

In This Issue

[From The Executive Director](#)

[Alliance Leads Efforts on
Immigration Reform](#)

[US House Passes Farm Bill
Nutrition Title](#)

[Anti-Animal-Cruelty Bill Passed](#)

[Alliance Budget Approved](#)

[Alliance 2014 Policy Priorities](#)

[Orlando 2014 - NEAFA Annual
Meeting](#)

[OSHA HazCom Standard Triggers
Legal Challenge](#)

[Member News - CFD](#)

[Member News - Eagle Supply](#)

[Member News - Lallemand](#)

[Member News - Phoenix Feeds](#)

[Welcome New Members](#)

[Send us your News](#)

[Job Openings](#)

[Calendar of Events](#)

The President's Pen...

When the Northeast Ag and Feed Alliance was created ten years ago, the targeted budget for outreach to legislators and regulators was less than \$1,000. Thanks to the support of our members and sponsors, and the success of Alliance led events, we are now able to devote meaningful resources to developing relationships with educators, legislators and regulators. By having regular contact with these groups throughout the northeast and at the federal level Alliance members will increase awareness of what our businesses contribute to food safety, environmental quality and the rural economy. See the associated articles in this newsletter.

At the core of our increased activity will be an electronic system to simplify the process for Alliance members to reach out to legislators. The new e-lobby arrangement will provide a "few clicks" structure for contacting elected officials. Rick Zimmerman and Louise Calderwood, Alliance staff, will develop material for members to use.

The Alliance is also increasing outreach to the public beyond legislators. Use of Facebook, blogs and news releases will allow the Alliance to reach more people with our message of the role of animal management practices and emerging technologies in providing safe and wholesome food for an expanding population. Our goal is to be a valued source of accurate and timely information to leaders and the general public about the importance of agriculture and the reason why producers use many common and accepted practices.

The new communication and government relations activities are just one more tool the Alliance has developed as it moves forward in an expanded role to provide leadership for northeast agriculture through education, advocacy and collaboration.

William Colten
NEAFA President



Board of Directors:

William Colten
President
315-701-4482
splitty8@aol.com

Dr. Rick Grant
Vice President
518-846-7121
grant@whminer.com

Richard Casler
Secretary
518-478-7850
rcasler@feedcorp.com

John Clark

Alliance Leads Efforts on Immigration Reform

With immigration reform moving in the Senate and stalled in the House the Northeast Ag and Feed Alliance collaborated with Northeast Dairy Producers Association, state Farm Bureaus and others to organize over 20 meetings in New York, Vermont, Maine, New Hampshire and Pennsylvania between congressional representatives and the farming community. September saw the continuation of face-to-face meetings with Northeast legislators that began during the August recess.

Alliance board member Jeff Durkin attended the meeting held with Congressman Chris Collins, (WNY).

He commented, "Access to high quality labor is essential to the growth and profitability of the Northeast Dairy Industry. Immigration reform is a critical part of ensuring continued access to quality labor. This issue affects all of us, up and down the supply chain." In follow-up to the meetings, four Republican Congressmen from New York signed a letter to the House leadership urging prompt passage of immigration reform

Treasurer

315-868-5646
johnclark@nasf.us

Art Whitman

Immediate Past President

802-442-2851
art@whitmansfeed.com

- Directors -

Mark Anderson

315-247-7176
manderson@diamonddv.com

Barry Baetz

585-457-9471
barrybaetz@roadrunner.com

Andy Dugan

603-437-3400
adugan@goldstarfeed.com

Jeff Durkin

716-652-4177
jeff.durkin@verizon.net

Stuart Hall

860-649-4523
shall@cccfeeds.com

Tom Hickley

802-349-0993
thickley@phoenixfeeds.net

Corwin Holtz

607-844-3649
holtz296@frontiernet.net

Chip Hyde

315-689-6384
cnyfeed@verizon.net

Peter Karnezos

802-999-4634
pkarnezos@comcast.net

Blake Lutz

607-432-7984
blakelutz@lutzfeed.com

Jenny Mills

315-697-7669
millsjk@lilly.com

Lon Stephens

607-651-9078
lpstephens@co-opfeed.com



legislation. The quartet consists of Congressmen Chris Gibson, Chris Collins, Richard Hanna and Tom Reed. In part, the letter states:

The inability of New York farmers to access a stable and legal workforce has cost New York jobs, and impacts the safe and reliable supply of food and fiber produced in the state. The agriculture community in New York State has consistently raised this issue as the biggest limiting factor to agricultural stability and expansion. The concern over farm labor availability is already influencing farm investment and management decisions. Many successful, forward-looking operations that have positioned themselves for growth opportunities, which will improve our economy and could create more American jobs, are holding back due to concerns and uncertainty in their labor supply.

