FVG Select 2017 is not just a new event, not just a new concept, it is an amazing opportunity to bring together the suppliers to the feed, grain and biomass industry sectors with the senior executives within these industries.

This new two day event, 13th and 14th June 2017, will be held in Cologne, Germany and will comprise six technical conferences, a small select expo, hospitality suites and most importantly an international matchmaking program.

The series of FVG conferences will be held within Koelnmesse East and will comprise of the following:

**Tuesday 13 June**

1. **PETFOOD FORUM EUROPE**
   Production technology and specialist ingredients for dry petfood.
   **Organiser:** WATT Global Media
   **Delegate profile:** CEOs, directors, mill and plant managers, head and senior nutritionists, formulators from dry petfood production plants.

2. **VICTAM FEED PROCESSING CONFERENCE**
   Production technology and equipment used within the animal feed production processes.
   **Organisers:** Wageningen University and IFF (Internationale Forschungsgemeinschaft Futtermitteltechnik)

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FAMSUN
Integrated Solution Provider

- Knowledge and expertise sharing
- Feed equipment and processing line
- Turnkey project
- Customer training and service

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muyang.com
Exhibition brand names, like other brand names, have a finite shelf life. We all celebrated in Cologne last year the 50th Anniversary of the Victam Exhibition. But industries change, methods of marketing change, show profiles change, etc. This has happened with Victam exhibitions and their conferences.

Over the last decade we have seen the Victam events change enormously. Other than moving from Utrecht to Cologne, new specialist events have been introduced – FIAAP for feed ingredients and GRAPAS for grain processing. VICTAM itself has broadened its industry profile as it now includes biomass pelleting. Many of these changes do not really reflect what many call it in their industry – VICTAM as the show has moved on. With FVG Select 2017 the organisers, Victam International, have introduced a new specialist event which you can read about within the pages of Showtime. But they intend to introduce many of the new elements of FVG Select within FVG Asia 2018 and FVG International 2019 as the main events will adopt the new branding as well. These two shows will not change from their initial concept, the large exhibition areas will remain. So we who live within the continent of Europe will not experience a worrying VEXIT, but a new and exciting brand that will reinforce their pre-eminent position in the industries they serve.

Delegate profile: CEOs, directors, mill and plant managers, head and senior nutritionists, feed formulators from commercial feed production plants, integrators, etc.

3. THE GLOBAL MILLING CONFERENCE WITH GRAPAS
Processing technology and additives used within flour milling and grain processing.
Organiser: Perendale Publishing
Delegate profile: CEOs, directors, mill and plant managers, nutritionists from flour mill, rice mills and grain processing plants.

Wednesday 14 June
1. FIAAP ANIMAL NUTRITION
The use of specialist additives and ingredients within the production of animal feeds.
Organiser: WATT Global Media
Delegate profile: Head and senior nutritionists, feed formulators, CEOs, directors, mill and plant managers from commercial feed production plants, integrators, specialist feed producers, etc.

2. AQUAFEED HORIZONS
Production technology and specialist ingredients for aquaculture feeds.
Organiser: Aquafeed.com
Delegate profile: CEOs, directors, mill and plant managers, head and senior nutritionists, feed formulators, integrators, specialist aquaculture feed producers, etc.

FVG Matchmaking
Meeting the right companies and people during an event is your number one priority. FVG Select will cater for this through organising a matchmaking program comprising of an online tool to facilitate business meetings to be arranged between exhibitors, visitors and delegates prior to the event. These pre-arranged meetings will take place during FVG Select in an exhibitor's booth or in one of the dedicated matchmaking meeting rooms. On-site there will also be a matchmaking team to help you find your way during FVG Select. Exhibitors will profit from the assistance of this team prior to the event, where a matchmaking consultant will reach out to them to make sure the exhibitor takes full advantage of the matchmaking program.

The FVG Expo
The Industry Network Expo will take place in the adjoining hall to the conference rooms. This select Expo will consist of a limited number of 9m² and 18m² stands that will be constructed from a superior shell scheme system and will come supplied with a furniture package. Exibitors will also be able to increase their presence at the event by reserving an additional adjoining hospitality suite during the two day event.

Coffee and tea will only be available for conference delegates, speakers and visitors within the Expo hall. A buffet lunch will also be served both days within the exhibition area. The timetable of refreshments and lunches will be staggered so as to allow a regular flow of delegates and visitors within the hall.

A network reception will also be organised on the evening of Tuesday, 13 June for the conference delegates, conference speakers and the exhibitors. The objective of the event is to bring together senior industry executives in a modern, compact, secure, yet relaxed venue where they can network with their colleagues, acknowledged industry experts and select industry suppliers.

For further information or to reserve your booth contact the Show Manager – Patricia Heimgartner on +31 33 246 4404 or email expo@victam.com
Petfood Forum Europe 2017
keys on region’s leadership in global pet food

Conference organizers seek experts to submit abstracts on the latest pet food research and information.

Home to about 180 million cats and dogs, and generating about 30% of all pet food and pet care sales worldwide, Europe remains a global pet powerhouse. Petfood Forum Europe 2017, scheduled for 13 June in Cologne, Germany, as part of FVG Select 2017, will highlight the region’s strength and bright future as a pet food leader.

Sales of all pet care products in Europe reached US$32.5 billion in 2015, according to Euromonitor International, representing 31% of the global total. The bulk of those sales were in Western Europe (US$27.9 billion), reflecting 2.5% year over year growth. Western Europe is home to four of the 10 largest pet care markets globally, including the UK, France, Germany and Italy. While Eastern Europe accounted for only US$4.6 billion in pet care sales, that region is growing at a healthy 10% a year.

Specific to pet food, total sales in Europe overall hit about US$20 billion in 2015, said, GfK, or about 29% of the US$70 billion total worldwide. Data from the European Pet Food Industry Federation (FEDIAF) show that 650 pet food plants produced 9 million tons of pet food products in 2014 and employed 80,000 people directly (with another 700,000 in indirect employment).

Seeking expert pet food speakers

In its third edition in partnership with Victam International, Petfood Forum Europe 2017 will feature industry experts presenting the most up-to-date research and information on companion animal nutrition, the pet food market and pet food processing, safety, marketing and new product development. The one-day conference will also include many opportunities to network with other pet food professionals from throughout Europe, as well as leading industry suppliers.

The organizers of Petfood Forum Europe 2017 are announcing a call for papers for non-commercial abstracts from industry experts. Potential speakers are invited to submit abstracts on innovation in pet food, including new ingredients or new applications for ingredients, new research on pet nutrition, new product development, new safety or regulatory information specific to Europe or export markets, and data and opportunities for innovation in the European and global pet food markets.

The deadline to submit an abstract for Petfood Forum Europe 2017 is November 15, 2016.

For more information, bookmark www.petfoodforumevents.com/europe for updates and a link to submit your abstract.

For videos of speakers from Petfood Forum Europe 2015, visit: http://goo.gl/BIrilBB
Pet food trends from Interzoo 2016: see http://goo.gl/nmbeLi

Above: Petfood Forum Europe provides several opportunities to network with other pet food professionals from throughout Europe, along with leading industry suppliers.

Left: At Petfood Forum Europe, industry experts present the most up-to-date research and information on innovation in pet food.
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The European Biomass Association (AEBIOM) and its sectorial network the European Pellet Council (EPC) will host an International Pellet Conference on the 14th of June, 2017 in Cologne, Germany. “European Pellet Future” will cover technical and financial topics, including but not limited to pellet quality and safety, cost and energy optimisation and risk management. AEBIOM conferences traditionally provide participants with a comprehensive overview of ongoing EU legislative processes as well as statistical information on bioenergy markets.

Event organised in collaboration with

AEBIOM
EUROPEAN BIOMASS ASSOCIATION

EUROPEAN PELLET COUNCIL
AN AEBIOM NETWORK
INTERVIEW ONE
Rolf-Michael Blume, General Manager, IFF, Germany

Showtime question 1: Rolf-Michael, I understand that IFF and Wageningen University (WUR) of the Netherlands are jointly involved with the Victam Feed Processing Conference that is taking place at the FVG Select 2017 event in Cologne in June 2017. This will be of great interest to our readers throughout the animal feed industry, however, it would be helpful if you could give our readers a brief description about IFF and its activities.

"Feed" is a broad term that refers to all forms of animal feed. What at first sounds to simple is in fact an exceedingly complex concept. Providing livestock with optimal nutrition requires a specific feed composition, which is tailored exactly to the specific species and purposes. At the same time, numerous German and international regulations must be complied with. Finally, feed producers must align quality with profitability in the production activities. This is where we, the International Research Association of Feed Technology (Internationale Forschungsgemeinschaft Futtermitteltechnik e. V., IFF), comes in.

IFF was founded in 1961 on the initiative of the German Association of the Feed Industry in order to create a centre for handling the concerns of small and medium-sized feed producers relating to process engineering as well as plant and mechanical engineering. The resulting institution has a form, which is likely unparalleled in the world. As a recognised non-profit association, IFF pursues only scientific goals, which are financed by membership fees, proceeds from partnership with industry, and public funding.

Our research institute serves the entire industry providing manufacturers with basic research, convenient technological support, and a variety of other services. Our members include nearly 90 companies from Europe as well as various associations and organisations. We act as their platform and networking hub for the exchange of opinions and experience. A large number of providers from related fields are also among our funders, we have also been a member of the German Federation of Industrial Research Associations (Arbeitsgemeinschaft industrieller Forschungsvereinigungen e. V., AiF) since 1964. These structures allow us to develop practice-based solutions for optimal feed production in the delicate balance between traditional agriculture and modern technology.

The next major area of activity of IFF is its service sector. Here, we offer a broad range of consultations for members, among others, courses covering the production of compound feed, investigations and analyses. They are:
- performance of special courses (also in-house seminars)
- investigations of additives and feed mixtures based on process engineering
- lab tests on individual compound feeds (physical analyses)
- chemical analyses
- operational accuracy testing on plants and equipment for the production of compound feed and premixes
- determination of mixing quality of mixers
- consulting on the introduction/use of HACCP in existing quality management systems in the feed industry
- safety assessments
- preparation of explosion protection documents

Showtime question 2: Thank you. That has been most helpful. As you know FVG Select is a new event and very different from the large international showpiece shows we have been used to. What was it that impressed you about FVG Select in order for IFF to support the event and commission a number of technical papers for the Feed Processing Conference?

We think FVG Select is a good platform for conferences as the visitors and exhibitors at fairs often have not the time to go to conferences during fairs. At FVG Select the delegates will have enough time for concentrating on the papers. FVG Select will also be more attractive for speakers as they will reach a more specific auditorium.

Showtime question 3: It is good to hear your enthusiastic response. For the very first time the IFF will be working closely with WUR in the preparation, selection and delivery of the papers at the conference. How do you see this working, especially with WUR in the preparation, selection and delivery of the papers at the conference.

