



August 2018 Newsletter

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Annual Golf Outing (South) – Next Week!

We had great weather, great turnout and a great time at the Red River Valley golf outing a couple weeks ago. Now it's time to take this show south. The southern Minnesota outing this year will be held at the Dacotah Ridge Championship Golf Course at Jackpot Junction, Morton, an 18 hole (scramble) event scheduled for **Wednesday, August 15**. The course was built on 240 acres of rolling countryside, with a blend of rugged prairie land, lakeshore, tree-lined ridges and pristine turf conditions, Dacotah Ridge Golf Club offers a beautiful and memorable golf experience that cannot be duplicated anywhere else in Minnesota. For more details on the event and to register, see insertion or visit our website.

Rail Loading Safety Seminar Scheduled For Early September

The Minnesota Grain and Feed Association will again be sponsoring a **Rail Loading Safety Seminar** on **Wednesday, September 12 at the Willmar Conference Center**. We received a lot of very positive feedback from those participating in the seminar last fall.

The seminar instructors will include Steven Fry, a trainer/instructor with Northern Plains Rail Services (NPRS) and Dave Nelson, MGFA Safety Program Director. The NPRS is a customer-focused regional railroad that began in 1997, which not only operates a 350 mile network in North Dakota and western Minnesota but also provides a "one-stop shop" for third party rail services, including track construction, rail car repair, locomotive servicing and supply, industrial switching, technical training and consulting.

The seminar will cover how to assess and mitigate potential hazards, explain why railcar inspections are so important, go into detail on railcar air brakes, explain basic rules pertaining to handbrakes, cover the safe operation of a locomotive or rail car mover, safe switching operations and much more. This seminar also offers your employees an opportunity to network with colleagues who are similarly involved with various tasks associated with loading rail cars. See the agenda on our website at www.mgfa.org > News & Events > Calendar of Events.

The registration fee is \$125/person for MGFA members or \$140/person for non-members, which includes class materials, lunch, breaks and instructor time. The seminar will run from 9:00 a.m. to approximately 4:00 p.m. **For lodging**, you can contact the Best Western Plus, located adjacent to the Willmar Conference Center, at (320)235-6060. We have a block of rooms reserved under "Minnesota Grain and Feed Association." **The room cut-off date is August 30.** Confirmations with directions will be sent prior to the event. Cancellations will be accepted through September 7. After that date, a full refund cannot be guaranteed. To register, visit our website www.mgfa.org > News & Events > Calendar of Events.

We want to encourage you to take advantage of this opportunity, to expose your employees to the various hazards associated with loading railcars and reinforce smart ways to mitigate these hazards. By doing so, you are protecting your most important asset - your employees!

MGFA Fall Grain Grading School Set For September 6 in Willmar

The last Grain Grading School of the year will take place on **Thursday, September 6**, at the Willmar Conference Center. The school will again involve USDA licensed grain inspectors as instructors. This final school of the year will cover all three major grains handled at the elevator - wheat, soybeans and corn. The school will begin at 9:00 a.m. and the cost is \$90 for members and \$100 for non-members. Space is limited so register today! For further details and to register, visit our website www.mgfa.org > News & Events > Calendar of Events.

Food Safety Modernization Act (FSMA) Implementation – "Last Call!"

As the final Food Safety Modernization Act (FSMA) implementation date approaches for nearly all impacted facilities, the Minnesota Grain and Feed Association and North Dakota Grain Dealers Association will be co-sponsoring one final opportunity for affected firms to "get up to speed" with the requirements contained in the FSMA. The meeting is scheduled for Wednesday, August 29th at the Courtyard by Marriott in Moorhead. We have assembled a host of industry experts that will break down the key sections of the Act for you. The meeting will also include access to an inexpensive and easy to follow FSMA written animal food safety plan implementation guide developed by Agres Consulting. The day will conclude with a Q & A with all of the presenters in a panel format so you can get all your questions answered. Don't get mad – get to this meeting, guaranteed to reduce your anxiety related to this new set of feed and food safety regulations. Access the agenda and registration form on our website www.mgfa.org > News & Events > Calendar of Events.

“Grain Convention” 2019

The 112th Annual Convention and Industry Trade Show of the Minnesota Grain and Feed Association, is scheduled for **March 4-6, 2019** and will be held at the Double Tree by Hilton, Bloomington. Please mark your calendar and make plans to attend this unique gathering of grain and feed industry friends and colleagues. The networking alone is worth the price of admission. This is the place where you can learn from other industry professionals, open up new business opportunities, learn about what is new to the industry and benchmark your company against your competition.

