

July 2008

Vermont Feed Dealers Golf & Annual Fall Conference



See page 2 for details

Inside:

Large Animal Veterinarian Shortages Plague the Country 2

Poulin Grain Leaps to a New Generation 3

Board Member Profile: Rob Sheffer 3

Golf For Good Works a Great Success! 4

NY Corn Growers Association announces Summer Crop Tour 4

Codex Discussions Important for Feed Industry; AFIA Engaged

AFIA President and CEO Joel Newman represented the U.S. feed industry at Codex Alimentarius Commission meetings in Geneva, Switzerland, in early July. Newman was the only representative of the U.S. feed industry there specifically to observe Codex meetings regarding a proposed reinstatement of the task force on animal feeding, an effort strongly supported by the European Union (EU).

Codex Alimentarius was founded in 1962 by the UN to establish international free trade foods. It is jointly administered by the World Health Organization (WHO) and the Food and Agriculture Organization (FAO) through annual and regional meetings. The main purposes are protecting consumer health, ensuring fair food trade practices, and promoting coordination of all food standards work undertaken by international governmental and non-governmental organizations. The Commission maintains standards for a wide variety of food production and processing practices and currently oversees approximately 300 standards and recommended international codes. These standards include pesticide residues, heavy metals, mycotoxins, pathogenic microorganisms and other problems related to feed ingredients and the use of veterinary drugs in feed.

The Codex Alimentarius Commission has dealt with different aspects of food production and processing relevant to animal feed and feeding practices since 1999. Beginning in 2000 the Codex Alimentarius Commission has focused specifically on animal feeding standards, including farm level production practices.

This increased scrutiny was brought about eight years ago due to a combined concern over dioxin in feeds, use of antibiotic growth promoters, use of GMOs in animal feed, and feeding of mammalian protein sources to ruminants.

Newman made the trip to Geneva to personally emphasize AFIA's concern that the proposed reinstatement of the feed task force is not supported by a specific mandate and well-defined terms of reference. Lacking this definition, a new task force could lead to unrealistic and unnecessary restrictions on the U.S. industry in the future, and it could negatively affect international trade opportunities for U.S. companies. These sentiments were shared by the Food Industry Codex Coalition and the overall U.S. delegation.

Newman met with Alex Doring, executive director of the Brussels-based EU Feed Industry Association, Bernadette Dunham, director of FDA's Center for Veterinary Medicine and other EU representatives. Newman advocated for (1) taking no action on the feed task force until a commission meeting in June 2009, and (2) establishing an electronic working group to define a specific mandate and terms of reference for developing principles and guidelines for assessing the food-related feed risks for the industry. Following negotiations led by the US delegation, the recommendation was approved as presented and will be further discussed at the next meeting in Denmark.

(Compiled from AFIA and the Codex Alimentarius Commission web site)



Large Animal Veterinarian Shortages Plague the Country

During a recent meeting with Alliance Government Relations Director, Louise Calderwood and Alliance Past President, Randy Schwalke, NH Commissioner of Agriculture Lorraine Stuart Merrill voiced a concern about the shortage of large animal veterinarians in her state. The recent announcement of retirement from dairy practice by Dr. Steve Sanford, DVM of Derby Pond Veterinary Clinic in Derby, VT has left northern VT dairies scrambling to find veterinary support for their farms.

"Since 1990, the number of veterinarians focusing on large animals has dropped to fewer than 4,500 from nearly 6,000, according to the [American Veterinary Medical Association](#), which said those doctors now made up less than 10 percent of private-practice veterinarians," Pam Belluck of The New York Times [writes](#). "A recent study predicted that by 2016, 4 out of every 100 food-animal veterinary jobs would go unfilled."

The number of graduates entering the large animal and general practice veterinarian fields in Wisconsin has also declined, said Dr. Nigel Cook, head of the Food Animal Production Medicine group at the University of Wisconsin's School of Veterinary Medicine. Some parts of the state have shortages of animal doctors, Cook said. One reason could be that people are drawn to work with small animals, but there are other reasons, Cook said. The large animal medical industry is changing, he said, and the number of large animal veterinarians needed, and their skill sets, could change with it.

The number of students taking elective food animal programs at the school of veterinary medicine in the early 1990s was 25 to 30, Cook said. In 2000, that number slipped to half that, he said. Typically, about half those students go on to dairy practices, and others go into a mixed practice.

"We look at it as a crisis," said Dr. Roger Mahr, President of the American Veterinary Medical Association. He "cited serious consequences not only for the well-being of farmers and animals, but also potentially for food safety and the impact of non-native diseases like bird flu. "Of all the emerging diseases in people in the last 25 years, 75 percent of those were transmitted from animals," Mahr said. "Veterinarians are the ones to identify those diseases in animals first."

Across the country veterinarians, who care for the animals that provide the United States with food, are in increasingly short supply. Maine, for example, has only 30 large-animal veterinarians. There is generally more money to be made caring for cats and dogs and fewer vet students from farm backgrounds are gravitating to rural jobs, especially if a spouse needs work. Large-animal care can be tough, even dangerous and more veterinarians are women, generally less inclined toward large animals."



A 2004 federal law that "offered to repay" student loans to veterinarians who work in underserved areas, has received little financing. Loan repayment or grant programs are under way or have been proposed in Kansas, Maine, Missouri, North Dakota, Texas, and elsewhere.

The Council of State Governments will address the issue at their annual meeting, August 10 - 13 in Atlantic City, NJ.