IFF is not part of the German Feed Association, but rather research partner of the feed industry. IFF is the competence centre of the compound-feed industry. Main topic of IFF is research in processing technology of compound-feed production and related fields. For many years, IFF is working closely together with a number of institutions of animal feeding like FLI (Friedrich-Loeffler-Institute, Braunschweig,
**INTERVIEW TWO**

**Thomas vander Poel, Wageningen University, The Netherlands**

**Showtime question 1:** Thomas, I understand that IFF and Wageningen University (WU) of The Netherlands are jointly involved with the Victam Feed Processing Conference that is taking place at the FVG Select 2017 event in Cologne in June 2017. This will be of great interest to our readers throughout the animal feed industry, however, it would be helpful if you could give our readers a brief description about Wageningen University and its activities.

It is unique and very nice to cooperate with the IFF from Germany. This co-operation will certainly be fruitful since we have normally in our work a different background and a different audience; that’s why the WU is more scientifically interested. Personally I like the co-operation since the IFF was one of the first that published research work on technological issues in the time I myself was a student. It was in that time very nice to read all these articles from e.g. Prof. Friedrich and co-workers.

**Showtime question 2:** Thank you. That has been most helpful. As you know FVG Select is a new event and very different from the large international showpiece shows we have been used to. What was it that impressed you about FVG Select in order for WU to support the event and commission a number of technical papers for the Feed Processing Conference?

In principle, study events with subject related to feed technology are scarce, especially the more independent ones. Therefore it is a very good initiative from VICTAM to have this event organised.

**Showtime question 3:** It is great to hear your enthusiastic response. For the very first time the IFF will be working closely with WU in the preparation, selection and delivery of the papers at the conference. How do you see this working with a research institute? How do you see the mix of papers?

That is no trouble at all, I would say. We have had a good meeting in Cologne already to discuss the topics that should be addressed to the audience. Topics that we think are important and promising in the development of our feed manufacturing. We are thinking now about possible speakers and it will be certainly a mix between more scientific as well as more practical lectures. That will be a nice mix. I am sure that the IFF will check upon the messages of the scientific papers and we do the same with the practical papers.

So, the quality of the event is then guaranteed.

**Showtime question 4:** Very interesting, thank you. Obviously for a conference to be successful you need to have delegates sitting listening to the speakers and they will have to come away from the day feeling that they have learnt something new or something that will aid them within their profession. Are there specific subjects that are particularly relevant to our feed industry that you feel the speakers should address? When asking your speakers to prepare their papers are you requesting them to have a certain level of management in mind and why? For instance – middle management, senior management, directors and owners, etc?

We expect delegates like qualified employees and managers of the feed industry from major companies as well as directors and owners from smaller companies.

**Showtime:** Rolf-Michael, thank you for your time and an insight into how you see this exciting new event proceeding. Showtime wishes you well and much success.
World Grain gathers information from around the global grain, flour and feed industries and provides its readers with the information they need to stay informed and do their jobs.

Visit www.world-grain.com to sign up for our digital edition and daily e-newsletter.
Since 1965 Victam International BV has organized exhibitions and conferences for the animal feed, dry pet food, biomass pellets and grain processing industries. Under the name of FIAAP / VICTAM / GRAPAS these exhibitions and conferences are held in Cologne, Germany and Bangkok, Thailand.

Due to the retirement of the current consultants Victam International BV is looking to hire the following:

**Consultant Germany**

**Job description:**
- Selling square meters and related products (advertising, sponsorship) for our exhibitions to (potential) exhibitors within Germany
- Customer relations management within Germany
- Representation of VICTAM during related events within Germany
- Support in visitor promotion
- Establish and maintain relationships with associations, media, etc.
- Monitoring and reporting on relevant market developments and trends in the feed, grain and / or biomass industries in Germany

**Profile:**
- Relevant sales experience relating to trade shows, conferences and events
- Customer focused
- German speaker and a good command of the English language
- Affinity with exhibitions
- Willingness to travel
- Affinity with the feed, grain and / or biomass industries

**Character traits:**
- Entrepreneurial, commercially and socially skilled, creative and inquisitive, representative, stress resistant and stable
- An agreement will be made with the suitable candidate on basis of commission over sold products. If applicable, travel expenses will be reimbursed.

**Consultant Spain**

**Job description:**
- Selling square meters and related products (advertising, sponsorship) for our exhibitions to (potential) exhibitors within Spain
- Customer relations management within Spain
- Representation of VICTAM during related events within Spain
- Support in visitor promotion
- Establish and maintain relationships with associations, media, etc.
- Monitoring and reporting on relevant market developments and trends in the feed, grain and / or biomass industries in Spain

**Profile:**
- Relevant sales experience relating to trade shows, conferences and events
- Customer focused
- Spanish speaker and a good command of the English language
- Affinity with exhibitions
- Willingness to travel
- Affinity with the feed, grain and / or biomass industries

**Character traits:**
- Entrepreneurial, commercially and socially skilled, creative and inquisitive, representative, stress resistant and stable
- An agreement will be made with the suitable candidate on basis of commission over sold products. If applicable, travel expenses will be reimbursed.

Interested parties for either position can contact Mr. Erik Heemskerk, Victam International BV, before December 16, 2016.
Tel: +31 33 246 44 04 or Email: erikheemskerk@victam.com

Victam International BV, Postbus 197, 3860 AD Nijkerk, The Netherlands
Global Milling Conference with GRAPAS

Milling and Grain magazine is serving all millers – those producing feed, flour, rice and oilseeds in addition to many other associated grains and raw materials.

In fact, when it comes to milling technology for flour and rice millers globally, the Milling and Grain magazine is second to none. And that is why we have joined with five other publications and conference organisers to offer millers an action-packed one-day conference on all things food-related at the new FVG Select 2017, to be held in Cologne, Germany from June 13-14, 2017.

This six-way conference event is being organised to provide a bi-annual meeting point for industry in Europe alternating between the FIAAP-VICTAM-GRAPAS Exhibition and the FVG Select conferences. We have already chosen a format for the GRAPAS one-day event – which is being held on June 13, 2017 – that will include three sessions that have significant bearing on successful flour and rice milling in the 21st Century, for European millers in particular. The three sessions include:

- **Raw materials, additives and product development**
- **Technological developments in the milling industry**
- **Challenges facing the food industry**

**Session 1: Raw materials**
Ensuring the raw materials coming into the mill are of the correct quality and ‘specification’ is an important step in ensuring the final product meets the highest quality standards demanded by bakeries and by consumers.

Did you know for example that every grain of rice consumed in Japan has passed across a colour sorter? Why is it important to go to this degree of examination and what is the likely future for European millers in this regard?

Those are just one or two of the questions we will ask our speakers to address. And checking incoming raw materials does not start and end with one process alone. Proper storage and handling is paramount and speakers will be addressing the latest advances and options for miller in this important area of operation.

**Session 2: Technology**
Likewise with technological developments, this session will look at the most advanced equipment coming onto the market and explain the concepts behind them.

Energy is a major input and cost in the milling process and being able to reduce and control energy inputs will make a significant difference to a mill's ability to survive in an increasingly competitive world.

Avoiding waste, improving quality and ensuring products are safe to consume are all aspects that will be addressed in this session, besides looking a niche markets and how to satisfy them.

However, just considering these three aspects is not enough to determine the direction for our industry alone and we must take into account customs and culture of our consumer base to ensure we provide products that consumers value and want to eat at a price they can afford.

**Session 3: Challenges**
It is clear that as we go forward towards 2050, when our industry will be expected to provide for the food needs of 9.5 billion people that we have to be aware of what will be required of us in terms of product, quality/safety and price in the longer term.

I attended the recent ‘Networking Days 2016’ at Buhler’s Uzwil headquarters in Switzerland where, in the conference room of some 750 millers it was observed that between them they provided food to four billion people globally on a daily basis.

That just indicates to me how important each and every miller is in providing nutritious food for a growing world population – and the impact we can have.

This session will pose some critical questions that millers will have to answer over the next 20 years or so and what that might mean to millers in Europe as well as outside Europe.

**Call for papers**
As we start to piece together our program, I would like to take this opportunity to call for papers. Our program committee has its ideas, but we want to open the way for outside proposals that will address some of the above issues in the round – and not simply as product or company promotions.

If you feel you have a topic that addresses an issue within any of these three sessions, in a generic manner, then please do send me a brief outline of how you would present it. If you feel you have a topic that addresses an issue within any of these three sessions, in a generic manner, then please do send me a brief outline of how you would present it.

There are limited speaking positions so the greater the clarity of your submission the more likely it is to find its way through the selection process. Please address your requests in the first instance to myself (at rogerg@perendale.co.uk).
The growing sophistication of aquafeeds

By Suzi Dominy, Executive editor/Publisher, Aquafeed.com

As the most dynamic and fastest growing segment of the feed industry, aquaculture feed is drawing the attention of feed manufacturers, ingredient suppliers and technology companies alike. Once considered a specialty feed, along with feed for bees and frogs, aquafeed is now an important industry, predicted to be worth US$122.6 billion within the next three years.

The huge research effort into the nutrient and health requirements of different species and growing understanding of the overall needs of an increasing number of species is paying off, with the development of diets specifically designed for different species of fish, shrimp and shellfish in different rearing conditions and throughout the different life stages.

**Hatchery feed development**

For early life stages, the development of manufactured hatchery feeds is growing apace, and becoming increasingly sophisticated. Recently we have seen a number of new products designed for specific purposes coming to market. We featured some of these in our recently published Hatcheryfeed Magazine (which you can download from the Resources section of Hatcheryfeed.com).

One of these is a targeted feed to meet the needs of the growing number of salmon recirculating aquaculture systems (RAS) in Canada, Chile, Norway and Scotland. This new concept feed by Cargill Aquaculture Nutrition (CQN) EWOS, uses a holistic approach to feed design for RAS salmon husbandry in freshwater, based on nutrient mass balance, bioenergetics budget and RAS engineering principle, taking into account the many factors that impact the optimum running of these systems, and the varying parameters that need to be met by different RAS designs.

Sea lice are a major problem for salmon farmers, for which cleaner fish are proving a highly successful and effective biological solution. In 2016 it is estimated that Norway alone will need some 50,000,000 cleaner fish. Ballan Wrasse (Labrus bergylta) were initially used but are now starting to give way to lumpfish (or lumpsuckers) (Cyclopterus lumpus L.). The lumpfish is easier to raise than the wrasse, because it grows quickly and is less fussy about what it eats. It continues to eat even when it is cold, which means it can be used as a cleaner-fish all year around. But lumpfish are not without health issues, which have necessitated the quite recent development of vaccines. Lumpfish are vaccinated at about 8g and must then stay in tanks on land for between 40 and 50 days before going to sea. During this critical time, they are susceptible to bacteria and disease and they also grow at such a fast rate, they can become too big for purpose and therefore, to some degree, ineffective in the cages. For the producers, this creates another problem: since lumpfish can double in weight every 15 days (at 12°C), the total bio-mass can overwhelm the grow out land-based facilities before the fish can be sent to the cages, and that creates a bottleneck in production. Pacific Trading Aquaculture, based in Dublin, Ireland, has worked with Marubeni Nisshin Feed Co., Ltd. (MNF) of Japan, to become the first company to develop and offer a diet specifically targeted at post-vaccination lumpfish: a new formula Otohime EP. The product is very high in the essential vitamins and minerals (including B-Glucan) so fish health is very high, immune system is boosted and with a reduced level of protein and fat, it will control or slow down the rapid growth rate post vaccination. As Paul Coyne, Director, PT Aquaculture told me, “it is somewhat of an anomaly to be producing a feed to get fish to grow more slowly but in this instance that is what the market needs ....slow growing but healthy fish”.

