

# Regulatory Services News

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Feed - Fertilizer - Milk - Seed - Seed Testing - Soil

Spring 2015

## Director's Digest- First quarter 2015

The start of a New Year is always a time of reflection and looking forward. As I reflect on the last year, I want to express my sincere thanks to our lab personnel and Directors for making great improvements in our sample turnaround time. We routinely take 5,000 to 6,000 feed and fertilizer samples each year. This results in running 25,000 to 30,000 analyses each year. In 2012, feed samples routinely spent 30 days or more in the lab. In 2014, this was reduced to 15 to 20 days. During the same time span, fertilizer samples dropped from 15 days in the lab to 5-8 days. A successful regulatory program needs a quick turnaround time in the laboratory and I appreciate the coordinated efforts of all to cut our turnaround time in half. We continue to look for ways to improve and also to add more tests that we can do in house.

During this coming year we will be instituting some new software packages that will improve our efficiency and may affect what you see and do. We started using a new registration and tonnage package in January that is known as USA Plants. We will be phasing this program in for our seed, feed and fertilizer divisions over the first few months of the year starting with seed. For those of you who sell products in multiple states, this package is already used in Pennsylvania, Missouri, New Mexico, and several others. This allows us to replace several outdated programs with one program and will eventually allow our clients to check their status on our website. The program coordinators will be communicating more with you as these programs are implemented.

Starting in July, we will be using a new Laboratory Information Management System (LIMS) in our feed and fertilizer laboratory. This will improve our efficiency in handling data and may change some of what you see in reporting results. Again, we will communicate more about this new package when it is implemented.

2015 is also the year that the new Food Safety Modernization Act (FSMA) will be implemented in the fall. We still don't know all the specific rules that will be a part of this program but pledge we will work with you in implementing them. I sincerely hope that you in the feed business will communicate with us when these rules are released as to what training will benefit you in being compliant. We are willing to help you but will appreciate guidance on where to direct our efforts. Contact information for me, Dr. Harrison and all of our inspectors are listed elsewhere in this newsletter. Please don't hesitate to contact us with any questions you may have.

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The end of 2014 and start of 2015 also produced some retirements in our Division. Bob Kiser retired at the end of 2014 as Laboratory Manager for our Feed and Fertilizer labs. Bob had served in various positions over a 40 year span with most of his time devoted to the milk lab. He had served in his most recent position for the last two years. Bob's knowledge and calming influence will be missed and I hope he gets in all the golfing he can stand when it warms up.

Two ladies who had a lot to do with training a new Director retired at the end of January. Pat Baber and Connie Williams were my two administrative assistants and they did a lot to reacquaint me with the bureaucracy that is a University. I will always be grateful for their help and patience. They also became good friends that I will miss working with but hope they will visit often. I especially appreciate them delaying their retirement for a month in order to train their replacements.

## **Darrell Johnson, Director**

### **What's On A Pet Treat Label?**

All pet food and specialty pet foods and treats sold in Kentucky are required to be labeled with specific information. Labels are fundamental to providing standard consumer information and protection, and can help to promote equitable competition and regulation in the market. The Division of Regulatory Services registers all pet treats sold in Kentucky, and as part of this registration process conducts a thorough label review for label consistency with Kentucky law and regulations.

Basic information provided on a pet treat label includes the product name, the product purpose statement (what it is), a guaranteed analysis (required nutritional information for your pet), the ingredient statement (what is in the product), the manufacturer name and address (who is responsible for the product), a net weight statement, and feeding directions. For an example of complete pet treat label, and a more detailed description of each of the required portions of a label, please visit our website at: [http://www.rs.uky.edu/regulatory/feed/pet\\_treats/](http://www.rs.uky.edu/regulatory/feed/pet_treats/).

Additional information may also be voluntarily provided on a pet treat label. Where extra statements and claims are made, however, they must be truthful. For example, a dog biscuit composed of wheat, eggs, water, and peanuts can make a claim to be 'All Natural.' However the same product that also includes an artificial color in the formula may not make an 'All Natural' statement. Similarly, a product that claims to be 'Gluten Free' may not include wheat ingredients in the ingredient statement.

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Regulatory efforts continue to assist Kentucky manufacturers (large and small) to provide informative labeling that promotes clear and compliant pet treat labeling. While the responsibility for creating a pet treat label that complies with state and federal laws and regulations remains the responsibility of the manufacturer, our office strives to assist where we can. If you are thinking about starting a pet treat business, we suggest that you contact our office before you finalize product labels. For additional information and resources, please visit: [http://www.rs.uky.edu/regulatory/feed/pet\\_treats/](http://www.rs.uky.edu/regulatory/feed/pet_treats/) and <http://petfood.aafco.org/StartingaPetFoodBusiness.aspx> or call our office at (859)257-4496.

