, FSRC. The FSRC will be designed in such a way that scientists will be able to safely work with low

virulence pathogens (e.g., *Salmonella*) in feeds but also use the facility for other research, teaching and outreach activities when not used in the BSL-2 mode. The FSRC will feature a one-ton per hour pelleting system equipped with a Wenger High Intensity PreConditioner, Loss-in-Weight feeder system and a Bliss counterflow pellet cooler.

"The new feed mill will enhance K-State's already strong ability to support the Department of Homeland Security's National Bio and Agro-defense Facility. With the new mill

A single facility will serve the teaching, research and outreach needs of multiple departments and the needs of the College of Agriculture in general.

just across the street from NBAF, K-State can provide specialty livestock diets to support infectious disease experiments, oral vaccine studies and other trials under high level bio-safety controlled conditions. This work cannot be done anywhere else in the U.S.," said Schulz.

In addition to the processing operations, the facility will contain a significant number of corrugated grain bins for ingredient storage and for conducting large-scale grain storage and grain quality preservation research. Dr. Ken Odde, head of the Department of Animal Sciences and Industry, said "the facility will be jointly managed and will provide research diets and supplements for all University animal units as well as a teaching and research platform for all students but particularly those in the Feed Science and Management program."

It is expected that the economies of scale in the purchase of ingredients and the efficient use of labor will offer tremendous savings over the operation of two separate feed mills. One of the attractive features is that nearly all of the labor will be provided by student employees and many of those will be able to assume supervisory roles during their college careers. That will be extremely attractive to

prospective employers of those graduates.

DESIGN AND CONSTRUCTION

The preliminary design and cost estimates for the feed mill were provided by Younglove Construction, Sioux City, Iowa. McCown-Gordon Construction, Kansas City, Mo., is the general contractor and ASI Industries, Billings, Mont., has slipped the tower and will install processing equipment. Other companies on the design team include Treanor Architects, Lawrence, Kan.; Facilities Engineering Services, Springdale, Ark.; Orazem & Scalora Engineering, Manhattan, Kan.; Schwab-Eaton, Manhattan, Kan.; and Bob D. Campbell & Co., Kansas City, Mo. A university feed mill design team made up of faculty members of both departments, as well as students, began working on the concept of a single facility more than two years ago. Using in-house talent and the experience of operating the two existing mills, the team was able to provide a tentative layout and flow diagram that included all the features and capabilities needed to start the formal design process. Since the new facility will be located on a site where all the access roads and utilities are already in place, construction cost has been substantially reduced.

According to Dr. Dirk Maier, department head of Grain Science and Industry, "The design team worked with engineers and equipment vendors to identify specific machines that would meet the needs of the University. The feed mill will house several processing machines that will allow in-depth teaching of operational principles. For example, we will have a full-sized hammermill and roller mill for grinding research, teaching and production. The five-ton per hour pelletmill in the main tower will be equipped with a dryer/cooler to allow research involving higher levels of moisture for pelleting research. The main mill tower will feature two different batch mixers that can be used for mixing studies and to provide specialty feeds on demand. Several

devices, such as a Kahl expander and a Kahl Flat-Bed pelletmill will be installed later as funding becomes available."

BENEFIT TO STUDENTS

Of course, the most important benefit of the new facility will be for students. Imagine the knowledge gained by students who will watch the construction of the new mill on a weekly

The most important benefit of the new facility will be for the K-State students, and they are excited by the prospects of the new mill.

basis, participate in the commissioning process, have the chance for student employment, and participate in laboratories conducted in the new facility. K-State students are excited by the prospects of the new mill, and it is gratifying to describe to prospective students the opportunities they will have with the new mill. Faculty members are constantly looking for ways to recruit new students into the program and to successfully prepare them for their industry careers. The new facility will improve student recruitment and preparation dramatically.

Throughout its existence, the Feed Program at K-State has provided critical research support to the feed industry. With the new feed mill, research capability will be greatly enhanced. There is no doubt that food and feed safety will become the most critical issue facing feed manufacturers in the immediate future. However, energy efficiency, environmental issues, feed quality and nutritional performance will continue to be critically important to the feed industry and require research resources. The new mill is designed to accommodate nearly any type of processing research and data acquisition that is needed by an industrial client or University scientist using the new, state-of-the-art facility. ■

Inside Walinga

Central Vac System aids in product recovery, assists with daily housekeeping

The system also helps to minimize the health and explosive risks associated with dust.