**Feed management**

One of the major problems in marine hatcheries in the Mediterranean are deformities in larvae. Hatcheries typically aim for fry batches that have deformity rates less than three percent in order to
avoid costly manually sorting of the fish before shipping them to the farm. The problem is two sided: when deformed fry are stocked in cages they will start consuming feed and then either die, causing the overall feed conversion ratio (FCR) to go up, or they don’t die and then the farmer ends up with deformed fish he can’t sell. The European market is mainly a whole fish market and deformed fish look unappetizing to the end costumer.

Deformities are caused by many different factors such as genetics, tank management and temperature, but nutrition also has an impact. In the classical weaning set-up, the longer you feed live feed, especially Artemia, the less deformities you tend to have. In the production cost of the larvae live feed production, feed costs and survival play a prominent role and this is driving a quest for early weaning in order to reduce the Artemia cost. Jef Peeters, product developer for BioMar’s marine hatchery feed line LARVIVA, told Hatcheryfeed the challenge is to find formulated larval diets and feeding regimes that allow for early weaning but that also maintain the deformity rates within reasonable limits, while also having a focus on overall survival and hatchery economics. When BioMar’s top agglomerated weaning feed for marine fish LARVIVA ProStart was tested in sea bream hatcheries in 2012, the outcome was very successful, so the company looked at how it would be possible to perform similar early weaning results with sea bass larvae. Balancing the importance of deformity rate, survival, Artemia replacement rate and growth with the results obtained in trials, Biomar was able to establish a recommended protocol for sea bass larvae that would give very low deformity rates and a better total economic performance. Based on the outcome of the trial the savings in mere productions costs amount to more than 2,500 EURO per million sea bass fry.

Aligning the right nutrition with precise feed management procedures will also benefit shrimp farmers in Ecuador and across Latin America. In controlling both feed quality and feed intake, Skretting, the Aquafeed division of Nutreco, has detailed evidence that confirms it has been able to reduce feed conversion ratio of 1.8 by around 50%, that it has doubled the growth to 2 grams per week and that it has also increased the survival from 50% to 85%.

“Not only does this alignment between feed quality and feeding schedule provide the ideal nutrition for the needs of shrimp, Skretting has also found the best ways to control the performance of our feeds in the ponds so that all pellets are consumed. Together, these findings will maximize the genetic growth potential of these animals,” explained Angela Gutierrez del Alamo Oms, Skretting’s Technical Manager for Ecuador.

“This innovative feeding breakthrough could revolutionize shrimp production in many production regions,” she added.

**Aquafeed Horizons**

The Aquafeed Horizons series of technical conferences, produced by Aquafeed.com, has been an integral feature of Victam events for more than a decade and will also be an important part of FVG Select. The 2017 conference will address advances in processing and formulation and will be an opportunity not only for aquafeed manufacturers to learn about developments in aquafeed production, but for all aquafeed sector stakeholders and for those interested in entering this exciting, complex, demanding and sophisticated industry.

**For more information about the 10th Aquafeed Horizons conference and to be notified when registration opens, visit feedconferences.com.**

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**Innovations for the Feed Industry**

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FIAAP Animal Nutrition Conference 2017 launches new look, line up

Eighth edition of event offers exclusive insight into world compound production, antibiotic elimination.

In preparation for the 2017 FIAAP Animal Nutrition Conference, event organizer WATT Global Media announced the release of the conference’s new logo (shown right).

Keeping in line with previous editions, the 8th iteration of conference will focus on the latest innovations and research in animal feed ingredients and additives. This year, however, the one-day event will be co-located with five additional conferences as part of FVG Select, held in Cologne, June 13-14, 2017.

“We’re very excited to be a part of the first FVG Select,” said Jackie Roembke, editor of Feed International magazine. “As we assemble our international team of FIAAP presenters, we’re focusing on bringing together a leading-edge line up to best explore the trends, innovations and strategies European animal feed industry representatives can use to strengthen their businesses in both the short and long term. Beyond the technical aspects of feed production, this includes examination of broader consumer and market influences.”

For example, attendees will be the first to learn the results of WATT Global Media’s World Feed Panorama report, an annual survey of world compound feed production and the global trends driving world volumes. In addition, special attention will be paid to antibiotic replacement strategies as they relate to feed additives, nutrition and formulation.

Attendees will gain added perspective on the issues shaping the European animal feed industry as well and the opportunity to network with the panel of expert speakers and fellow feed industry professionals across the poultry, dairy and swine industries.

The 8th edition of the event will be held June 14, 2017, in Cologne, Germany. The speaker agenda will be announced in early 2017.

About FIAAP Animal Nutrition Conference
FIAAP Animal Nutrition exhibitions and conferences cover the ingredients and additives used within the formulation of animal feeds. The conference is geared toward the interests of nutritionists, veterinarians, feed producers, formulators and industry consultants.
● For more information, please visit: www.FIAAP-Conferences.com

European Pellet Future: Technologies, Markets and Policy Challenges

Both the European and world pellet markets have grown at an impressive rate in recent years.

Since 2000, annual world pellet production has increased from just under 2 million tonnes, to around 29 million tonnes in 2015. Close to half of the pellets produced globally are from the European Union. However, great challenges remain ahead for European market players, for example, ensuring sustainable market growth, improving overall sector profitability and risk management or overcoming new technical challenges. Pellets currently offer an efficient, reliable and sustainable energy alternative to the European consumer, and this must continue!

Against this backdrop, the European Biomass Association (AEBIOM) and its sectorial network the European Pellet Council (EPC) will host an International Pellet Conference on the 14th of June, 2017 in Cologne, Germany. The “European Pellet Future” conference will be held in conjunction with the FVG Select 2017. During this conference, technical and financial topics will be addressed, including but not limited to; pellet quality, pellet safety, cost and energy optimisation and risk management. One of the benefits of attending such AEBIOM conferences is to receive updates on ongoing EU legislative processes as well as statistical information on bioenergy. This provides participants with a comprehensive overview of the most recent advancements in the sector.

Do not hesitate to save the date now, and we look forward to meeting you in Cologne!
Interview with Erik Heemskerk, the new General Manager of Victam International BV

Hello Erik, I would like to welcome you to the Victam organisation and wish you well in your new role. As you have come from outside the feed and grain industries many of our readers would like to know more about you so I would like to thank you for giving Showtime the opportunity for this interview.

Showtime: Erik, I think our readers would like to know about you. Could you give us a brief resume of your background and career please?

Sure. I started my career in events at the RAI in Amsterdam back in 1996. After the RAI I spend a few years in the HR industry before going back to events. Since then I have worked for several leading exhibition organisers such as Jaarbeurs and UBM. Before coming over to VICTAM I was Brand Director for the Pharma Portfolio of UBM in charge of 8 exhibitions globally (China, India, Japan, Korea, Indonesia, Turkey, Russia and Brazil). Within events I have been involved in launching new events, further developing events and cancelling a couple. A career path quite different for someone who has been educated as a lawyer and I can honestly say I have not regretted my career choices once; I have a real love and passion for events and live communication to the level that I teach young marketing communication professionals about this field of expertise at SRM.

Showtime: You obviously have a strong experience of organising events around the world, however, your experience within our industries is limited. Do you see this as a disadvantage or an advantage?

Throughout my years in the event industry I have been involved in many different industries, amongst which IT, Pharma, Games, Automotive and Maritime. When I started working for these industries I had to start from scratch every time. The expertise I’ve bring to the table is that I believe an event organiser should understand how to best organise an event and do everything possible to create an experience that adds most value to our customers. In terms of B2B exhibitions this means bringing together the key players in a certain industry and providing these key players high quality visitors. Every industry is different and has its own dynamics. First of all you need to have the fundamentals in place (which are about the same for every industry) and at the same time cater to the specific needs by being connected to the different stakeholders in that specific industry, which are – next to the exhibitors and visitors – leading associations, media, government, etc. At VICTAM we have a very good relationship with all these stakeholders. In other words I do not see it as an advantage nor a disadvantage; it’s part of my DNA as a professional event organiser.

Showtime: For 2017 there is a new event planned in Cologne. As this is a very different event from the standard FIAAP/VICTAM/GRAPAS shows could you further expand on this new format?

Speaking to our customers we have found a genuine need and interest to come together in 2017. As you know FVG International, our European event, takes place every four years (next dates are
12-14 June 2019) and FVG Asia takes place every 2 years (next dates are 27-29 March 2018), again in line with market needs. After consulting the different stakeholders we have come up with FVG Select which focuses on content, matchmaking, networking and a boutique style exhibition limited to only 55 exhibitors with no possibility of bringing/displaying machines. We have decided to launch something quite different if not completely different from our usual modus operandi as we want to maintain our usual event cycle and add value to the existing pallet of events.

Showtime: The “matchmaking” aspect of the 2017 event has not been used within the industry. Can you expand on how this works and demonstrate the advantages of such a system?

The last 10-15 years have shown a steady rise of matchmaking within the events industry. Some very successful events in other industries today are actually build on face to face/1-2-1-meetings and basically provide for a fully planned/scheduled few days of going from meeting to meeting. The reason for introducing this to the feed industry lies both in the obvious need for each stakeholder to have as many successful meetings at an event, the very different set up of FVG Select, where the exhibition as such does not play as much of a prominent/dominant role and the opportunity to introduce this to the feed industry. The advantages are multiple, especially with a state of the art matchmaking tool which is easy-to-use and generates useful and interesting insights, unsuspected meetings and helps you set up your schedule for 13-14 June 2017. The key however is the human interaction as part of the matchmaking program so alongside the investment in a multiplatform matchmaking system we will also have matchmaking consultants available to make sure everyone gets the most out of the program.

Showtime: This is fascinating, do you see this being adopted within future Victam events?

This depends very much on how successful the matchmaking program will prove to be in 2017 and how the market wants to make use of such a program within the context of either FVG Asia or FVG International.

Showtime: Now that you have been GM for a number of months have you been able to look to the future and think about how you want to move the company, current and any new events along?

The million dollar question and to be honest, yes I have been around for a couple of months and sure I have got ideas about the future of Victam, but let’s also make sure that what we have planned is going to be as good and hopefully every time a bit better for our customers: FVG Select for 2017, FVG Asia for 2018, FVG International for 2019 and again FVG Asia for 2020.

Showtime: Lastly Erik, as an exhibition organiser you have a wealth of information at your fingertips, with new, faster methods of communication how do you envisage the future of exhibitions and marketing within B2B?

I believe the future of B2B exhibitions is always – now, tomorrow and in 5 years – providing as much value to your customers within today’s possibilities. But to be more specific: I believe that a true marriage of IT tools (online, mobile, wearables, etc) and live communication will provide more value to those participating in events.

Showtime: Well Erik this has been most enlightening. Many thanks for your time and insight. I would like to wish you well in your new role.
New board members for Victam International BV

Joris Kaanen

After studying law and marketing, I joined our HAVENS-feedmill on the Meuse-river in 1990. The company was started by my grandfather's grandfather back in 1845 in a local watermill; today it's run by my brother Johan and myself.