In Vermont Congressman Peter Welch (D) led an in depth discussion on the need for immigration reform when he met with farmers at the Addison County Field Days on August 9th. Congressman Welch detailed proposed reform measures to allow dairy farmers to maintain their current workforce by establishing a process, which will require workers to pass through background checks and other requirements in order for them to continue work on their dairy operations.

In a September 8 memo outlining the House of Representatives' fall agenda, Majority Leader Eric Cantor (R-VA) provided no further insight as to when the lower chamber will address immigration. Cantor's memo stated the his priority to pass legislation addressing border security and immigration enforcement before considering comprehensive reform measures, but made no mention of when this will happen. Even if immigration reform passes and is signed into law this year, it is unlikely that any new program to ease access to foreign agricultural workers will be implemented before 2016.

US House Passes Farm Bill Nutrition Title

The House narrowly passed a stand-alone nutrition title, Nutrition Reform and Work Opportunity Act of 2013, separate from a comprehensive Farm Bill. The nutrition act is designed to cut an estimated \$39 billion from Supplemental Nutrition Assistance Program (SNAP) programs over the next decade. The vote was 217-210, with all Democrats and 15 Republicans voting against the bill. The House now has separate proposals for a five-year Farm Bill and a three-year nutrition program.



The nutrition issue has been brewing for a long time and it finally came to a head when the House leadership brought the Nutrition Title to the floor on September 19th. The House leadership wants able-bodied individuals of 50 years or younger without dependents to have to meet certain work requirements in order to be eligible to receive food stamps. Critics of the House Nutrition Title say that it will reduce enrollment in the food stamp program by 3.8 million people and would affect individuals who need to receive these benefits.

How the two-piece House Farm Bill is incorporated into final Farm Bill negotiations remains to be seen. The Senate version of the Farm Bill includes both agriculture and nutrition programs and outlines \$4.5 billion in cuts to nutrition program. The Chair of the Senate Agriculture Committee, Debbie Stabenow (D-MI), has signaled that she is willing to accept \$8 to \$10 billion in food stamp cuts. But it is very unlikely that the Senate would agree to \$39 billion in cuts proposed in the House version.

In addition to the chasm between the two nutrition program proposals, Farm Bill negotiations will also need to address two different dairy policy proposals. The Senate version includes the National Milk Producers Federation's (NMPF) Dairy Security Act, with its Dairy Market Stabilization Program. The House version incorporates the so-called Goodlatte-Scott Amendment, which includes only margin insurance.

Contact Us:

27 Elk Street
Albany, NY 12207

Phone: 888-445-4595
Fax: 518-783-1258

www.northeastalliance.org

Rick Zimmerman
Executive Director
zimmerman@zga-llc.com

Louise Calderwood
Governmental Relations
Director
rcalderwod@aol.com

Sue Kinner
Membership &
Meeting Registration
sue@nysta.org

Compiled from the NDFCE September 20, 2013 Newsletter and Diary Business Update, Vol 24, No 36.

Anti-Animal-Cruelty Bill Passed By New Hampshire House Committee

The New Hampshire House Environment and Agriculture Committee endorsed an anti-animal-cruelty bill that is strongly opposed by the Humane Society of the United States by an 11-6 vote.

The legislation requires anyone who sees livestock or poultry being abused to contact the local police within 48 hours, and let officers know whether they took any photographs or video of the abuse. Opponents have labeled it an "ag-gag" bill and say its true goal is to prevent evidence of animal abuse, such as undercover videos of factory farms, from becoming public.

But supporters said the bill would help stop animal abuse quickly when it is happening and help protect New Hampshire farmers from spurious public accusations when it isn't. "What we're trying to do is to protect the small farmers in New Hampshire. . . . What we're trying to do is to prevent what I think an attorney would refer to as 'frivolous actions,' by making people think before they accuse," said Rep. Janice Gardner, a Dover Democrat.



The bill won't go to the floor for a vote until January. If it passes, it will go to the House Criminal Justice and Public Safety Committee for a second look. If it passes the Democratic-controlled House a second time, it will then go to the Republican-controlled Senate.

