



News & Views

A Monthly Publication Dedicated to the Feed, Seed, Grain and Farm Supply Industries of Wisconsin

Farmers' Cooperative Insurance■

We've heard from numerous members over the past several years that health insurance costs for their employees have become a major business concern for both management and employees alike. Each conversation ends with a plea to us regarding where they can turn. We've pointed out a program that may provide relief before, but it's worth highlighting again.

Last year, the Wisconsin Federation of Cooperatives (WFC), with which numerous WASA coop members share membership, worked to develop a health insurance program. Many coop and non-coop members have asked us about the program and we're now able to provide some information.

The program is open to both farmers and employees of agribusinesses. Eligible agribusinesses are any business providing direct services to production agriculture in Wisconsin, either a coop or an independent. To that end, the program plans offer:

- coverage for work-related injuries,
- multiple plan, provider and network options and choices,
- predictable, stabilized rates,
- prescription drug coverage, and
- a 24-hour nurse hotline.

We have been told that this is not a least cost program, but rather a program that uses group buying power to leverage access to hopefully less expensive rates. It is also our understanding that no member of the plan will be denied coverage, that doesn't mean it will be cheap, instead coverage is available.

For more information, please contact 800-539-9370 and ask about Farmers' Health Cooperative.

This information is provided for information purposes only and is not an endorsement. Neither WASA nor WFC profit from this program.

Feed Profitability Workshop■

WASA, in conjunction with both Texas A & M and Kansas State Universities, will be presenting the second half of a workshop for feed mill managers and supervisors March 4 in Wisconsin Dells. This workshop has been presented in other areas of the country and has drawn national audiences. WASA members will now have the opportunity to attend this workshop in their own state for the first time. The instructors are two nationally recognized individuals for their knowledge of the feed industry making this a program, as a feed manager, you can't afford to miss.

The first half of the program was presented at the WASA Convention, and you're welcome even if you missed that portion. There will be a one-hour review of Session One prior to the start of the program.

We wish to emphasize this is not a program for bagging or mixing room staff. Instead, this is a program that is designed exclusively for management that has financial responsibilities. The program is taught using computer programs using laptop computer. You need to bring a laptop computer to the workshop. (If you have a laptop running an operating system other than Windows, please contact the WASA office prior to attending.)

We have included a program flyer with this issue, so if you're interested there's more information there. We can also supply some greater detail as to the topics that will be covered during the day. If you would like that information, please contact the WASA office. Space is limited, and pre-registration is required, so be sure and get your registration in.

WASA Board Elections■

The WASA Board of Directors had three seats (two regional representatives and the Grain Industry representative) up for election this year and the votes

have been counted. Thank you to all of you who voted and to all our candidates. The newly elected members of the Board of Directors, along with information about them, are listed below.

Northwest District Representative:

Dennis Schultz, Heartland Cooperative Services, Dorchester (re-elected for second term)

Dennis is the GM/CEO of Heartland Cooperative Services, a farm supply co-op in central Wisconsin with headquarters in Dorchester. Heartland has facilities in nine communities handling grain, feed, fuel, agronomy, propane, along with four c-stores and four NAPA auto parts stores. Dennis began his management career in 1976 after graduating from UW-River Falls and being first employed by Cenex in Montana. Dennis has been manager at this facility since 1987.

Southeast District Representative:

Tim Lange, The DeLong Company, Clinton

Tim has been the merchandiser at The DeLong Co. Inc. for eight years. Tim was raised on a cash grain farm in southeastern Wisconsin and received his Bachelor of Science in Agriculture from UW-Madison in 1989. The DeLong Co. is a full service dealership. The grain division is a leader in non-GMO Identity Preserved Soybeans as well as containerized shipments of grain. Tim also, originates the grain for the company's Channahon, IL, container loading facility.

Grain Industry Representative:

Erik Huschitt, Badger State Ethanol, Monroe

Erik is the Commodity Manager at Badger State Ethanol. Erik is proud to have been with Badger State Ethanol since it started in 2002. Prior to joining Badger State Ethanol, Erik managed the Southwest Texas feed grains positions for The Scoular Company. He also spent eight years with Continental Grain where he traded rail positions to the West Coast and New Mexico; managed their Southwest Kansas facilities; served as West Texas feed grains trader; and served as Trade Area Manager for part of Continental Grain's Kansas and Oklahoma Region. Erik is a graduate of University

of Wisconsin - Madison with a degree in Agriculture Business Management.

In addition, the new board met and voted new officers for the coming year. They are President Tom Lefeber of St. Nazianz Milling Inc., Vice President John Van De Wiel of Cuba City Feed Mill, Inc., and Secretary/Treasurer Kim Lamp of Olsen's Mill, Inc.

We would also like to recognize both Tom Stehr of Vita Plus and Pat Duffy of Duffy Grain for their service on the board and to the members of the Association. Both were assets to the association and continue to be for the community and our industry.

Feed Safety■

by John Lader, Lader's Tiffany Feed and Supply, Inc., Tiffany, WI

We live in a changing world. Expectations of food quality and food standards continue to be raised in response to growing market demands, consumer preferences and expectations and the demands of multiple retailers and distributors.