Traditionally, Havens produces compound feed and trades in cereals and raw materials in the south-east of the Netherlands, the heart of the Dutch livestock-industry. From our Maashees and Venlo locations on the Meuse-river, we mainly supply regional dairy-, pork- and poultry farmers.

As the Dutch farmers get bigger and bigger (and many stop...!), the market is shifting from complete feeds to mixing-on-the-farm and concentrates. For these customers we also offer formulation-programs with which they can use farm-produced or locally available ingredients; solid as well as liquid.

Even after working 26 years in the feed-business, I have not regretted it one day. We work in an important, fantastic, international, down-to-earth but always thrilling industry. Never boring!

Arnold de Jong

My name is Arnold de Jong and I am married and have two sons of 8 and 10 years old. I was born in Arnhem in 1971 and I studied mining engineering in the city of Delft with raw materials as my field of study.

After working 6 years in Belgium at Umicore in production & sales I worked for 1.5 years at Aluchemie. After that I worked 8.5 years for Cargill Cocoa & Chocolate of which 5.5 years were spent in the Ivory coast. I have also done international projects in Indonesia, Belgium and France.

Currently, I am working as Manager Global Technology for De Heus Animal Nutrition. In this role I support different animal feed production locations abroad. Another part of my responsibilities is identifying and the proper handling of projects that De Heus wants to invest in. These can be small investments for replacement or large investments in newly built production lines.

I also like to gather and exchange knowledge about animal feed production.

In addition to attending soccer games and chess tournaments of my sons, I enjoy running and kite-surfing. I like to cook, read and keep myself informed of financial/ economic news.

Joost Helsen

Joost started his career in 1985 with the pharmaceutical division of Akzo Nobel, now part of MSD. The first 8 years at Organon (human pharmaceuticals) and after that 15 years with Intervet (veterinary pharmaceuticals) in various financial and operational roles, both in the Netherlands as well as abroad.

Became member of the Supervisory Council of the Dutch cooperative CHV-landbouwbelang in 2004 and became CFO of CHV early 2009. After the merger of CHV with Agrifirm in 2010 he became CFO and took the role of COO starting 2012. Since 2016 Joost has been responsible for the activities of the division North West Europe as division director.

Stan Raben

Hello, my name is Stan Raben and I am proud to introduce myself as a new member of the supervisory board of Victam International BV.

In my daily job I am working as Director Engineering & Projects for ForFarmers, based in Lochem in the Netherlands, which is an internationally operating feed company that offers Total Feed solutions for conventional and organic livestock farming. ForFarmers has production facilities in the Netherlands, Belgium, Germany and the United Kingdom. In my role I am responsible for all capex projects in our production plants.

I started my professional career in 1993 after I graduated Mechanical Engineering at University of Twente and since then I have always been active in multidisciplinary projects in agricultural, food, biomass and bulk handling industry and I joined ForFarmers on September 1st 2009. Both in my current job as in the jobs I had before I have had contact with many of the companies who exhibit on the Victam fair. I even took part as an exhibitor on Victam myself several times when I worked for Cebeco Consulting Engineers and later for Tebodin. So I think I know very well what Victam is all about and I hope that my background and knowledge of the industry can help Mr. Erik Heemskerk and his team to further develop Victam and continue its success in the future.

I am married, have two wonderful children and in my free time I like to play football and play drums in a music band.

Edward van den Elsen

Edward van den Elsen has 25 years of experience in animal feed production. As son of a pig farmer he was interested in feed at an early age. After his study at Wageningen University, where he got his degree in animal nutrition in 1991, Edward started to work as a swine nutritionist at a local Dutch feed mill company.

The following years of his career he has held various positions in the field of compound feed production. During this time he developed knowledge and skills in a wide variety of aspects concerning the production and sales of animal feed. Research and development, purchase of raw materials, production technology, marketing and sales of swine, ruminant and poultry feed and management have been part of his job responsibilities.

Since 2005 Edward has worked in management positions. Until April of this year as Director of Nutrition and Sales at the company where he started his career and since has grown to become one of the top compound feed companies in the Netherlands.

Recently, Edward (at 48 years of age) gave up his position to get more time to achieve his own entrepreneurial goals. He now has his own company focused on offering tailor-made solutions to feed-issues of farmers and feed companies. He is also active as an entrepreneur outside the compound feed industry.

As a new member of the board of commissioners of Victam International BV Edward is looking forward to contribute to the continuous development of Victam and its events.
The Asia/Pacific’s only dedicated event for the supply, use and formulation of ingredients & additives within animal feed, petfood and aquafeed

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29 – 31 March 2016
BITEC – Bangkok International Trade & Exhibition Centre,
88 Bangna-Trad Road (Km.1),
Bangna, Bangkok 10260, Thailand

Show Report
The FIAAP/VICTAM/GRAPAS Asia 2016 event took place from March 29 – 31 within Halls 103 and 104 of the Bangkok International Trade & Exhibition Centre. This was the third time that the event had been held in BITEC and as usual quality was the word being used to describe the shows and conferences. The visitors were very pleased with the exhibits, the newly launched products as well as the high quality of exhibitors and stands. The exhibitors reported that the number of visitors and as always the quality of those visitors was very high. The conference delegates also confirmed the quality of the speakers and papers presented at the conferences.

The FIAAP/VICTAM/GRAPAS Asia 2016 event was the largest event in Asia so far. As in 2014 the 2016 show was completely sold out. There were in all 223 exhibitors and they came from 28 different countries; the net exhibition floor area was 11% larger than the 2014 show and there were more exhibiting companies than in 2014 when there had been 213 exhibitors.

Each exhibitor was asked if they would exhibit at the next event.

- 93% confirmed that they would. They also stated that sales were finalized during the show and that they had high expectations of orders coming through as a result of the event.
- Asked for their assessment of the show, exhibitors scored it as 8 out of 10.

The total number of visitors was 6,374 and they came from from 71 countries. The total number of visitors increased by 5% compared to 2014. The total number of foreign visitors increased by 34%. Their geographical breakdown is shown below. Visitors were impressed by the number of exhibitors at the show, the professional displays of the exhibitors and the quality of their staff.

- 94% of visitors stated they would visit the show again in 2018.
- 51% of visitors came to make new contacts for suppliers and 59% were specifically looking for new products.

**Geographical breakdown of visitors**

- Thailand: 60.2%
- Asia: 32.9%
  - ASEAN: 17.1%
  - North Asia: 3.7%
  - South Asia: 7.1%
- Middle East: 1.2%
- North, Central and South America: 1.0%
- Africa: 0.5%
- Australasia: 0.5%
- Europe: 3.7%
- Middle East: 1.2%

The visitor figures have been independently audited by an UFI approved auditor that was appointed by TCEB (Thai Convention & Exhibition Bureau).

**Some exhibitor quotes:**

- “Congratulations to the VICTAM team for another successful show!”
- “For a first participation, I was completely satisfied.”
- “Well run. Glad we came. Thank you.”
- “Organizer did a good job to hold the perfect exhibition in Bangkok. We will be attending next time for sure.”
Some visitor quotes:

“Thank you for inviting us to VICTAM Asia 2016, we learned a lot and had fun! Thank you very much!”

“Very good event.”

“We happily met our expectations.”

“This was a very good experience.”

**Job functions of visitors**

- **CEO, Directors**: 46.2%
- **Nutritionists, feed formulators**: 14.3%
- **Management**: 24.6%
- **Others**: 14.9%

**Total**: 100%

**Main business activities**

- **Animal feed industry**: 47.8%
- **Aquafeed industry**: 7.1%
- **Petfood industry**: 4.1%
- **Integrators**: 10.1%
- **Rice & flour industries**: 9.1%
- **Biomass**: 1.2%
- **Others**: 20.6%

*(Universities, Chambers of Commerce, Government, Media and unspecified)*

**Total**: 100%

**Sectors of interest to the visitors**

The total of these percentages is over 100% as a number of visitors expressed an interest in more than one sector.

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed ingredients</td>
<td>55.3%</td>
</tr>
<tr>
<td>Feed production technology</td>
<td>47.6%</td>
</tr>
<tr>
<td>Aquafeed ingredients &amp; technology</td>
<td>30.2%</td>
</tr>
<tr>
<td>Petfood ingredients &amp; technology</td>
<td>20.5%</td>
</tr>
<tr>
<td>Rice &amp; flour milling ingredients &amp; technology</td>
<td>34.5%</td>
</tr>
<tr>
<td>Storage &amp; handling</td>
<td>20.9%</td>
</tr>
<tr>
<td>Biomass technology</td>
<td>14.5%</td>
</tr>
</tbody>
</table>
The perfect launch platform
Many new products were on show as the exhibitions provided the perfect platform to launch new products and services to the market.

Some of these were awarded the highly coveted “Innovations Awards”. The winners were as follows:

The **Aquafeed Innovation Award**
Sponsors: Aquafeed.com
The award was won by Kemin Industries (Asia) Pte. Ltd. from Singapore.

The **Animal Feed Technology & Nutrition Award**
Sponsors: AllAboutFeed
The award was won by Huvepharma from Belgium.

The **GRAPAS Innovation Award**
Sponsors: Miling & Grain Nutrition
The award was won by Eye-Grain Apps from Denmark.

Supporting conferences
The event was supported by a series of technical conferences:

- Aquafeed Horizons Asia 2016
- Petfood Forum Asia 2016
- FIAAP Asia Conference 2016
- GRAPAS Asia Conference 2016
- Biomass Conference Asia 2016
- The Second ASEAN Feed & Rice Symposium

Organised by Victam International BV
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Tel: +31 33 246 4404
Fax: +31 33 246 4706
Email: expo@victam.com
Web: www.victam.com

**Exhibitors at the 2016 event**

<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>4B Asia-Pacific</td>
<td>A-Systems</td>
</tr>
<tr>
<td>A/B Technologies Intl Inc</td>
<td>AFTI</td>
</tr>
<tr>
<td>Acetum</td>
<td>Aerofor</td>
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<tr>
<td>Adivo</td>
<td>AG Growth International (AGI)</td>
</tr>
<tr>
<td>AgraCrop</td>
<td>AgriGrowth Innovations</td>
</tr>
<tr>
<td>AgriTech Inc.</td>
<td>Agrifood Technologica</td>
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<tr>
<td>Agromatic AG</td>
<td>Alapala Makina Gida San. ve Tic. A.S.</td>
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<tr>
<td>Almach</td>
<td>Allnex</td>
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<tr>
<td>Altuntas Co./Obyal</td>
<td>Amandus Kahl GmbH &amp; Co. KG</td>
</tr>
<tr>
<td>Ambros Schmelzer &amp; Sohn GmbH &amp; Co. KG</td>
<td>Andritz Feed &amp; Biofuel A/S</td>
</tr>
<tr>
<td>Anping Qinghe Metal Mesh Co Ltd</td>
<td>Anping Qinghe Metal Mesh Co Ltd</td>
</tr>
</tbody>
</table>
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2016 Nutrition & Feed Survey: Formulating poultry feed for antibiotic-free production

Annual survey reveals alternatives to antimicrobials for growth promotion, feed additive usage trends.
By Jackie Roembke, editor, Feed International Magazine.

