



September 2019 Minnesota Grain & Feed Association Newsletter

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Safety is Imperative with Harvest Just Around the Corner

With fall harvest approaching and the hustle & long working hours that accompany it, it's always a good idea to keep safety top of mind. Please take a look at the attached [Preparing Bins for Harvest](#) safety sheet provided by the National Grain & Feed Association (NGFA). The information provides an excellent reminder to those working in the grain industry to recognize the hazards and stay safe.

NGFA has also produced a short video that reviews the basic safety precautions and equipment needed to enter a grain bin. This short video on "[Bin Entry Safety](#)" breaks down each step of the process to ensure

managers and employees don't miss a step and stay safe every day. We've shared this video on the MGFA Facebook page.

In the last month, we've seen 4 on-farm deaths from working in/around grain bins in Minnesota and at least 2 other incidents where the individuals involved survived. While bin entry in the commercial grain industry is regulated, on-farm activity is not. Please feel free to share the safety message with your patrons so they are reminded of the hazards associated with working in/around grain bins.

Purdue University Releases Grain Entrapment Statistics for 2018

Purdue University's Agricultural Safety and Health Program recently released its "[2018 Summary of U.S. Agricultural and Confined-Space Related Injuries and Fatalities](#)" report, which documents 30 grain entrapment cases that occurred in 2018.

The 30 cases represent a 30 percent increase in grain entrapments from 2017, when 23 entrapments were recorded. The number of fatal cases (15) was the fifth largest recorded after 2010. Notably, Purdue does not specifically identify the number of grain entrapment cases that occurred on farm versus at commercial facilities. Historically, 70 percent of grain entrapments have occurred on farms.

When it comes to all confined space-related incidents – including those not involving grain entrapment – 61 fatal and non-fatal cases were documented in 2018. This was a 13 percent increase from the number of cases documented in 2017, when 54 were recorded. Of these, 27 (43 percent) were fatal and 49 percent of all cases were directly related to grain entrapments. Purdue's report notes that the frequency of incidents decreased, marking the lowest reported five-year average since 2008.

The summary is based on data gathered, documented and entered into Purdue's Agricultural Confined Space Incident Database.

The causes behind the significant drop in non-fatal cases is unknown, but it is believed that most confined space incidents are underreported, especially those resulting in non-fatal grain entrapments. Based upon prior research, Purdue estimates that the documented annual cases represent 70 percent of the total number of cases that have occurred annually in the Corn Belt.

NGFA and its safety partners have the [resources](#) – including videos and regional safety seminars – to assist employers in preventing common grain entrapment hazards, as well as providing the appropriate safety standards for farms and commercial facilities.

Source: NGFA Newsletter

Purchase Your 3 DVD Set - MGFA Grain Bin Rescue Training & Firefighter Response to a Grain Elevator or Feed Mill Fire or Explosion

A handful of years ago, the Minnesota Grain and Feed Association produced a video to train volunteer firefighters and first responders on how to respond to a grain bin rescue situation and proper response to a grain elevator or feed mill fire. With turnover in personnel at volunteer fire departments and in the first responder community, there is an on-going need to provide specific training that addresses these unique situations both at a commercial grain elevator and on-farm.

MGFA's 3 DVD set of training videos is available for purchase now for \$95. You may consider purchasing a copy to donate to your local fire department. (We would encourage you to check with your local fire department to determine if they already have a copy.) To preview the two part (classroom and on-site simulator training) grain bin rescue video and/or the video on responding to a grain elevator or feed mill fire, go to our website at www.mgfa.org > News & Information > Safety & Health > Safety Videos. To order your set, click [here](#) for the order form.

MGFA Sustaining Sponsor Spotlight - BNSF Railway

Today's BNSF Railway is the product of nearly 400 different railroad lines that merged or were acquired over the course of 170 years. While many different railroads combined to form BNSF, the people who worked at those railroads shared many traits. The people who built BNSF were — and continue to be — a unique breed, blending the forward-thinking of dreamers with the pragmatism of results-oriented business leaders. This heritage played a central role in settling and growing the American West, and today, BNSF continues to have a significant impact in meeting the needs of shippers and serving the economy. BNSF Railway is one of North America's leading freight transportation companies, with a rail network of 32,500 route miles in 28 states and three Canadian provinces, and employing nearly 44,000 people. BNSF is one of the top transporters of the products and materials that help feed, clothe, supply and power communities throughout America and the world. BNSF moves those goods more safely and efficiently, on significantly less fuel, with fewer emissions than the all-highway alternative. In 2018, BNSF hauled 1.2 million carloads of agricultural commodities - moving enough grain to supply 900 million people with a year's supply of bread.

Since 2015, when MGFA created the Sustaining Sponsor Program, the Association has been grateful to BNSF Railway and all of our Sustaining Sponsors for their annual contribution and support of the various programs and services provided by the Association. Thank You!