Under the bill, failure to report animal cruelty would carry a fine of \$250 for the first offense and \$1,000 for each subsequent offense. Similar bills became law in Iowa, Missouri and Utah in 2012. Tennessee Gov. Bill Haslam vetoed a similar bill in May, saying it could infringe on constitutional rights including freedom of the press.

Hudson Republican Rep. Bob Haefner, the New Hampshire bill's prime sponsor, said the first priority is to stop animal abuse as quickly as possible. But a second goal, he said, is "to make sure that our farmers here in New Hampshire are not accused of cruelty in the court of public opinion - that they're never informed of it, law enforcement is never informed of it, there's no official charges, just charging them in the court of public opinion. The intent is to stop that." Animal-rights groups came out against the bill in January, calling it disingenuous and un-American. The Humane Society of the United States said the latest version isn't much of an improvement.

The bill "gives the illusion of animal protection," but is "deliberately designed to obstruct the detection and documentation of farm animal abuse, not to ensure these crimes are reported to the proper authorities," wrote Joanne Bourbeau, northeastern regional director for the Humane Society, in a letter to committee members this week.

Excerpted from Concord Monitor, Tuesday Sept 10, 2013, Ben Leubsdorf

ASSOCIATION NEWS

Alliance Board Approves FY 2014 Budget

The Northeast Ag and Feed Alliance Board of Directors approved an annual operating budget of \$230,600 in support of Alliance activities. Board Treasurer John Clark highlighted continued strong membership numbers and sponsor backing of the annual meeting, Golf for Good Works and spring nutrition conference as essential for expansion of Alliance activity in support of the agriculture in the northeast.



The budget as passed includes increased funding for Alliance communications activities and government relations work.

Members will see increased activity in:

- Facebook posts
- News releases
- Development of an Alliance blog
- On-going quarterly newsletters and e-mail updates.
- Subscription to an e-lobby system so Alliance members can respond quickly and efficiently when input is needed on issues at either the state or federal level.

Goals of Alliance communication efforts are to increase awareness and action of members of Alliance efforts in advocacy, education and collaboration; increase awareness of educators, legislators and regulators of what feed manufacturers do in the way of food safety and providing farm level technical support; and increase the awareness of the public of accepted agricultural practices

In support of government relations, the Alliance board will increase contact with regulators, legislators and educators throughout the northeast through face-to-face meetings and regular correspondence. For the past three years, Alliance members and staff have visited with commissioners of agriculture, state legislators and land grant university faculty members to develop relationships with key leaders region wide. Expanded efforts will support Alliance action to provide accurate, timely information to leaders to assure the importance of agriculture in public policy decisions is readily apparent.

Alliance Board Approves 2014 Policy Priorities

Policy priorities for 2014 were unanimously accepted during the September meeting of the Alliance Board. Recommended by the Alliance Government Relations Committee, the priorities provide general guidance for Alliance policy engagement throughout New York and New England.

Art Whitman, chair of the Government Relations Committee said, "When we meet with policy makers it is very useful to have a document stating the Alliance position on key topics such as use of science based technology and the regulation of our members." Copies of the policy priorities are distributed to appropriate elected and appointed officials at the start of the new year and are used to guide conversations during meetings addressing policy issues.

Examples of topics addressed in the document include:

- The Alliance supports the rights of farmers to utilize science-based animal practices and crop production technology in the management of their farms.
- The Alliance recognizes the existence of appropriate voluntary consumer labeling programs for food and does not support increased regulatory oversight of food labeling to identify specific production practices.
- The Alliance supports thoughtful reform of Federal dairy policy through Farm Bill development and other appropriate measures.
- The Alliance supports immigration reform measures that recognize the vital role of foreign labor for the maintenance of a robust food production system.

A full copy of the 2014 policy priorities can be found on the Alliance web page at:
www.northeastalliance.com/general_files/PolicyPriorities2014.pdf



Help celebrate the Northeast Ag and Feed Alliance's 10th Anniversary by being a sponsor for our Annual Meeting and Forum in Orlando March 3-4, 2014. The Marriott Orlando World Center Resort will host next year's event and we welcome your sponsorship support.

A great program with outstanding speakers is being planned. For a Preliminary Agenda, [please click here](#).