Compared with 2015, respondents to WATT Global Media’s annual Nutrition & Feed Survey had a fairly positive 2016 outlook, with 67 percent citing improving profitability or at least maintaining last year’s business. However, 40 percent of respondents have seen inclement conditions, such as exchange rate fluctuations; variable grain quality; and high ingredient and additive costs, continue to chip away at their profitability, mainly in Latin America, Asia and Africa.

Antimicrobial resistance, its potential ties to animal agriculture, and the push to eliminate its use for growth promotion are the primary focus of animal producers.

Given the threat of the widespread human health crisis posed by antimicrobial resistance, the use of antimicrobials in animal protein production is increasingly under public and government scrutiny. In the United States, for example, the National Research Council cites that animal agriculture consumes an estimated 80 percent of all antibiotics.

As the consumer rightfully becomes more concerned, major retailers and meat-producing companies are taking a proactive stance. For example, in less than 12 months, many major U.S. meat producers (Tyson, Perdue); restaurant chains (McDonalds, Subway) and retail chains (Costco) have vowed to eliminate the use of human antibiotics by the end of 2017. Such antibiotic-free professions will no doubt set the course for a sea of change in public expectation

Meanwhile, the world agriculture industry is coming to terms with the fact that it’s time to re-examine long-standing practices before they become mandated by regional – eventually, perhaps international – regulators.

The necessary production, management and formulation shifts required to even begin to address the overuse and elimination of antimicrobials from production weighed heavily on feed survey respondents. Fifty-eight percent of respondents consider the elimination of antibiotics in feed due to consumer pressure and/or government regulation as a critical obstacle to overcome in 2016.

World feed industry inches toward AGP elimination

Antibiotic-free production refers to the elimination of medically important antimicrobials for growth promotion (AGPs) and the judicious use of antibiotics for the treatment of sick animals. Of those surveyed, 17 percent were able to report

Figure 1: Most respondents felt positive about profitability or at least that it wasn’t falling off. However, for a second year in a row, Latin America had a more negative outlook due to its continuing struggles with exchange rate volatility.

Figure 2: Even though one-fifth of respondents are not producing antibiotic-free products, an impressive 43 percent report that upwards of 50 percent of their feed production is now antibiotic free.

Figure 3: As a result of increased consumer and retail pressure to reduce or eliminate the use of AGPs in poultry products, 35 percent of respondents cite that the topic will be the focus of upcoming strategic meetings. An additional 27 percent are testing AGP alternatives on their flocks.
100 percent antibiotic-free production, and an additional 26 percent note that 50 percent or more of their company’s production is antibiotic free.

Given the current climate, it will be interesting to compare the 2016 responses to 2017’s results.

Poultry meat producers are especially feeling the pressure to go antibiotic free. In 2016, 24 percent of survey respondents report that their company has taken immediate action to reduce or eliminate the use of AGPs in their poultry operations. Nearly 35 percent cite that the movement toward antibiotic-free production will be the focus of upcoming strategic meetings. Others have taken steps to test the waters before implementing AGP-free feeding by hiring a nutrition consultant (18 percent) and testing the new formulations/additives on their flocks (27 percent).

Though some of these companies may be in the early stages of AGP-free feeding, all report significant challenges in making the transition.

Survey respondents were asked to identify their two greatest challenges in erasing antibiotic growth promoters (AGPs) from their poultry operations. It comes as little surprise that the production losses are the hardest to overcome. From a flock management perspective, large capital investments that would be required to improve the hygiene and handling of animals pose a significant barrier to antibiotic elimination (37 percent) – as well as the difficulty to enforce cultural and operational changes at the farm level (34 percent).

On the feed side of the coin, the ability to justify the cost of new feed additives as antibiotic replacements presents a significant hurdle for nutritionist and formulators (35 percent).

For those who have made the leap, the big question is: How are you doing it and what feed additives are you using to replace AGPs?

The efficacy of AGP alternatives
Sixty-five percent of survey participants report that their company is actively testing or using feed additives as antibiotic alternatives.

Of these companies, 60 percent of respondents report that the use and application of a feed additive – or a combination of feed additives – differs within their company. The application of these AGP replacement additives vary rather evenly by the flock type; the poultry complex; the individual grower or farms; and by the time of the year the feed is fed.

If more than one feed additive is used as an AGP replacement, 35 percent use multiple additives in combination to achieve the desired effect, and 32 percent utilize different combinations in different rations.

Survey respondents used organic acids (61 percent) as their primary AGP replacement additive. In addition, enzymes and probiotics tied for second, 59 percent.
While the inclusion of some feed additives remained static, most report decreases in the amount of therapeutic and sub-therapeutic antibiotics— if they even use them at all. The popularity of some staple feed additives endures. When looking at the inclusion characterizations of eight types of feed additives, antibiotics for both therapeutic and sub-therapeutic applications saw a drop. Concurrently, probiotic and prebiotic usage is on the rise.

**Nutrition & Feed Survey At-A-Glance**

The editors of WATT PoultryUSA, Industria Avicola, Poultry International and Feed International surveyed 286 people producing and using poultry feed worldwide. The survey sought to define the feeding and external trends shaping these businesses during the past 12 months. The survey was conducted in English and Spanish.

**Responses from:**
- Latin America: 44%
- Asia/Pacific: 16%
- Africa: 15%
- United States/Canada: 13%
- Europe: 9%
- Middle East: 3%

perhaps unsurprisingly, it seems that phytogenic feed additives lag behind (34 percent) in their popularity despite the relative benefits reported by those using them in their AGP-free formulations. In terms of their efficacy as antibiotic replacements, prebiotics seem to be the most reliable (45 percent), though these are likely used in combination with other additives. Enzymes (40 percent) and organic acids (41 percent) also fared well. The jury is still out, however, on the efficacy of phytogenics.

**Animal feed additive usage**

Beyond the AGP replacement dialogue, the popularity of some staple feed additives endures. When looking at the inclusion characterizations of eight types of feed additives, antibiotics for both therapeutic and sub-therapeutic applications saw a drop. Concurrently, probiotic and prebiotic usage is on the rise.
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2016 Global Feed Survey

USA V China

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Global Feed Survey

Pricing Highlights

- Switzerland & Ecuador (top 60) have highest prices.
- China feed prices are double that of other top countries. Japan is triple!
- Others with high feed prices:
  - Nigeria, Haiti, Cuba, Yemen, Seychelles, Armenia
- Lowest poultry feed prices reported in U.S., Brazil, Russia, Canada.
- Lowest prices for pig feeds in U.S., Russia, Canada, Argentina.
- Feed prices bearing in mind market distortions reflect:
  1) Prices for corn/soybeans
  2) Smaller country feed prices are generally higher
- 2015 Feed Prices lower than previous year.
Europe
Europe (incl. Russia & Turkey)
fastest growing.
• Up 10.3 million tons (4.5%) over last year
• Largest contributors Russia (+13%), Turkey (+20%) but Belarus, Poland, Greece & Ukraine also were up more than 5%.
• European zones have 5,545 feed mills.
• Europe is the leading producer of dairy feeds & No.2 in many species.

Africa
Africa; up 4% but a little slower than the 9% growth recorded in 2014 & 2013.
• Biggest manufacturer is South Africa (11.6 million tons) with Egypt at 6.0 million tons
• Nigeria figures showed big growth (+67%) reflecting a stronger economy, restrictions on import but also more accurate information.

North America
Production was up 2%
• U.S. produced 173.7 million tons, up 2.5%, from 6,012 feed mills (700 fewer than in 2014)
• No. of U.S. feed mills declined.
• Canadian feed production was stagnant.
• North America is the No.1 producer of feeds for cattle, turkeys, pets & horses.
• N.A. has the highest ratio of feed per person.

Middle East
• The Middle East declined 7% in 2014.
• 21.438 million tons from 719 feed mills
• Iran is down 24%
  • Still biggest contributor (9.0 million tons)
• Oman (+35%) & Libya (+212%) led growth
• M.E. has countries with the largest average feed mills, led by Libya, Kuwait and Oman.

The M.E. market is split 1/3 dairy, 1/3 broiler & 1/3 layer feed.

Latin America
Latin America; up 2.6% with 15% of global market
• No. of feed mills declined in Brazil.
• Brazil manufactured 68.7 million metric tons from 1,556 feed mills (with about 100 fewer mills).
• Argentina (11%), Bolivia (16%), & Paraguay (25%) all showed big growth in 2015.
• Latin America is the No.2 region in aqua; shrimp & salmon production predominate.

Asia Pacific
Production was relatively flat & represents 36% of the world’s feed.
China leads feed producers:
• -2% (190 million tons in ’15).
Chinese consolidation means a smaller number of larger, more efficient firms with better feed conversions, productivity & thus less feed required.
China has 8,550 feed mills; 3rd year of decline, reflecting government focus on food & feed safety.
India is now No.4 producer (up 7%) but all major Asian markets grow more than 4% except Taiwan & Malaysia.
Asia is the world’s No.1 region for pig, layer, broiler & aqua (50% of global production in China)

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Ozonator Machine – Infestation protection

For more than 10 years CROP-PROTECTOR and iGRAIN has researched and developed the Ozonation technology for stored crops. This has established the technological foundation for the practical use of Ozone to combat Insects, Fungus and other unwanted biological activity in crops.

CROP-PROTECTOR and Biochemist Peer Hansen has been a leading frontier in acquiring know-how on practical application of the Ozonation technology. Peer Hansen has been involved in the frontline research on Ozonation technology, and is co-author of several of the most outstanding articles on protection of stored crops with Ozonation.

Ozonation has the potential to replace traditional fumigation with many advantages:

- More Economical
- Universal in its way of termination of all unwanted biologic activity (insects, fungus, etc.)
- Environmentally more friendly than traditional fumigation
- Much safer for labour staff to work with compared to Phosphine
- Ozonation is a Green Technology
- Ozone does not create any resistance problem as with Phosphine

Grain stores are a perfect habitat for insects that live on dry seeds, they are protected from weather extremes and offer an unlimited food resource. It is also a perfect habitat for fungus (creating problems with Mycotoxin) if the grain is just a little too wet. Ozonation is now made practically available to combat unwanted biologic activity in stored crops. This technology now allows flour mills, feed mills, and any grain storage facility to efficiently combat all types of infestation with a 100% termination result.

● More information contact info@i-grain.net

German-designed equipment for the pellet industry

Graf Equipment is your technically competent and reliable source for solid and dependable machines in the pellet industry and offers a comprehensive service and high quality.

Graf Equipment is a joint cooperation of GRAF Pressformen, IfP and Yemmak.

More than 40 years of experience in the pellet industry and close customer contact laid the foundation for the construction of our own line of machines.

**Our goal:** Robust and reliable equipment for the pellet industry.

Graf Equipment combines traditional engineering and advanced manufacturing techniques. We offer individual machines in accordance with the latest safety regulations and complete turnkey systems. Through many years of experience and close customer contact, we know what is important and we have set ourselves the goal to implement full customer service to the maximum satisfaction level.

The long-standing partnership with AGRAVIS is bearing fruit. The previously driven double system at AGRAVIS, the German market leader in the pellet industry, was replaced by the pellet mill 900/178 of Graf Equipment.