Just like a home needs daily upkeep, so does a facility or business that deals with food, grain, feed or seed. That's where the Walinga Central Vac System comes into play.

"We use our Central Vac System on a daily basis to assist with daily housekeeping needs," says Mike MaGinn, a manager at Heritage Cooperative Inc. in Kenton, Ohio. "When you look at the system, you can compare it to a central vac in a house."

The Vac System aids in eliminating a facility's debris or residue from spills while helping to minimize the health and explosive risks associated with dust. "With the Central Vac, you turn on a main unit, and then you simply take a hose to the area that needs cleaned," MaGinn says. "You then hook the hose to a pipe, and you start to vacuum any messes that you have."

The Central Vac features a unique computer-designed cyclone fitted to your specific application. The collector/separator separates the dirt and air. With the drop-thru airlock, you can discharge contents in the collector/separator into a remote holding bin. There's also a secondary pre-cleaner that is located up-stream of the blower. This also removes excess dust from the air stream prior to the air getting to the blower.

This process allows for a cleaner air discharge into the atmosphere and a minimum amount of dust particles traveling through the blower. Walinga Super Chrome Blowers have endplates and impellers that are precision-machined and chrome plated. Gears and bearings are splash lubricated,



The Central Vac System aids in eliminating a facility's debris or residue from spills while minimizing health and explosive risks associated with dust.

which prevents overheated bearings and moving parts. For the Central Vac application, these blowers operate at very low rpms, which extend the life of the blowers.

"The big advantage is that we are sucking the dust and grain into a dumpster where we put it back into a bin," MaGinn says. "Before purchasing the Central Vac, we would sweep the dust. That dust would then just get back up into the air where



it would resettle onto the equipment again. The Central Vac makes housekeeping more efficient. Plus the employee is working in a cleaner environment because of the dust that is removed from the air.”

A TIME SAVER

The Central Vac can also save time. “When we used to clean up

dust and debris in our basements, we would lift barrels of product out of the basement with a chain and forklift. Or we would carry the barrels up the stairs. Now all we have to do is turn on the vac and suck the spilled product into the collection hopper,” he says. Preventing a back strain can be another added benefit.

Depending on the size of your business, one Central Vac may be sufficient. However, an additional one may be added to manage a larger facility with multiple floors and multiple drops. Regardless of facility size, Walinga’s Central Vac is ideal for bulk transfer stations, bakeries and food processing plants — anywhere you need to

reclaim or manage bulk materials.

The Walinga Central Vac System continues to evolve, and Walinga appreciates customer feedback. The company often uses customer comments in redesigning its equipment. Feedback comes from former and current clients, with innovations from the feedback often making it to the production stage.

A technical representative with a fully functioning Walinga Central Vac System will visit your site, demonstrate the system with your actual bulk product, and work with you to develop a system based on your specific needs. ■

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Foundation's ambitious goal: To help feed the world

IFEEDER aims to support specific projects that are considered high value.

Trying to feed the world for the next 50 years will be no easy task. But education and science-based research will play a pivotal role in the future of food and feed production, according to the foundation IFEEDER. IFEEDER is the shortened name for the Institute for Feed Education and Research. This foundation was created to address the enormous challenges our food and feed production industries will face in the next 40 years and beyond.

How did this foundation come to be? The American Feed Industry Association is the trade association that represents the U.S. feed industry. AFIA created IFEEDER in response to the critical need to raise funds to support the food challenges expected in the future, according to Dr. James E. Sullivan, IFEEDER's executive director.

THE CHALLENGES AHEAD

IFEEDER collectively represents the food and feed production industries. Today the average U.S. farmer feeds 144 people. In 1940 that number was only 19 people. While farmers have made significant progress, there will be a greater need in the future. Today, one acre feeds 1.6 people. By 2050, one acre must feed four people.

To feed the world in 2050, investment in agriculture must reach \$83 billion per year. This is a 50 percent increase in investment from current levels. The U.S. feed industry is a critical part of this equation. The world's population will grow by almost 2.5 billion people. During this period, our food produc-

tion needs will double. "To accomplish this aggressive goal, our industry must be sustainable for the next 50 years," Sullivan says.

PROJECTS NEED TO BE HIGH VALUE

IFEEDER wants to support specific projects that are considered high value, according to Sullivan. How will that be determined? IFEEDER's Board of Trustees has the final approval of all projects funded by IFEEDER. This board is made up of representatives from the feed and food industries. Furthermore, IFEEDER has experts serving on educational and research committees who will help to establish goals and objectives. Also, committee members will review and recommend projects, as well as scholarship opportunities and public-education programs to advance the industry's visibility and viability. Simply put: Any funded project needs to support IFEEDER's mission.