Sponsorship support has been a key component to the Feed Alliance's ability to host such a first rate conference and we want to offer you benefits for your dollars by including exhibit space in almost all of our sponsorship levels. In addition, there are a host of other benefits provided for each level of sponsorship. ***Pledge by October 18th and you will be listed in our registration brochure!***



Plenty of Networking Opportunities

Excellent Speakers

Producer Panel Discussion with Northeast and Florida Farmers

Breakout Sessions on Timely Topics

Golf Tournament

Farm Tour

Spectacular Venue!

Please [click here to review/print the sponsorship pledge form](#), and determine what specific event(s) you would like to sponsor.

You won't want to miss Orlando in March or being part of our 2014 Annual Meeting and Forum.

INDUSTRY NEWS



OSHA HazCom Standard Triggers Industry Legal Challenge

A coalition of industry trade associations has filed a legal challenge against the Occupational Safety and Health Administration (OSHA) over its inclusion of new language on combustible dust in its revised hazard communication standard.

The law suit is being pursued by the industry organizations on the grounds that the agency violated several federal laws for, among other things, not seeking public comment on including combustible dust during its rulemaking process on the hazard communication standard. Subsequent settlement discussions with OSHA to resolve the matter were unsuccessful.

Under the revised standard, OSHA deems combustible dusts to be hazards "not otherwise classified." This position ostensibly requires employers to subject combustible dusts to most of the same labeling and safety data sheet requirements as hazardous chemicals. Specifically, this OSHA ruling would require that safety data sheets be developed and accompany shipments for products that produce combustible dust. It also would mean that these products would be required to have an OSHA-approved label.

The industry coalition filing the legal challenge consists of the American Feed Industry Association (AFIA), Corn Refiners Association (CRA), National Grain and Feed Association (NGFA), and National Oilseed Processors Association (NOPA).

Compiled from AFIA Industry Advisory

MEMBER NEWS



In 1935, a group of feed mills established Co-operative Feed Dealers Inc in Binghamton, New York. Their goal was to assist independent feed mills and improve their purchasing power of feed ingredients so they could compete effectively with the larger corporate mills. CFD was founded under the co-operative corporation laws of New York State and throughout the years, profits have been returned to CFD members in the form of patronage dividends.

Under the co-operative, independent dealers, buying through CFD, receive competitive prices on retail store merchandise and feed ingredients. As the organization grew and proved effective, more services were added to meet the needs of members and customers. Today, CFD has expanded to distribute agricultural, garden and pet supplies to numerous market segments. Customers include feed mills and retail locations (farm supply stores, tack and feed stores, lawn & garden centers, hardware stores, pet supply stores, sporting goods stores and shoe stores).

In addition to offering a wide variety of product lines, CFD also provides customer service, and delivery capabilities

in the northeast. They have partnered with hundreds of the nation's top suppliers to offer nearly 4,000 products for farm, garden, wildlife and pet needs.

In June 2003, to better serve their expanding customer base, CFD moved to a 128,000 sq. ft. facility in the Broome Corporate Park in Conklin, NY. Additional warehouse space was needed to accommodate the expansion and addition of new product lines such as Muck Boots and its own line of wild bird food - Aspen Song Wild Bird Food, which is milled and bagged in upstate New York.

CFD can source a wide variety of commodities in bulk trailer loads or hopper cars and direct trailer loads on a variety of product lines. The cooperative distributes a weekly newsletter with timely market updates and provides forward basis and flat price contracting.



Eagle Supply Company, LLC announced that Rene Lavoie has joined the company as Director of Purchasing and Vendor Relations. He was previously with Co-Operative Feed Dealers, Inc.



Lallemand Animal Nutrition Introduces Forage Center of Excellence

Lallemand Animal Nutrition, in partnership with the William H. Miner Agricultural Research Institute (Miner Institute), is pleased to announce the development of the Forage Center of Excellence in Chazy, NY. The Forage Center of Excellence represents a significant investment in forage fermentation and microbiology research.

"At the Institute, we're excited about the Forage Center of Excellence because it fits hand-in-glove with our long-standing research focus on efficient forage-crop use by cattle," says Dr. Rick Grant, President of the Miner Institute. "As producers strive to feed more forage to their herds, the cutting-edge research from this center will be just what they need to feed forage more profitably."

The Forage Center of Excellence will serve as the Lallemand Animal Nutrition research and development hub for improving forage fermentation and management. Lallemand will have a research team at the Miner Institute focused on this research and discovery, says Dr. Bob Charley, Forage Products Manager, Lallemand Animal Nutrition.