In the past few years, we have seen the public's rightful concerns about bovine spongiform encephalopathy (BSE) and melamine-tainted pet food regarding our industry. We are no longer simply feed manufacturers or feed mills. We are now an important link in the chain of food safety that stretches from farm to fork. Feed safety underpins consumer confidence in food production making it vital to ensuring the continuing growth and development of our feed industry. Importantly, the means exist to minimize the contamination of the manufactured feeds through appropriate technology, that is, through current good manufacturing practices (CGMP), and careful handling of the feed ingredients.

Assuring feed quality begins with the concept of what the feed product is to be, in terms of the species being fed and the results being sought. Be it the large-scale full-line feed mill producing finished feeds for sale, or a small on-farm feed mixer, the quality of ingredients is of importance to the health of the animal consuming the feed and to the human

consumer who uses the animal products. The buyer of these raw materials should know that the feedstuffs being bought have come from sources where the feedstuff is handled in such manner as to minimize exposure to moisture, pests, toxic chemicals, microbial or other contamination which could cause health problems in food animals and subsequently in human consumers.

Training of workers at all levels of the handling and processing by which feedstuffs become animal feed is important to the maintenance of a healthy feed supply. The vehicles, storage facilities, conveying equipment and environment should all be maintained at the highest standard of cleanliness. This includes being free of excess moisture so that spoilage is controlled and the conditions under which contaminants such as mycotoxins flourish are effectively eliminated. Record keeping should be an integral part of the receiving and processing functions. Manufacturers of medicated feeds must ensure that all products are adequately labeled. Labeling must prominently indicate whether the feed is medicated, what medications are present and at what levels, and the directions for safe and effective use of the medications. All drugs used in feed must be properly received, inventoried and stored to protect their integrity.

Feed establishments that do not comply with these principles and the requirements of Wisconsin's feed laws can face significant penalties. Criminal fines are the only court action available to regulators to address improper actions by a feed manufacturer. The only other remedy is action to revoke, suspend or restrict a business' feed license. Following the law in Wisconsin is not just a good idea, it is absolutely essential to the well-being of our state's most important industry, agriculture.

The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) will be conducting six Feed Safety Workshops in March. The dates and locations of the programs are listed in this newsletter under the "Looking Down the Road" calendar.

Workshop attendees will have an opportunity to talk with DATCP feed inspection and enforcement staff. Take home materials will include examples of feed labeling and compliance tools. If you have specific questions regarding these workshops, please contact DATCP's feed specialist, Eric Nelson at 608-224-4539.

Looking Down the Road ■

**Mch. 4 Feed Profitability Workshop, Part 2 (see more information in the newsletter)
Kalahari Resort, Wisconsin Dells**

• **DATCP Feed Safety Workshops (Program is free to attend, however pre-registration is required. Program is 9AM – 1 PM at each location. Register online at <http://www.datcp.state.wi.us/registration/feedreg.jsp>.)**

Mch. 4 Appleton, Fox Valley Technical College

Mch. 5 Green Bay, State Office Building

Mch. 6 Peshtigo, Wisconsin DNR Office

Mch. 11 Eau Claire, Chippewa Valley Technical College

Mch. 12 Spooner, Spooner Agricultural Research Station

Mch. 13 Richland Center, DATCP Office

WASA Directory Update ■

The following updates should be made to your WASA Directory.

New:

**Trouw Nutrition USA
PO Box 295
New Glarus, WI 53574
Phone: (608) 234-1823**

As additions or changes are made throughout the year, we will notify you here in WASA N & V.



Action Ads

Dedicated to the Feed, Seed, Grain and Farm Supply Industries of Wisconsin

BUSINESS OPPORTUNITY

An excellent opportunity to acquire this well established feed mill and grain storage facility with an outstanding reputation in the immediate and extended community. It is poised for growth with an experienced work force and significant room for expansion. Gross sales: \$3,393,745; cash flow: \$323,008; over 1-M in real estate included.

Call Steve T. May at Sunbelt Business Brokers at 262-901-0086, for additional information regarding this highly desirable business opportunity.

A highly successful feed business is being offered as a turnkey business with well over a million dollars worth of sales in a strong dairy and agricultural region. There is a railroad siding for easy access. Seller will consider a contract to a qualified buyer. Contact WASA for more information at (608) 223-1111

A successful operating feed mill is offered including all vehicles and equipment. Includes multiple grain bins and storage buildings. Complete inventory of assets available upon request.

Contact WASA for more information at (608) 223-1111

EMPLOYMENT

Rich Connell AGRI-SEARCH, Inc. is a job placement firm for the agricultural industry specializing in Grain, Agronomy, Equipment, Seed, Precision Agriculture, Farm Operations, Accounting/Finance & Livestock/Feed. We recruit, screen, interview, background check, and recommend qualified candidates for positions within agribusiness. Positions range from executive management to entry level. You can learn more about Rich Connell AGRI-SEARCH at www.agri-search.com, or by calling (217) 543-2505.

Rates for Action Ads per multiple of six lines of ad text are as follows:

<u>Rates (per Month)</u>	<u>1-2</u>	<u>3-5</u>	<u>6+</u>	Months
Member	\$30.00	\$25.00	\$20.00	
Non-Member	\$65.00	\$55.00	\$42.50	