Welcome to a New member – Commodity & Ingredient Hedging (CIH)

We'd like to welcome Commodity & Ingredient Hedging (CIH) as the newest member of the association. Our team of nearly 70 employees strives to better manage the price of commodities you buy, sell or take title to on a regular basis. We have the experience to customize a fully integrated hedge program that will reduce your exposure to harmful price moves and bring greater control to your commodity and ingredient pricing efforts. Our services continue to develop in response to your needs. Our goal is to work with you, one-on-one, providing the necessary assistance and information to help you meet your organization's commodity price management objectives.

We consult on commodity price risk for approximately 450 domestic and international entities ranging from feed manufacturers, food companies, merchandisers, importers/exporters, livestock processors, crop producers, and livestock producers. The contact at CIH is Mike Shawver, VP of Business Development, Chicago – mshawver@cihedging.com or 321-596-7755 www.cihedging.com. Welcome aboard!

AFIA Applauds Passage of Bill to Improve Federal Process for Approving New Animal Drugs and Animal Food Ingredients

The American Feed Industry Association commends Congress for sending a bill to the president last week for signature - the Animal Drug and Animal Generic Drug User Fee Amendments of 2018 (H.R. 5554). This bipartisan legislation will continue providing the necessary resources to support the Food and Drug Administration's Center for Veterinary Medicine with completing more expeditious reviews of new animal drugs and improving FDA's review and approval process for animal food ingredients.

“For the past several years, AFIA has voiced its members' concerns to the FDA over the antiquated system for approving new animal food ingredients to be used in feed and pet food,” said AFIA's President and CEO Joel G. Newman. “While other countries have moved forward with safe ingredients that will enhance the safety, quality and nutrition of feed and pet food, our U.S. animal food ingredient manufacturers have been trapped in the lengthy and costly web at the FDA. We are encouraged that Congress has recognized the need for the U.S. animal food industry to have greater access to novel ingredients and drugs to improve animal health and wellbeing, while reducing costs for ingredient manufacturers so they can continue investing in much-needed research and development, and urge the president to quickly sign this bill.”

In recent years, the review and approval process at the FDA has slowed dramatically, preventing new animal food ingredients from reaching the marketplace. A recent study by Informa Economics, on behalf of the Institute for Feed Education and Research, found that for every year of delay in the approval process, submitting companies across the animal food industry were losing an average \$1.75 million in revenue. Review times have increased in recent years, now averaging anywhere from three-to-five or more years. In addition, as the regulatory requirements to achieve these approvals have increased, companies have been forced to hire additional staff to decipher the legal language and complete all the necessary paperwork to usher ingredients through the process.

The bill includes language that would streamline the FDA's process for approving new animal food ingredients, reducing the burden on both the agency staff and the regulated industry without compromising

animal food safety. It would also require the FDA to provide guidance to submitting companies regarding how the data should be formatted and the scientific rationale when the agency requests more data or time to review submissions.

In addition, the law strikes an unnecessary provision in the Food and Drug Administration Amendments Act of 2007 that previously required the FDA to establish ingredient standards and definitions for pet food, which the agency sought to expand to all animal food. This provision is duplicative with the review process that has been in place at the Association of American Feed Control Officials for years, whereby the association sets definitions for all ingredients used in animal feed and pet food in its annual *Official Publication*, the legal listing by which states abide for the commercial sale of animal food products. In making this change, it ensures that the hundreds of safe ingredients that have been used in feed and pet food since the 1960s are still available in the marketplace.

MGFA Sustaining Sponsor Spotlight - AgCountry Farm Credit Services

At AgCountry Farm Credit Services, we work hard to meet the unique financial needs of farmers, ranchers and agribusinesses by providing competitive credit and financial services products with more options, greater flexibility, competitive rates, local decision making and personalized service.

We employ experienced credit and financial services specialists with a comprehensive knowledge and understanding of agricultural finance. We team-up to bring more to the table by delivering creative solutions that add value and facilitate your success. We also offer a variety of ways to do business -- in offices, on farms and online -- to make working with us simple, convenient and efficient.

Headquartered at 1900 44th Street South in Fargo, ND, AgCountry has managed assets in excess of \$7 billion and nearly 600 employees. Offices are maintained in 38 locations throughout our territory to provide customers with convenient access to our staff as well as to our products and services.

We are a member-owned, locally governed lending institution that provides credit and financial services to more than 18,000 farmers and ranchers in eastern North Dakota, western Minnesota and central Wisconsin. We also provide agribusiness loans and leases nationwide.

AgCountry is a part of the Farm Credit System, a nationwide network of cooperative financial services institutions that serves rural America. The primary goal of the System is to support rural communities and agriculture with reliable, consistent credit and financial services, today and tomorrow. AgCountry receives loan funds and vendor services from AgriBank, located in St. Paul, Minnesota. AgriBank is cooperatively owned by Farm Credit Services associations in 15 Midwest states.

The MGFA is certainly grateful to AgCountry and the other Annual Sustaining Sponsors, for their annual contribution and support of the various programs and services provided by the association.

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