(Compiled from the New York Times and the Janesville Gazette)

Vermont Feed Dealers Golf Tournament and Annual Fall Conference

Keep your eyes open for registration material for The Vermont Feed Dealers Golf Tournament and Annual Fall Conference, Wednesday, September 24 and Thursday, September 25 at the Double Tree Hotel in Burlington, VT. The Vermont Dairy Industry Association will be joining the Feed Dealer's Wednesday night for the annual reception and recognition of VT's Dairy Farm of the Year. Speakers for Thursday's conference include Rick Hermonot from First Pioneer Farm Credit, Ev Thomas from the Minor Institute, and Bill Mahanna of Pioneer Hybrids International.



INDUSTRY NEWS

Poulin Grain Leaps to a New Generation

On July 1st 2008 Jeffrey Poulin, President of Poulin Grain, formally passed leadership of the company to his children Josh and Jenna Poulin. They are the fourth generation of Poulins to manage the company. Jeff has grown the family feed business from a small rural feed mill to a full service regional feed company with 80+ employees. Josh Poulin has stepped in as CEO-President for Poulin Grain, Josh has been with Poulin Grain since 1999. He has worked extensively with Customer Account Management and Procurement Risk Management as well as providing leadership for operations.

Jenna Poulin will serve as Corporate Secretary and Human Resource Manager. Jenna also started with the company in 1999 and has worked in Customer Service Management as well as maintaining HR for the company's employees. Mike Tetreault will continue to serve as Executive Vice President. Mike has served Poulin Grain since 1987 and is responsible for Marketing & Training, Sales, Technical Services and Management Information Systems.

Poulin Grain has been in business in Newport, VT since 1932 and was founded and managed by A.J Poulin until 1961 when his son Gaston took

ownership, followed by Jeffrey in 1986. Poulin Grain currently operates three facilities located in Newport and Swanton VT, and Canton NY.



Josh & Jenna Poulin – fourth generation of Poulins to manage the company.

Board Member Profile: Rob Sheffer, Second Vice President



Rob Sheffer, Regional General Manager for the Northeast for Cargill Inc in their Animal Nutrition Division, serves as the Second-Vice President of the Northeast Ag and Feed Alliance.

Rob has worked for Cargill for the past 18 years, always in the Northeast region. Prior to his current position in Albany, NY, Rob worked in Syracuse, NY as a dairy sales manager and in Franklin, CT, where he was the start up person for Cargill with the K&L Feeds purchase. Prior to Franklin he was located in Swanton, VT and in Martinsburg, PA. Rob started his career as a dairy sales nutritionist in Cayuga and Tompkins county of NY under the Young's brand for Cargill.

In addition to serving on the Alliance board for more than six years, Rob also serves on the boards for LEAD-NY and the National Dairy Challenge program.

Rob's interest includes basketball, fishing and enjoying friends and family. He resides in Albany, NY with his wife Darlene and two boys, Justin 13 years old and Ryan 11 years old.



Northeast Ag & Feed Alliance

27 Elk Street
Albany, NY 12207

PHONE:
(888) 445-4595

FAX:
(518) 434-9093

We're on the Web!
See us at:

www.northeastalliance.com

Prize Donations:

Alltech
Cargill, Inc.
CIT Rail
Gannon Associates
Kemin
Lutz Feed Co., Inc.
Pestell Mineral &
Ingredients, Inc.
Whitman's Feed Store, Inc.



Individual Hole Sponsors:

Alltech
Browns Feed, Inc.
CHR Hansen
Church & Dwight
Cargill, Inc.
Cornerstone Nutrition, Inc.
Elanco
EMM Sales & Service, Inc./Walinga, Inc.
Feed Ingredient Trading Corp.
Gannon Associates

Gramco, Inc.
Harbor Point Minerals
Intervet, Inc.
Land O'Lakes Purina Feed
Mercer Milling Co.
Poulin Grain, Inc.
Prince Agri Products
Shur-Gain
Venture Milling

NORTHEAST AG & FEED NEWS

Page 4 of 4

Golf for Good Works a Great Success!

The Northeast Ag and Feed Alliance filled the links at Turning Stone Resort on June 19 for friendly competition and fundraising. Over 140 people participated-some for bragging rights, others just to support good causes bolstered by the Alliance, including the collegiate National Dairy Challenge program.

Congratulations to our winners and thank you again to the many sponsors of this great event.

1st place Foursome: Browns Feed: Matt Koechan, Dan Monroe, Bob VanDuesen, Ray Villeneuve. Score: 13 under par

2nd place Foursome: Old Mill Troy: Tom Buck, Ron Limoges, Dan Shearer, Dave Shearer. Score 8 under par

3rd place Foursome: CHR Hansen: Les Berghorn, Jim Holiday, Brian Perkins, Todd Ward. Score: 8 under par (tied with 2nd place but scored in 3rd due to the relative difficulty of the holes.)

Closest to the Pin, Hole 6: B J Nienhouse: 7 ft 1 inch

Longest Drive, Hole 10: Steve Finkle

Putting contest winner: Peter Delgobbo: hole in one.



Reception & Hole In One Sponsor:

Interstate Commodities, Inc.

Reception Sponsor:

Blue Seal Richer Dairy Nutrition

Birdie Sponsor:

Diamond V

NY Corn Growers Association Announces Summer Crop Tour

New York Corn Growers will be hosting their second annual "Summer Crop Tour" on Thursday August 14, 2008 at the Bruce Howlett Farm, Avon NY. This event will feature the Hefty Brothers of RFD-TV, Jim Bower of Bower Trading and White Commercial Co., agricultural risk management experts.

"The day will be full of demos, displays and great food," said Steve VanVoorhis, NYCG President. Registration details can be found on the web at www.nycorn.org.