IFEEDER has recently supported a new publication from the National Academy of Sciences — the National Research Council's "Nutrient Requirements for Swine" publication. Similarly, IFEEDER has also pledged support toward the "Nutrient Requirements





Photo by luigi giordano | fotolia.com

of Beef Cattle” that is in progress. Another example of research that will be funded includes ways to better define the impact of *Salmonella* and other pathogens in feed — and propose methods to reduce or eliminate such risks.

Feedback is also important. If you have any suggestions for IFEEDER projects, you can contact any member of the research or education committees listed on the IFEEDER website — www.ifeeder.org — to submit your idea. IFEEDER’s main office is located in Arlington, Va.

WALINGA — AND OTHER COMPANIES — PLAY A SUPPORTIVE ROLE

To succeed, IFEEDER needs help from the entire feed industry. “A company such as Walinga that provides excellent products and services to the feed and livestock industries has an interest in the continual growth and development of these industries,” Sullivan says. Support comes from feed manufacturers, feed ingredient suppliers, equipment manufacturers, livestock integrators and pet food manufacturers.

For more information about IFEEDER or to make a donation, go to its website at www.ifeeder.org. IFEEDER is a 501(c)(3) charitable foundation. This is an opportunity for those who participate in the feed industry to give back — and to ensure that sound science, technology and education all continue to play a part in agriculture’s future.

“By raising the needed funds and applying them to the highest-value projects, IFEEDER will lead the way in educating the industry, future employees, producers, and consumers about the most sustainable practices to reach our goal of feeding more than 9 billion people worldwide in 2050,” Sullivan says. ■

AFIA hosts successful Equipment Manufacturers Conference

The American Feed Industry Association recently hosted the Equipment Manufacturers Conference November 8-10 in San Diego, Calif. The educational and networking event was designed to address the many issues pertinent to equipment designers, builders and installers who serve the feed, pet food and ingredient industries. The annual conference is sponsored by AFIA and the Equipment Manufacturers Committee, led by Chairman (and Walinga's own) Terry Medemblik.

The program, "Complying with the Challenges of a Changing Industry," was developed especially to benefit your company. Conference attendees exchanged firsthand knowledge through regulatory updates, economic forecasts and panel discussions with companies that provide products to the industry.

POLICY ISSUES ADDRESSED

Opening the conference was Joel G. Newman, AFIA president and CEO, who provided the audience an update about the recent U.S. election. Newman stated, "Both parties will have to compromise on the very important issues facing the nation such as the expiring tax cuts, Farm Bill, immigration reform and federal debt and tax reform."

Newman also presented an overview of a recent Council on Food, Agricultural and Resource Economics study, "Future Patterns of U.S. Feed Grains, Biofuels and Livestock and Poultry Feeding" which was funded by the Institute for Feed Education and Research, IFEEDER.

The presentation regarding the study complemented the update delivered by Diane Klemme, vice president and director of the grain division of Grain Service Corporation, on the future needs of the global feed industry.

Keith Epperson, AFIA vice president of manufacturing and training, provided attendees an

update on the Food Safety Modernization Act. Epperson explained that this new law applies to all ingredient processing facilities, all feed manufacturing facilities, pet food facilities, feed and ingredient imports and transportation.

Epperson added, "We expect to see the draft rules out before the end of [2013], now that the election has passed. The rules have been at [the Office of Management and Budget] for review the past several months."

Epperson also provided updates on the OSHA combustible dust rule as well as globally harmonized system of classification and labeling of

Visit AFIA online at www.afia.org. Equipment Manufacturers Conference related questions can be directed to AFIA's vice president of manufacturing and training, Keith Epperson at 703.558.3568 or kepperson@afia.org.

chemicals, GHS, and how it aligns with the current hazardous chemical system.

In his technical presentation, Joe Beyerl, complex safety and health manager from Mountaire Farms, explained that his company focuses on guarding especially in and around augers and drags, prevention of rust, importance of railings and toeboards, confined space/bin entries, dust control, as well as working with contractors at their facilities.

Carol Easter, safety director for Merrill Fab, Agra Industries, presented on the importance of safety from prior to day one of hiring new staff. She explained that from the interview process to hiring, the culture from top down is about safety and the importance of a safe work environment.