Phoenix Feeds & Nutrition of New Haven, Vermont has voluntarily undertaken third party certification for compliance with the Facility Certification Institute (FCI) Restricted Use Protein Products (RUPP) certification program. Developed in partnership with the American Feed Industry Association (AFIA), the plan incorporates the FDA's inspection program for compliance with substances prohibited in ruminant feed. Under the program independent certifying agents visit facilities which utilize restricted use protein products and review procedures and records, then issue interim certifications to those facilities that meet the program's requirements.



| <u>NAME</u> | <u>COMPANY</u> | <u>PHONE</u> | <u>EMAIL</u> |
|-----------------|---|----------------|--------------------------------------|
| John Meyers | JJ Feeds, Inc. | (315) 668-2671 | j2p050@aol.com |
| Robert Fletcher | JJ Feeds, Inc. | (315) 668-2671 | |
| Dave Kuehnel | Milk Products, LLC | (920) 849-2348 | dakuehnel@milkspecialties.com |
| Bobbi Bailey | Milk Specialties Global Animal Nutrition | (304) 698-2697 | bbailey@milkspecialties.com |
| Tim Herman | Natrium Products, Inc. | (607-753-9829 | herman@natrium.com |
| Brett Oakes | Roto Sale Co., Inc. | (315) 536-6234 | oakes1@remeecasting.com |
| Steve Martin | St. Albans Cooperative Creamery, Inc. | (802) 524-9366 | steve_martin@stalbanscooperative.com |

And thank you to our current members for your continued support!

SEND US YOUR NEWS!

We often hear that Alliance members enjoy reading about news from members' companies: new hires, promotions, awards, changes to business structures or physical plants - anything you feel is newsworthy that does not promote a specific product or service.

Please send press releases to Louise Calderwood, Government Relations Director, for inclusion in the newsletter, or contact Louise with details and she will happily draft the news for you.

*Louise can be reached at 802-586-2239
or rcalderwod@aol.com (note-only one "o")*

Remember, if you missed one, past issues of NEAFA News are always available on our website at:

www.northeastalliance.com/newsletter.html



Territory Sales Representative - Alltech

Alltech is currently looking for an entry-level Territory Sales Representative for New York.

Key Responsibilities Include:

- * Paying regular visits to dairy farmers, consulting nutritionists and veterinarians throughout New York, cultivating new relationships and strengthening existing ones
- * Driving sales by indentifying customer needs and providing solutions
- * Educating customers about new Alltech solutions and how those solutions could benefit them
- * Attending industry events and tradeshow to showcase Alltech in a positive, professional manner
- * Communicating effectively and regularly with other team members as well as office, marketing and management staff
- * Ensuring necessary updates/reports are completed and submitted on time

The Ideal Candidate Should Have:

- Dairy background
- B.Sc. or higher in Animal Science or Agriculture-related field
- Strong verbal, written and people skills
- Interest in the agriculture industry
- The ability to efficiently manage time and tasks
- Self-motivated and proactive
- Adaptable
- A valid driver's license

To apply or for additional information, please contact Alltech VT/NY at ewisell@alltech.com or 802.524.7460.

Do you have a position to fill? The Job Opportunities section of our newsletter is a free service for NEAFA members. Please contact Sue Kinner in the NEAFA office to submit your employment ad (sue@nysta.org).

Calendar of Events.....

Cornell Nutrition Conference

October 22-24, 2013

Double Tree Hotel

East Syracuse, New York

For more information: <http://www.ansci.cornell.edu/cnconf/>

2013 Equipment Manufacturers Conference

November 7-9, 2013

Amelia Island, Florida

For more Information: <http://www.afia.org/AFIA/Files/EMC%202013/2013%20EMC%20BROCHURE.pdf>

Calf Congress 2013

"Growing the Next Generation"

December 4-5, 2013

RIT Inn & Conference Center

Rochester, New York

2014 NEAFA Annual Conference & Forum

March 3-4, 2014

Marriott Orlando World Center Resort

Orlando, Florida

NEAFA News is a publication of the Northeast Ag & Feed Alliance.

[Forward email](#)



This email was sent to neafainfo@nysta.org by neafainfo@nysta.org | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Northeast Ag & Feed Alliance, Inc. | 4 Youngs Place | Latham | NY | 12110



Try it FREE today.