**Our goals:**
- High quality pellets with low abrasion
- Away from double press systems
- Quality handling of various materials, with thanks to automatic roll gap adjustment and slip control
- Savings on energy, maintenance and spare parts costs.
Many applications – one solution with the new vibrating rod Mononivo® MN 4000

A must for all single rod lovers
It has often been the case that a single rod probe, using the vibrating principle and having universal design capabilities, is required. This measurement principle has become well-established on the international market. Due to its high compatibility (even with the standard version), it is much favored by plant operators. UWT has responded to the wishes of their customers with a new product series that uses this vibration measurement principle in the form of a single rod probe called Mononivo® MN 4000.

Flexibility through compatibility
The device can be used in silos and tanks as a full, demand or empty detector. The Mononivo® is also suitable as an overfill detector within pipes and shafts and for all bulk materials. Electronically stimulated piezos cause the probe to vibrate. As soon as the sensor is covered with material, the vibration is dampened and the resulting electrical current change causes the output signal to switch. Due to its compact construction including threads from 1” the sensor is suitable for a wide variety of bulk applications all around the globe - no matter whether it is powdery material with strong caking properties or coarse-grained granulate. With the adjustable sensivity, the device also handles light bulk solids from 20g/l.

The Mononivo® offers a measurement solution that can be quickly and easily realized. Focus is on a particularly high compatibility for different container vessels and conditions, what means more flexibility for users and plant operators.

For challenging conditions and material

Continuous non-contact level measurement
The robust stainless steel construction makes the NivoRadar® NR 3000 extremely suitable for all kinds of industrial applications. The continuous non-contact level measurement unit operates at a high frequency of 78 GHz. This delivers a very small beam angle of 4° which eliminates any signal interference at the flange but allows for optimum reflection of the bulk solids material. You can measure distances up to 100 meters and the sensor can be used especially in very fine solids due to the high sensitivity.

Aiming flange and integrated lens cleaner
The NivoRadar® offers a flat flange version and also an aiming flange version. Using the adjustable aiming flange, the radar is perfectly aligned since the probe can be fixed to the desired point. Thus the angle of the beam can be set to a specific point; for example, at the outlet of the silo. The lens antenna is highly resistant to material deposits and offers a self-clean function for extremely sticky solids using an air flush connection. Even within applications where condensation occurs, the flushing connection provides a functionally reliable measurement.

The device uses a two-wire technology and is made simple to operate via a local programmer with display and a Quick Start Wizard. The unshielded radar sensor has a completely dustproof design and provides reliable measurement results in high process temperatures up to 200°C.

The radar sensor can also be easily connected to silo management systems like the visualization software Nivotec®.
FVG Select 2017 is a new event which will be organized by Victam International BV. The event will focus on a series of high quality industry conferences and matchmaking with colleagues and clients in the animal feed processing, grain processing, ingredients & additives, aquafeed, petfood and biomass pelleting industries. The event will be complemented by an industry expo for a select group of companies.

<table>
<thead>
<tr>
<th>Tuesday 13th June</th>
<th>Wednesday 14th June</th>
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<tbody>
<tr>
<td><strong>1. PETFOOD FORUM EUROPE</strong>&lt;br&gt;Production technology and specialist ingredients for dry petfoods.&lt;br&gt;Organizer: WATT Global Media&lt;br&gt;Delegate profile: CEOs, directors, mill and plant managers, head and senior nutritionists, formulators from dry petfood production plants.</td>
<td><strong>1. FIAAP ANIMAL NUTRITION</strong>&lt;br&gt;The use of specialist additives and ingredients used within the production of animal feeds.&lt;br&gt;Organizer: WATT Global Media&lt;br&gt;Delegate profile: Head and senior nutritionists, feed formulators, CEOs, directors, mill and plant managers from commercial feed production plants, integrators, specialist feed producers, etc.</td>
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<tr>
<td><strong>2. THE GLOBAL MILLING CONFERENCE WITH GRAPAS</strong>&lt;br&gt;Processing technology and additives used within flour milling and grain processing.&lt;br&gt;Organizer: Perendale Publishing&lt;br&gt;Delegate profile: CEOs, directors, mill and plant managers, nutritionists from flour mill, rice mills and grain processing plants.</td>
<td><strong>2. AQUAFEED HORIZONS</strong>&lt;br&gt;Production technology and specialist ingredients for aquaculture feeds.&lt;br&gt;Organizer: Aquafeed.com&lt;br&gt;Delegate profile: CEOs, directors, mill and plant managers, head and senior nutritionists, feed formulators, integrators, specialist aquaculture feed producers, etc.</td>
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<td><strong>3. VICTAM FEED PROCESSING CONFERENCE</strong>&lt;br&gt;Production technology and equipment used within the animal feed production processes.&lt;br&gt;Organizer: Wageningen University and IFF&lt;br&gt;Delegate profile: CEOs, directors, mill and plant managers, head and senior nutritionists, feed formulators from commercial feed production plants, integrators, etc.</td>
<td><strong>3. BIOMASS PELLETING</strong>&lt;br&gt;Production technology for the pelleting of bio-degradable materials for biomass pellets.&lt;br&gt;Organizer: AEBIOM (The European Biomass Association)&lt;br&gt;Delegate profile: CEOs, directors, mill and plant managers from biomass pelleting plants.</td>
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A network reception on the evening of Tuesday 13th June will be organised for exhibitors and delegates.

A fee of €95 per person (valid for two days) will be charged to each individual attending the event, both exhibitors and visitors, and includes lunch, two coffee and tea breaks a day, the cocktail party and access to our matchmaking service. A separate fee will be charged for each conference. More details can be found on our website.

**THE INDUSTRY EXPO**

There will be 9m² and 18m² standard shell scheme booths available during the two day event. The expo will take place in the adjoining hall to the conference rooms and will also be the venue for all the refreshments.

**EVENT ORGANIZERS**

Victam International BV<br>P.O. Box 197, 3860 AD Nijkerk, The Netherlands<br>T: +31 33 246 4404  F: +31 33 246 4706  E: expo@victam.com

[www.fvg-select.com](http://www.fvg-select.com)
IMAS, which was established in 1989 as one of the daughter companies of İtifiék Holding which operates in the most important sectors of Turkey, successfully continues to grow in animal feed mill & machinery sector by adding Viteral brand to its successful adventure in the milling sector for 27 years with Milleral brand. Viteral is about to start-up two feed plants with 20 and 25 tons/hours capacity with high technology machines and flawless system engineering. The prominent specific-

ations of VPP Pellet Press, which is the most important part of preserving the pellet form from production to manger and high quality feed pellet production are as follows: There is neodymium magnet to prevent the disc from metal pieces at the product entrance of VPP pellet press, which is made of reinforced steel construction chassis. While providing power transfer with V belt pulley mechanism, it has easy belt changing system as well. Use of double motor provides less electrical resistance and less power consumption. Security is kept at the forefront with the safety switch at inlet cover, discharge system at emergencies and safety pin feature for sudden jolts and load. Pellet blade, made of wear-resistant steel; automatic lubrication system, the main shaft made of tempered steel, embedded with self-aligning roller bearing and with overload resistant; rolls and eccentric roll shafts made of tempered steel and hardened with cementation, long-lasting pellet disc with conical surface and many other features extend the lifetime of the machine with the high-level quality. Moreover, pellet disc can be changed very easily and very quickly with the help of a small crane on the pellet press, and finally easy disk-cleaning feature with an additional motor at the back is the unique feature of Viteral VPP Press Pellet.

New generation EX rotary valves certified for higher pressures according to EN-15089

In compliance with the already pressure-proof and flame resistant tested and certified rotary valves HT250(S)EX and HT350(S)EX , all our new VDL types are also obtainable in EX versions. Our HT450 and the complete MD range have been tested and certified by notified body FSA in Germany, and have also been integrated in our Quality-Management system, according to ATEX. Rotary valves with Vulkollan (Polyurethane) rotor blades can from now on even be used with maximum Pred. of 1.7bar, and types with metal blades are suitable for maximum Pred of 2.5bar. These new types MD-150EX, MD-200EX and HT-450EX are available from this moment on.
Laidig offers proven performance and reliability

Laidig Systems provides automated reclaim systems for silos and domes which offer proven performance and reliability for up to 60 meter diameter flat bottom applications and 3 meter diameter for cone bottom applications. Known throughout the industry for their rugged, high-quality systems, Laidig excels in innovative, effective designs customized to store and reclaim materials with special handling requirements. Such materials include soybean meal, corn germ, rice bran, other grain meals, and whole grains.

Laidig works diligently with oilseed processors and feed manufacturers to develop innovative ways of solving problems including:
- Solutions to prevent bin hang-up.
- Reduce the need for manpower.
- Provide reliable automation.
- Increase operator safety.
- Help control environmental issues.
- Create first in-first out inventory control for traceability (and feed quality).
- Training for both safety and operation.

Over 50 years of service
Laidig has pioneered the bulk storage and reclaim industry for over 50 years, and is recognized as the industry leader in bottom reclaiming. Laidig engineers, markets, and services their bulk storage and reclaim systems for domes as well as silos. Decades of experience in developing innovative and effective designs have enabled Laidig to expand with confidence into the unique material-handling applications of the 21st Century.

Knowledge and expertise
Laidig’s highly-qualified team has the knowledge and expertise necessary to provide solutions for some of the most difficult material handling challenges. Laidig is providing numerous bulk storage reclaiming systems worldwide. Key areas include United States, Mexico, South America, Southeast Asia, and Europe.
Nutriad introduces MycoMan: mobile app for mycotoxin management

Mycotoxins in cereal crops affect the health and performance of animals all around the world. Changing quality and availability of raw materials lead to an increasing need for efficient ways of measuring the level of mycotoxin contamination, allowing producers to respond quickly. Thanks to MycoMan, an innovative app, producers will make the right decisions as far as mycotoxin management is concerned.

For complete and comprehensive mycotoxin management, results of mycotoxin analyses need to be translated into information on proper dosage of mycotoxin deactivator. Linking the mycotoxin challenge to instant recommendations on usage and dosage of mycotoxin deactivators is a challenging assignment, Nutriad however proves to be up for the task as it is the first company to launch the web application – MycoMan, which is currently available for free online for iOS-Apple and Android-Google-Microsoft application. MycoMan pdf file with results may be sent to email account given during registration.

MycoMan can be used as a management tool for complete mycotoxin hazard assessment and all information required for a correct product application based on the level of mycotoxin contamination in the feed. MycoMan informs about mycotoxin challenges and based on the challenge levels calculates the necessary and effective dosage of Nutriad mycotoxin deactivators product line. MycoMan app will complement information obtained after mycotoxin analysis and will help feed and animal producers to manage mycotoxins in more effective way on-the-spot.

IfP – your competent partner

IfP is your competent partner for wear and spare parts in the pellet industry. Our experience over many years with close contact and comprehensive consultations with our customers made us the “troubleshooter” in the market. Our goal: high performance for our customers.

Besides high-value wear and spare parts, IfP offers high-performance greases for pelleting. The greases of the IfP Lubrication SERIES are high-load and high-pressure greases based on the newest generation of complex soaps. Special additives enable these high performance greases to meet the enormous requirements of the roller bearings in pellet presses. The greases can handle temperatures of up to 180 degrees.