Member News

Welcome to our Newest MGFA Member – New Vision Co-op

We'd like to extend a warm welcome to our newest MGFA member, New Vision Co-op, Brewster, MN. New Vision Co-op serves more than 2,000 member-owners in southwest Minnesota, northwest Iowa and eastern South Dakota from 19 locations. New Vision Co-op has previously been a member of MGFA, but it has been several years and we appreciate their return as members of the Association.

New Vision Co-op also has a new general manager, Matt Ashton. Matt came on board last month and succeeds Frank McDowell, who retired after 20 years at New Vision Co-op.

CHS Increases Soybean Capabilities with Expansion

CHS Inc. is expanding its Fairmont, MN soybean processing plant. Construction is underway and expected to be completed by fall 2021.

"CHS is always looking for ways to expand market access for farmers' crops and improve operational efficiencies," said Scott Erdal, director of risk management and business development. "This renovation project will deliver value on several fronts. The processing expansion and improvements will allow CHS to grow market access, add value to our owners, capitalize on consumer demand for protein and ensure continued safe operations for our employees and the communities where CHS does business."

The operational and safety improvements will increase the Fairmont plant's soybean crush and soybean oil production capacity, enhance product quality and optimize production at the CHS soybean refinery at Mankato, Minnesota, U.S.

CHS said soybeans at the Fairmont facility will be processed into oil and then transported to the Mankato processing plant for further refining. CHS Processing and Food Ingredients serves food and feed ingredient companies across the United States and many export destinations.

"Regional livestock expansion has created new demand for quality soybean meal," Erdal said. "This project will increase crush capacity at Fairmont and help us optimize our Mankato soy crush and refining platform."

Fall MGFA Magazine Arrives in the Mail

The Fall edition of the MGFA magazine, *Mill & Elevator News*, should have arrived for members in the last few days. There are lots of great photos, stories and news items featuring MGFA members inside. Hope you enjoy it!

Job Opportunity

Pro-AG Farmers Cooperative Seeks Candidates for CEO - General Manager

Parkers Prairie is located 20 miles north of Alexandria (population 13,500); mid-way between Fargo / Moorhead and Minneapolis / St. Paul. Their trade area is in the heart of lake country. For additional information on the Cooperative, go to www.proagfarmers.com. For community and area information go to: www.lakesnwoods.com/parkersprairie.

COMPANY HIGH LIGHTS - The board of Directors of this very financially sound \$100 million cooperative headquartered in Parkers Prairie, MN is seeking a replacement for their retiring CEO-GM. Products and Services include: Grain marketing, storage & shipping, full service agronomy, Feed manufacturing & sales - bag & bulk, Seed, Petroleum, Propane, Country Store, Farm Supplies and milk marketing. The Cooperative operates facilities & services in ten communities including Alexandria, Clarissa, Garfield, Parkers Prairie, Brandon, Browerville, Henning, Eagle Bend, Hoffman and Urbank. The company's Grain handle is 13.3 million bushels, with a new unit train loader on the C.P in Hoffman, built to accommodate up to 133 cars; plus 4 truck facilities. They operate 4 Agronomy service centers and 2 feed manufacturing plants plus several retail farm store / bag feed locations, bulk petroleum and a Country Store. They also own 50% of a bulk petroleum LLC with another cooperative.

The cooperative is governed by a nine person board of directors. Eighty full time employees, plus 15-20 part-time employees and 25 seasonal employees provide excellent service to the member patrons. A full employee benefits package including a 401K plan with company match is offered to employees.

REQUIREMENTS - Preferred candidates will have a minimum of 5 years management level experience in Grain operations and Ag Business. Must have a background in grain merchandising, storage and shipment. Prefer experience with Agronomy operations; experience in other products handled helpful. Must possess excellent communication and leadership skills with a thorough understanding of finance, operational controls and planning.

APPLICATION DEADLINE - October 31st, 2019

TO APPLY - Send resume plus 3 references to:

Lee Uldbjerg: uldbjergconsulting@gmail.com; Phone: 320-894-5351 and
Larry Wojchik: lewojchik@gmail.com; Phone: 715-781-2906

Japan Trade Agreement Would Be Boon for U.S. Animal Food Industry

Following President Donald Trump's action of sending to Congress his intent for the U.S. to ratify a free trade agreement with Japan in the coming weeks, the American Feed Industry Association's President and CEO Joel G. Newman made the following statement:

"AFIA is pleased the administration has reached an initial trade agreement on tariff barriers with Japan and intends to enter into the agreement in the coming weeks. We are hopeful this agreement will show progress in bringing the U.S. animal food industry closer to the level of tariff treatment Japan affords our competitors in the recently implemented Comprehensive and Progressive Agreement for Trans-Pacific Partnership. We are eager to review the final text and for further developments in subsequent bilateral negotiations with Japan."