Bill Pfister, president of Safety Training and Consulting, covered many of the important areas OSHA inspectors review at facilities, an

ever-important topic as the industry becomes increasingly regulated.

In addition to the educational sessions, the conference attendees raised more than \$2,000 for the feed manufacturing scholarship fund through donations and a golf tournament. The scholarship program is dedicated to students pursuing a degree in feed manufacturing or other closely related degrees.

The 2013 Equipment Manufacturers Conference will be held November 7-9, in Amelia Island, Fla.

2013 INTERNATIONAL PRODUCTION & PROCESSING EXPO

You are invited to visit AFIA's booth, 1551, located in Hall A of the Georgia World Congress Center during the International Production & Processing Expo. Stop by to learn more about the association's member-driven activities that pertain to transportation and the feed industry.

The International Feed Expo will be integrated with USPOULTRY's International Poultry Expo and the American Meat Institute's International Meat Expo for single, large tradeshow with an expected attendance of 25,000. The International Production & Processing Expo will be hosted in Atlanta, Ga., January 29-31. For more information on the show, visit www.ippe13.org.

Be sure to attend the half-day International Feed Education Forum, January 30 from 8:30-11 a.m. during the show. The program will feature three sessions discussing topics impacting today's feed manufacturer. Epperson will present on the latest Environmental Protection Agency and OSHA regulations, while Richard Sellers, AFIA, will discuss the FSMA implementation and other government compliance rules. Dr. Adam Fahrenholz, North Carolina State University, will present "Training New Feed Mill Managers Using Web-Based Tools," in an effort to keep feed manufacturers well-informed of the latest industry trends and innovations. ■



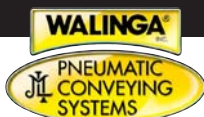
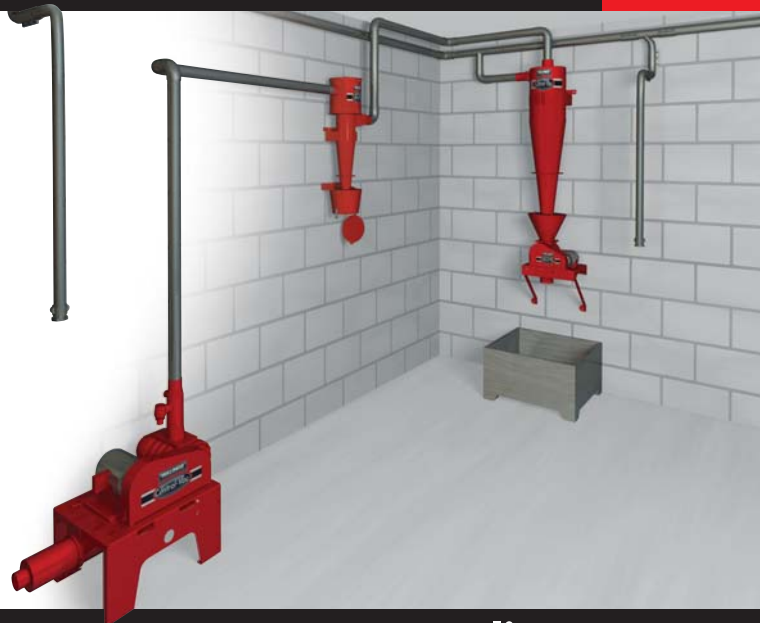
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Visit Walinga at These Industry Events