Negative environmental effects such as dust, vibrations, moisture, high temperature and high loads are compensated according to the use of the most modern additive technology, in relation with special complex soaps and selected base oils.

The carefully selected ingredients of these high performance greases of the IfP Lubrication Feedplex Serie comply without exception to the strict requirements of the food and feed industry (H1).

The products of the IfP Lubrication Woodplex SERIES are suitable for the lubrication of bearings in pellet mills and hammer mills and the drying process. Particularly these high performance greases are used for the lubrication of pivot bearings in round and flat die pelleting presses.
Managing poultry house odors with feed additives

Fortifying poultry feeds with phytogenics improves digestibility, aids performance and can reduce odor emissions from the poultry house. Poultry house odor emissions are usually managed once in the environment, but addressing the source of pollution via feed additives offers an additional technique. By Basharat Syed and Carina Schieder, Product Managers, Phytogenics at BIOMIN Holding GmbH.

Odor emissions from poultry houses have become a limiting factor in building or expanding facilities in some part of the world, and existing facilities run the risk of incurring high costs related to environmental degradation.

While odor control in poultry houses often seeks to reduce the impact of odor emissions once they enter the environment, improving a bird’s gut health can help to minimize the cause of odor at source.

Supplementation of poultry diets with phytogenic, or other feed additives, offers a relatively new approach to odor management, reducing emissions through improved digestibility and feed efficiency.

Low poultry feed digestibility
Low feed digestibility, poor digestive tract health and decreased gut performance can contribute significantly to environmental emissions and odor production in the poultry house.

Low feed digestibility not only results in poor feed efficiency, but also entails negative effects in the birds’ digestive tract. Low digestibility results in greater amounts of undigested feed in the gut, which is potentially subjected to fermentation by intestinal microbiota.

The presence of undigested proteins and amino acids in the gut favors production of undesired metabolites, such as biogenic amines and ammonia that are then excreted by birds into the environment. Additionally, poor digestibility is associated not only with higher occurrence of intestinal disorders, but with higher mortality rates and greater economic losses.

Improving gut performance
While phytogenic feed additives (PFAs) are categorized as flavoring substances, they contain active compounds that exert biological effects in the organism.

Addressing gut health can improve bird performance by fully utilizing the nutrients in feed, thereby reducing the amount of undigested nutrients emitted into the poultry house.

Various scientific papers indicate that phytogenic substances including herbs, spices, non-volatile extracts and essential oils have the potential to promote not only feed efficiency but also growth rates in poultry.

Studies have looked at the efficacy of various compounds of essential oils for their biological activities, and several plant-derived compounds have shown
antimicrobial, anti-inflammatory, antioxidant and fungicidal effects.
Parameters influenced by phytogenic feed additives include the secretion of digestive juices and enzymes, the enhancement of gut protection, changes in the intestinal morphology, improvement in nutrient utilization (feed efficiency) and consequently enhanced performance, whereby these parameters are interrelated with each other.

Odor emissions from poultry houses can be problematic and depend on various factors, but addressing potential emissions at source through managing intestinal help can form part of an odor control program so lessening their impact on the broader environment.

Seven ways to reduce poultry house odor emissions
Odors from poultry production can be reduced in a variety of ways. These include:

1. Keep litter dry by increasing the exposure of litter and manure to air/sun. This will limit the anaerobic processes by reducing moisture from diarrhea or drinking water into litter.
2. Optimization of poultry stocking density helps limit excessive moisture in the poultry house, so reducing anaerobic processes.
3. Adjusting ventilation rate according to climate and temperature of the poultry house is a key aspect affecting odor formation.
4. Adjusting temperature is of prime importance relating to stall climate and welfare.
5. Ration composition and diet management, provision of balanced complete diets is of high importance. Problems occurring due to high performance genetics, feed formulation and medication can lead to production of wet manure, causing increased ammonia and odor release alongside reduced broiler performance and feed efficiency.
6. Improve nutrient digestibility. This could also be achieved by supplementing diets with additives.
7. Planting trees around poultry houses has been reported to reduce dust, ammonia and odor emissions.
Introduction of a new generation pellet mill

Van Aarsen now introduces a new generation pellet mills with motor operated roller adjustment and active roller slip control. These functionalities provide you optimized operation and the opportunity to experiment with the roller distance and steam addition for the recipes to boost the feed quality and production efficiency.

Optimizing your pelleting process
The key of an efficient pelleting process is to determine the optimal compromise between energy consumption and pellet quality, while producing the desired capacity. Many factors are of influence on the pelleting process, from the recipe, to conditioning parameters, and pellet mill settings.

Easily choose the desired roller distance to the die
The robust designed motor-operated roller adjustment enables the operator to easily choose the desired roller distance to the die, even when the pellet mill is in full operation. Together with the intelligent software, this system offers recipe controlled pellet mill operation.

Save on maintenance
Another benefit is the increase of life of the die and rollers up to 30%. By linking the operation of the dosing screw to the roller distance, the rollers will retract when the pellet mill is not producing.

Furthermore, the system is equipped with a die cleaning mode, enabling the operator to clean the die after a batch. This will also provide a quick start-up of the pellet mill after a standstill, because the product doesn’t get the opportunity to cake onto the die.

A trouble free pelleting process
The active roller slip control is another intelligent system designed to optimize the pellet mill production rate. This system detects roller slip and activates the system to automatically resolve the slip if desired, reducing the downtime of the pellet mill due to roller slip to nil. It also offers you the opportunity to experiment with the roller distance and steam addition for the recipes to boost the feed quality and production efficiency. You can rely on this system while exploring the settings for the most optimum production.

Van Aarsen International – The vital link to your feed chain
Van Aarsen is developer, manufacturer and supplier of state of the art machines and complete feed mill solutions for the production of compound feed and premixes worldwide.

The better the animal feed, the better the food on the table! It’s as simple as that. We take our crucial role in the ‘agro-feed’ chain seriously, helping you to achieve optimal solutions. Our innovative machines and complete feed mill solutions are designed and constructed to increase production and lower operational costs; with minimum energy consumption and maximum benefit to feed safety and ease of operation. Since 1949.

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E: Maril.van.kempen@aarsen.com
HYBRIMIN® introduces WinFumi 9.0

HYBRIMIN® introduced in feed formulation software WinFumi 9.0 a unique new feature for mixed feed, mineral feed or premix production: the so-called embedded declaration.

With the first WinFumi (Fumi for Windows) in 1995, HYBRIMIN® had already introduced the presentation of the formulation with the simultaneous display of the raw materials on the left side of the screen and the list of ingredients on the right side of the screen. Furthermore optimisation was integrated on the same screen. This was a significant step forward as it was no longer necessary for a feed optimiser to look at three separate screens for raw materials, ingredients and results.

HYBRIMIN® has expanded functionality even more to include the third component, the declaration. So it is now possible to see at once the raw materials, ingredients and the finished declaration. If you set one restriction, optimise for the first time or change a proportionate quantity, then the result with all the accounting prices will be identified first, then the label will be updated using the feeding stuff law on file and desired graphic layout. (see below) WinFumi 9.0 can contain up to 10 results in memory at once. Using the mouse, you go back and forth between these results. The declaration will keep on being updated within one second. This area can also be combined with the language feature, i.e. you can compute in English and create at the same time a declaration in a foreign language, for example Russian.

The time gain for the user is very high because the user does not have to click on the mouse as often and does not need to remember the formulation result by switching between windows.

For more information, please send us an email at info@HYBRIMIN.com or call us at +49 5152 52570-00 or +49 5152 3700.

Aquafeed.com – trusted since 1998

Aquafeed.com has been the trusted information resource for the highly specialized, complex and ever evolving aquaculture feed sector since 1998. Packed with news, technical information, and hundreds of resources, the Aquafeed.com website anchors a suite of services. The Aquafeed weekly newsletter distills industry-specific and related news from around the globe, regulatory updates, resource tips and more; the quarterly PDF-format magazine focuses on new products and applications of practical interest to commercial aquafeed producers. All are digital and available for free, in support of the industry.

In addition, Aquafeed.com now offers a technical feed and nutrition consulting service. Aquafeed.com will present its 10th technical conference for aquafeed professionals during FVG Select. Aquafeed Horizons is an essential meeting for aquafeed producers from around the world and is also the perfect place for ingredient and additive suppliers, technology companies and all those wanting to know more about what’s involved in production of feed for aquatic species. More information is available at feedconferences.com.

Aquafeed.com has a special website and publications to deliver information specific to feed and nutrition for early life stage and broodstock aquatic species: Hatcheryfeed.com.

The publication and consulting divisions will be present at FVG Select 2017 and look forward to meeting you.
BIOMIN Streamlines Digestarom® Product Portfolio

In an effort to focus on major livestock species, BIOMIN has streamlined the number of products within the Digestarom® phytogenic feed additive portfolio.

“A stronger Digestarom® product portfolio should ultimately deliver greater customer value,” commented Michael Noonan, Global Product Manager Phytogenics at BIOMIN. “We have seen a great deal of interest from integrators, producers and feed millers worldwide who are interested in a focused way to improve feed efficiency, particularly given the competitive global market context,” he added.

**Strengthened focus**
The effort will generate efficiencies and allow BIOMIN to allocate further attention, R&D and service to the application of phytogenic feed additives (PFAs) in poultry, swine, cattle and aquaculture species, including shrimp and fish. These areas are expected to produce the greatest increase in animal-derived protein products in the coming decades. The narrowed focus aligns the product offering with the core competency of BIOMIN in serving these areas of the agricultural sector.

**Market demand**
The phytogenic feed additive market has already topped US$500 million in annual sales. Of the one billion tons of feed used worldwide, just 3% were used in conjunction with phytogenic feed additives in 2015. The move away from antibiotic growth promoters and the uptake of novel growth promoters should boost demand for PFAs considerably in the future.

**Benefits**
Application of select PFAs offers a number of benefits to producers, including enhanced animal performance, better feed digestibility, improved feed efficiency and reduced emissions.

“Digestarom® is uniquely positioned to help the industry achieve sustainable, profitable production thanks to its one-of-a-kind formulation, documented mode of action, and proven efficacy in numerous field trials,” remarked Mr. Noonan, adding that “the bottom line is better feed efficiency, and at the end of the day that means protecting or improving profits.”

In total three products have been discontinued, while those for horses, rabbits and companion animals are no longer stocked – being available only on request.

Ag Growth International (AGI) – quality products and strong relationships

Ag Growth International (AGI) is a leading manufacturer of grain handling, conditioning and storage equipment. Our growth is driven by robust global agricultural fundamentals and our brands are amongst the most recognized in global agriculture in both Commercial and Farm sectors. We believe that strong relationships and quality products are the cornerstones to success – this philosophy guides our work with farmers, grain trader processors and port facilities.