Japan represents the United States' third largest export market behind Canada and Mexico for feed, feed ingredients and pet food products at a value of \$986 million in 2018. By eliminating existing barriers and leveling the playing field, a U.S.-Japan trade agreement will allow America's animal food and ingredient manufacturers greater access into this marketplace.

Source: AFIA

FDA Draft Guidance Brings Remaining OTC Medically Important Antimicrobials for Animals Under Veterinary Oversight

On Monday, the Food and Drug Administration released a draft guidance for industry outlining the process for changing the approved marketing status from over-the-counter (OTC) to prescription (Rx) for antimicrobials that are medically important for humans and used in animals.

The guidance for industry (GFI) #263, "[Recommendations for Sponsors of Medically Important Antimicrobial Drugs Approved for Use in Animals to Voluntarily Bring Under Veterinary Oversight All Products That Continue to be Available Over-the-Counter,](#)" explains the recommended process for voluntarily bringing the few remaining approved animal drugs containing antimicrobials of human medical importance, such as injectables, under the oversight of licensed veterinarians.

This guidance is part of the [FDA's Five-Year Plan for Supporting Antimicrobial Stewardship in Veterinary Settings](#) and builds upon [GFI #213](#), which outlined the process for animal drug sponsors to work collaboratively with the FDA to voluntarily change OTC medically important antimicrobials used in the feed or drinking water of food-producing animals to Veterinary Feed Directive (VFD)/Rx marketing status and eliminated the use of these products for production purposes (e.g., growth promotion). These changes took effect in January 2017.

The FDA is proposing a two-year implementation period for the marketing status changes outlined in GFI #263. The agency intends to reach out to affected stakeholders and state partners to answer questions about the recommended process for voluntarily making these marketing status changes.

For questions about GFI #263 or the VFD regulations, contact [Louise Calderwood](#), AFIA's director of regulatory affairs.

Source: AFIA

New GFLI Entity to Make Environmental Data on Feed Ingredients Publicly Available

ARLINGTON, VA – Recognizing that animal feed is a critical component in measuring the total environmental footprint of animal nutrition products, an international consortium came together in 2016 to establish a "global gold standard" for calculating the life-cycle analysis (LCA) of feed ingredients. Now, the founding partners of the Global Feed LCA Institute (GFLI) are establishing a legal non-profit institute, under the same name, to expand its work and make the data more widely available to stakeholders throughout the global food value chain.

"Having access to reliable and scientific environmental data on feed ingredients is important for companies, academia and others working on sustainable animal protein production for not only improving the accuracy of their environmental reporting, but also for benchmarking and setting future sustainability goals," the founding GFLI partners said.

The institute's mission will be to make publicly available an expanded regional and sectorial animal nutrition LCA database, consolidating the existing LCA datasets GFLI developed for the European Union, United States and Canada. The initial datasets are based on the environmental standards of the Livestock

Environmental Assessment and Performance (LEAP) Partnership, a project led by the Food and Agriculture Organization of the United Nations. The institute will also develop tools to assist stakeholders in assessing the environmental footprint of animal nutrition products and encourage continuous improvement throughout the global animal nutrition and food industry.

“The consortium is a great example of several international feed partners taking responsibility voluntarily and creating something that will serve a greater good to the animal agricultural community,” said GFLI Board chair Greg Downing. “Now, as a formal non-profit association, we will be able to expand our work of developing LCA datasets for feed ingredients for other regions and broaden our reach with stakeholders making sustainability decisions.”

The GFLI Board launched the new institute on Sept. 19 at the American Feed Industry Association’s (AFIA) offices in Arlington, Va., USA. The new legal entity will be incorporated in the District of Columbia, USA, and Agribusiness Service B.V., an independent third party based in Europe, will manage its daily operations. The institute is expected to be operational by early 2020.

The founding partners elected the following representatives to serve on the institute’s inaugural Board of Directors:

- American Feed Industry Association – Constance Cullman, AFIA president and CEO-elect, and Greg Downing, member of the GFLI North American Project Group (Board chair)
- European Feed Manufacturers Federation (FEFAC) – Nick Major, FEFAC president, (Board vice chair) and Lina Sofie von Fricken, chair, EU GFLI Group
- Animal Nutrition Association of Canada (ANAC) – Melissa Dumont, ANAC executive director
- International Feed Industry Federation (IFIF) – Sebastian Csaki, IFIF senior advisor
- Norwegian Seafood Federation (NSF) – Henrik Stenwig, NSF director

The institute’s technical management committee chair will also serve as a member of the Board.

For more information on participating in the GFLI project or gaining access to the current datasets, contact info@agribusiness-service.nl.

Source: AFIA

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