Jan 14-16, 2013

MI Agribusiness
Lansing, MI
www.miagbiz.org/index.cfm?show=10&mid=42

Jan 15-17, 2013

Fort Wayne Farm Show
Fort Wayne, IN
www.tradexpos.com/ftwayne

Jan 15-17, 2013

Manitoba Ag Days
Brandon MB
www.agdays.com

Jan 16-18, 2013

NC Grain and Cotton Conference
New Bern, NC
www.ncgrainsconference.org

Jan 17-19, 2013

Virginia Farm Show
Fishersville, VA
www.virginiafarmshow.com/

Jan 24-26, 2013

KMOT-TV ND Ag Expo
Minot, ND
www.kmot.com/Ag_Expo.asp

Jan 29-31, 2013

International Feed & Poultry Expo
Atlanta, GA
www.ipe13.org/

Jan 29-31, 2013

Iowa Power Farming Show
Des Moines, IA
www.iowapowershow.com/

Jan 30-Feb 1, 2013

Southern Farm Show
Raleigh, NC
www.southernshows.com/sfs/

Feb 5-6, 2013

Illinois Pork Expo
Peoria, IL
www.ilpork.com/

Feb 6-7, 2013

Crop Symposium
Winnipeg MB
www.manitobaspecialcrops.ca/

Feb 8-10, 2013

World Ag Expo
Tulare, CA
www.worldagexpo.com

Feb 13-16, 2013

National Farm Machinery Show
Louisville, KY
www.farmmachineryshow.org

Feb 21-23, 2013

New York Farm Show
Syracuse, NY
www.newyorkfarmshow.com

Feb 22-24, 2013

Western Farm Show
Kansas City, MO
www.westernfarmshow.com

Feb 26-28, 2013

Hawkeye Farm Show
Cedar Falls, IA
www.farmshowsusa.com/Mains/HMain.htm

Feb 27-Mar 1, 2013

Ag Expo, Lethbridge AB
www.exhibitionpark.ca/index.php/general-events/2012-events/ag-expo/

Mar 12-14, 2013

Ottawa Valley Farm Show
Ottawa, ON
www.ottawafarmshow.com/

Mar 13-14, 2013

Midwest Poultry Fed, Convention
St. Paul MN
www.midwestpoultry.com

Mar 14-16, 2013

N. American Farm & Power Show
Owatonna, MN
www.tradexpos.com/farmpower

Mar 21-23, 2013

Mid American Trucking Show
Louisville, KY
www.truckingshow.com/

Mar 26-28, 2013

Mid-America Farm Expo, Salina, KS
<http://www.salinakansas.org/External/WCPages/WCEvents/EventDetail.aspx?EventID=5268>

Mar 26-28, 2013

Wisc. Public Service (WPS) Farm Show
Oshkosh, WI
www.wisconsinpublicservice.com/business/show.aspx

Mar 6-7, 2013

Triumph of Ag Expo, Omaha, NE
www.showofficeonline.com/TRIOFAGSTARTPAGE.htm

Mar 6-8, 2013

Western Fair Farm Show
London, ON
www.westernfairdistrict.com/events/attend/2013Farm_Show#.UO5nRqykLT0

Looking Ahead

A New Year brings many of the same challenges

It's the beginning of the New Year and here we are, faced with basically the same challenges we were faced with over the past year. Or, are we? Are we faced with the same challenges, different ones or, in the truest sense of the phrase, more of the same? I'm going to go with the latter for the sake of this column. Our re-elected administration in Washington now has the opportunity to finish what it set out to do in the last term and load us up with more regulations.

MORE REGULATIONS TO COME

Yes, I do believe that we will see more regulations placed on the industry as the administration struggles to finish a number of projects that it started last term. Among these will be the Food Safety Modernization Act. This act will have a tremendous financial impact on the general consumer but, more importantly, on our industry as a whole. There are many regulations that will no doubt cause a lot of grief in how we deal with these changes. Coupled with this will be the effect of the changes coming from the Affordable Care Act and what the administration does in the way of changing renewable fuel regulations or leaving them as they are. These issues are real, and we need to continue to prepare for more of the same.

The comment recently was made to me, "It costs us more today to haul the feed than it does to produce our feed." Now, this isn't a reflection on any one manufacturer of equipment, but a statement as to where we are with respect to feed production as a whole. It's a reflection of what feed manufacturers are faced with in respect to regulations. One of these hidden regulations is emissions. The new diesel engines have, over the past ten years, seen more changes with respect to emissions than what most people are aware of. Along with this, the government is changing the laws with respect to grandfathering older equipment. Its goal: To have

I do believe we will see more regulations placed on the industry as the administration struggles to finish a number of projects it started last term.

zero emissions on diesel engines. If you couple this with the cost to produce these engines and the problems these engines have in maintaining good operating conditions, operators are faced more and more with increased costs. I guess you could say, this is where we as equipment manufacturers need to really step up to the plate.



Photo by Stephen Mcsweeney | Dreamstime.com

REGAINING EFFICIENCY

As I've mentioned in previous issues, it needs to be our focus to look increasingly at where we can help our customers gain back some of these lost efficiencies. We need to stay vigilant in looking for better ways to unload feed, to minimize maintenance, to give better quality feed out the discharge, to provide better monitoring and control functions, and so on. You could say that is our obligation to our customers, to build stronger, lighter, better clean out, tighter tolerances, longer lasting, easier to use, feed transportation equipment. As one of our customers said to me, "We need to continue to build our partnership." Looking forward, and with respect to our business, these are tough times, not bad times. I do believe that as an industry we will come out the other end stronger. ■

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