Our product catalog includes augers, belt conveyors, grain storage bins, grain handling accessories, grain aeration equipment, grain drying systems, and fertilizer handling and storage systems. AGI has manufacturing facilities in Canada, the United States, Brazil and Italy and distributes its products globally.
Asia’s largest feed and grain event

Your global marketplace – an international event in an international city being held in a country with large home markets

What’s on show at FIAAP Asia 2018?
- Ingredients • Additives • Formulation • Laboratory equipment
- Quality control

What’s on show at VICTAM Asia 2018?
- Feed production technology • Packaging • Energy efficiency
- Auxiliary equipment • Biomass pelleting technology

What’s on show at GRAPAS Asia 2018?
- Rice milling and sorting technology • Flour milling technology
- Flakers, extruders • Grain processing systems • Additives

Industry conferences
- The FIAAP Asia Animal Nutrition Conference 2018 • Petfood Forum Asia 2018 • Aquafeed Horizons Asia 2018 • Global Milling Conference with GRAPAS Asia 2018 • Biomass and Biomass Pelleting 2018
- Third ASEAN Feed and Rice Symposium • Third ASEAN Feed Summit

Supported by
- Thai Ministry of Agriculture & Co-Operatives • Thai Department of Livestock Development • Thai Department of Fisheries • Thai Feed Mill Association • Thai Rice Milling Association • Thai Chamber of Commerce
- Federation of ASEAN Feed Associations • Thailand Convention & Exhibition Bureau

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More information
Please visit our website: www.fvg-asia.com
See us on Twitter, Facebook, LinkedIn and Google+ or scan the QR code:
Van Aarsen introduces new feeding device for its GD hammer mill to minimise explosion risk

Innovative ATEX-certified grinding installation
Employees, production equipment, and buildings are valuable assets. By minimising the required maintenance and maximising the service life of expensive grinding installations, it’s also possible to ensure that they are much more cost-effective. In order to further minimise explosion risk, Van Aarsen has introduced an innovative feeding device with an integrated heavy parts separator (also known as a “stone catcher”) for its GD hammer mill. The GD hammer mill with feeding device from Van Aarsen is also ATEX-certified.

Innovative feeding device with integrated heavy parts separator
When dust comes into contact with an ignition source, such as sparks, in an oxygen rich environment, there is a risk of explosion, and that is exactly what happens when the grinding process for grains and organic materials is started or stopped in a hammer mill.

Van Aarsen develops and manufactures machines for the production of compound feeds and premixes for the animal feed industry. It is also a leader in developing new techniques for minimising explosion risk without compromising the efficiency and quality of the grinding process. As such, Van Aarsen has now introduced an innovative feeding device with an integrated heavy parts separator for metal objects, stones, and other heavy objects. The heavy parts separator detects such objects and removes them to prevent them from being fed into the hammer mill and causing sparks.

Van Aarsen has optimised its heavy parts separator by automating the removal of heavy objects and the exchange of the screens take place at the same time, the downtime of the hammer mill is reduced and its capacity is increased. In order to provide a controlled release of pressure in case of an explosion, Van Aarsen has also fitted the bin beneath the hammer mill with a pressure relief valve. This feature ensures that the hammer mill also complies with the specific ATEX standards that apply in Germany for hammer mills.

Maximising the service life of screens and reducing maintenance and downtime
The new feeding device has a compact design and can easily be integrated into the GD hammer mill and the automated screen exchanger. Besides minimising the risk of explosion, Van Aarsen’s new feeding device with integrated heavy parts separator also prevents damage to the screens. This greatly increases the service life of the screens and significantly reduces machine downtime and maintenance.

The GD hammer mill from Van Aarsen is ATEX-certified and therefore complies with the strict European guidelines for the prevention of explosions. Van Aarsen also offers a range of other options for further minimising the explosion risk associated with the grinding process, including temperature monitoring and spark detection.

More information
At the EuroTier in Hannover, Van Aarsen will be showcasing its new feeding device with integrated heavy parts separator for the GD hammer mill aimed at further minimising the risk of explosion.

For more information, please visit EuroTier stand 21J13 or go to: www.aarsen.com
Vitafix ultra: tackling Mycotoxins to maintain high production levels

Fungi which produce mycotoxins can develop in the field (Fusarium spp.) or during storage (Penicillium, Aspergillus). It is very difficult to estimate the exact extent of the damage which is caused by mycotoxins. However, mycotoxins are considered to be a “global problem”.

This is confirmed by a study of the Food and Agriculture Organization which has estimated that 25% of the world’s crops are affected by mycotoxins each year, with annual losses of around 1 billion metric tons of feed and food products. As an example, losses due to aflatoxins in three Asian countries (Indonesia, Philippines, and Thailand) were estimated at $900 million.

In order to counter mycotoxins it is important to understand how they affect animals. Mycotoxins enter the gastrointestinal tract through the feed where they are absorbed in the small intestine. In this way they enter the bloodstream which has an immediate connection to various organs. Liver and kidneys try to transform the toxic mycotoxins into less harmful metabolites. However, this reaction can also lead to even more harmful metabolites (e.g. ZEA conversion to α-ZEA, the latter has a much stronger capacity of binding to the oestrogen receptor). Due to mycotoxins the overall immunity is strongly suppressed leading to all kind of secondary infections.

Action could be taken by replacing the contaminated feed or by adding an appropriate mycotoxin binder. It is very important to understand the structure of the mycotoxins. A standard toxin binder (e.g. Aluminosilicate) can only bind polar mycotoxins (e.g. Aflatoxin) effectively due to its layered structure and polarity. A more enhanced toxin binder like Vitafix Ultra contains active aluminosilicates which have the possibility to bind also nonpolar structures (e.g. Zearalenone).

On the other hand, DON is very difficult to capture through binding. This phenomenon is not necessarily because of its polarity but rather attributed to its globular structure which is caused by the fixed and rigid epoxide ring. In other words, the molecule is too large to be bound in the layered structure of the aluminosilicate (see below). In addition, the epoxide ring is responsible for a large part of the toxicity. It is important to transform the mycotoxin into a harmless metabolite. This can only be achieved by changing the chemical structure (i.e. biotransformation) whereby the epoxide ring is cut enzymatically and DON loses its toxicity.

In addition to the preventive measures and binding / transforming mycotoxins, Nuscience is able to provide additional support to the affected organs by creating a specific blend of natural antioxidants based on plant polyphenols which will reduce the oxidative stress in different organs.

Nuscience has developed Vitafix Ultra which is able to bind polar and nonpolar mycotoxins and transforms DON into a harmless metabolite. In order to support the animal and restore affected organs betaine and natural antioxidants were added. There should be mentioned that Vitafix Ultra shows a low affinity for vitamins and minerals.

Weanipops creates a smooth start after weaning

Raising piglets without a weaning dip should be the focus of each farmer. Piglets that stop eating for 24h suffer from gut damage resulting in a decrease of villi length. Additionally, it takes up to 6 weeks for the gut to recover completely. Moreover, a very close relationship has been seen between feed intake during the first week after weaning and slaughter weight. Therefore Nuscience has created Weanipops which ensures feed intake around weaning. In this way the functionality of the gut stays intact and no compromises should be made in nutrient absorption.

There are three different strategies to use Weanipops:

1. Weanipops is water soluble. Adding 1.5-2 l water to 1kg of Weanipops, results in a very smooth and stable porridge. This porridge can be fed to the freshly weaned piglets during the first week after weaning. A study performed at the University of Wageningen (The Netherlands) showed an increase in feed intake when piglets received porridge next to their dry weaning feed. This is thanks to the porridge, as well as due to an increased feed intake of the dry weaning feed.

It is advised to feed Weanipops two times a day next to the normal weaning diet. Dissolving Weanipops in warm water (40-45°C) in a ratio of 1:1.5 up to 1:2 will give the best results. If Weanipops is fed next to a dry feed, it is advised to feed 100g of dry matter/piglet/day.

2. Weanipops can be added to the regular starter diet to create a weaning feed. This will assure an increased feed intake after weaning, combined with a lot of safety thanks to the Nuscience health concept based on Aromabiotic and organic acids. In this way it is possible to assure good growth and optimum health. The inclusion rate of Weanipops in the starter diet will be about 30%.

3. Weanipops can be used in the farrowing unit as a creep feed in the last two weeks before weaning. Piglets that were eating very well before weaning will start to eat much faster after weaning. So not only will the piglets be heavier at the moment of weaning, they will also suffer less from a weaning dip and grow faster in the nursery.

Benefits to expect with Weanipops:
• Reduction of the relapse in feed intake
• Secure the integrity of the gut
• Support the general health thanks to the Nuscience health concept
• A unique homogenous and stable mixture without the need for special, expensive new feeders
• Better technical performances with higher daily weight gain.
Bioenergy currently accounts for more than 60% of EU’s renewable energy consumption – a share that is steadily growing and expected to continue to do so in the near future. Bioenergy is sustainable, affordable and secure. It is a sector that is maturing and that can offer outstanding new opportunities – think of new technologies like micro-CHP or torrefied biomass.

However, after a few mild winters and the rise of political uncertainties across Europe, new challenges lie ahead. We should also think about how to pave the way for advanced bioenergy solutions. We know from many past success stories that Europe can be stronger than any other region when policy and market push together in the same direction. However common ambitions require to have a clear vision of the future: market players should inform society on the future benefits the sector could provide to it, and policy makers should provide new perspectives on future policy frameworks in order to give business players time to adjust to these changes.

With this goal in mind, AEBIOM has decided to redesign its annual conference. Indeed, what better place than Brussels to discuss future political and economic challenges for the bioenergy industry? European Bioenergy Future, AEBIOM 2016 Conference’s objective is twofold: to provide you with the best networking opportunities with peers coming from Europe and beyond (for instance, a special matchmaking will be organised with African project leaders) and to provide you with an update on the future developments of both the policy and business side of the European bioenergy sector.

More than 40 speakers will deliver on the future of this sector by giving insights into how the market and the policy framework are evolving. For instance, this is a chance for business players to learn about tools that enable assessing and tackling risk in the pellet market, or to listen to the key market players explaining the role they foresee for biomass in the coming years.

On the policy side, this is the right occasion to learn more about the sustainability dossier and which consequences it will have for the bioenergy industry, or to have a deeper understanding of the developing EU bioeconomy strategy and the EU cascading study – and much more.

This conference could be the right opportunity to change the narrative around bioenergy at EU level. Learn more about the program and how you can contribute at www.conference.aebiom.org We hope to have the opportunity to count you among our 2016 participants!
Where market and policy meet.

“European Bioenergy Future—Where Market & Policy Meet” — is AEBIOM’s 2016 Conference focusing on the future of European bioenergy from an EU business and policy perspective.

Inspirational speeches, workshops, panels, and dedicated networking sessions will provide participants with pioneer visions on the future of bioenergy markets and the role bioenergy can play in forthcoming policy frameworks.

Learn more & register now at www.conference.aebiom.org

The European Biomass Association (AEBIOM) is the common voice of the bioenergy sector with the aim to develop a sustainable bioenergy market based on fair business conditions. AEBIOM is a non-profit Brussels based international organisation founded in 1990 that brings together around 30 national associations and 90 companies from across Europe thus representing more than 4000 indirect members including mainly companies and research centers. www.aebiom.org
On June 13, 2017 Victam International BV presents, together with Wageningen University and IFF, the VICTAM Feed Processing Conference during FVG Select 2017 in Cologne, Germany.

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