**Kristen Green, Registration Specialist**

### New Employees



Selena Smith began working as an Administrative Support Associate on January 1. She replaces Pat Baber who retired. Selena deals primarily with HR issues, payroll and accounts receivable. She came to us from the UK Office of Research Integrity. Selena has worked at UK for 15 years and 10 of those years have been spent in the College of Agriculture, Food and Environment. Selena is a native of Letcher County and currently lives in Bryantsville with her husband Jim. They have two children and two grandchildren. In her spare time, Selena enjoys fishing and cake decorating.



Laura Lakes started working as an Administrative Support Associate on January 1. Laura replaces Connie Williams who retired. She deals primarily with the budget, travel and accounts payable. She came to us from the UK College of Medicine and has worked at UK since 2007. Laura is a native of Winchester and currently lives in Lexington with her husband Eric and daughters Kari and Kristin. Kari is a senior at Dunbar and plays basketball. Kristin is in the sixth grade and enjoys ice skating and playing the cello. In her spare time, Laura enjoys horseback riding.

## **Inspector News**

The inspectors attended the winter inspector conference in Lexington from December 9-11. There was training and discussion on the medicated feed mill inspections, the FDA/BSE feed mill inspections, the Food Safety Modernization Act, the Veterinary Feed Directive, and pet food sampling.

Alan Harrison reviewed the past year and discussed the feed program goals for the next 6 months. During the last 3 months the inspectors have been working on completing the 79 FDA/BSE and medicated feed mill inspections. These should be finished by the sometime in March.

The inspectors have spent time in December and January sampling and checking registration on pet food products and companies. All pet food products including pet treats fall under our regulatory law. There are over 450 companies with over 11,500 registered products to sell in Kentucky and the inspectors collect the canned products and some treats during the winter months. They will be working more on the dry dog food and other specialty products again during June, July, and August.

The inspectors will be collecting livestock feed samples during February and March and then switch to seed and fertilizer sampling during the spring planting season. The inspectors are available to assist you to obtain compliance so if you have any questions please let them know. Have a safe spring.

**Jim True - Inspector Coordinator**

## **Seed Regulatory Program 2014**

The seed regulatory program ensures Kentucky farmers and urban consumers of quality seed while promoting fair and equitable competition among seed dealers and labelers through inspection and analysis of products found in the marketplace. The Division, which administers and implements the Kentucky Seed Law, promotes compliance through facility inspections, sampling and analysis of seed offered for sale. The law requires proper labeling of seed which includes kind, variety and lot designation, purity percentages, noxious weeds, origin, test date and a germination guarantee. The Division is also responsible for maintaining registration of seed labelers, seed conditioners, and seed dealers in the state.

### **2014 Highlights:**

- ◆ Conducted 1,341 visits to perform inspections and to sample agricultural, lawn, turf, and garden seeds at Kentucky seed processing, wholesale and retail locations.
- ◆ Collected and tested 2,059 official seed samples.
- ◆ Issued stop-sale orders on 224 official seed samples and 117 violative seed lots at seed dealer and seed processor locations.

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- ◆ Cooperated with the USDA-Seed Branch regarding shipments of seed into the state that was in violation of the Federal Seed Act.
- ◆ Reviewed and issued 227 permits to label agricultural seed and 61 permits to label vegetable and flower seed.
- ◆ Registered 623 seed dealers and 25 non-certified custom seed conditioners.
- ◆ Provided training to firms on labeling requirements, retail sales procedures, stop sale release procedures, and record keeping requirements.
- ◆ Substantiated cash receivables from seed reports. The income from fees, permits and licenses received from July 1, 2013 to Jun 30, 2014 was \$451,869. Seed products are assessed at 8-24 cents per unit.

### COMMERCIAL FERTILIZER VALUES FOR 2015.

Commercial fertilizer values are determined and published each year. A state-wide survey was conducted in December 2014 to determine the averages for 2015. Under the provisions of Chapter 250.401 of the Kentucky Fertilizer Law, the following unit values are announced for use in determining and assessing penalties of deficient fertilizer. They represent the average of responses from throughout the state for retail value of bulk mixed fertilizers.

NUTRIENT	DOLLARS/UNIT (20 LBS.)
Total Nitrogen (N)	\$11.67
Avail. Phosphate (P <sub>2</sub> O <sub>5</sub> )	\$8.80
Soluble Potash (K <sub>2</sub> O)	
*Tobacco (low Cl)	\$16.03
*Non-Tobacco	\$9.18
Calcium (Ca)	\$6.91
Magnesium (Mg)	\$33.50
Sulfur (S)	\$9.27
Boron (B)	\$188.97
Copper (Cu)	\$133.71
Iron (Fe)	\$16.50
Manganese (Mn)	\$31.43
Molybdenum (Mo)	\$20.20
Zinc (Zn)	\$55.67

#### Calculation Note:

(1) The N value for DAP & MAP was assigned from anhydrous ammonia (AA).

(2) The value of P from DAP and MAP was calculated using the assigned value of N from AA.

(3) The final values for N and P are weighted averages based on FY 14 (distributed) tonnage for ammonium nitrate, Urea, DAP, TSP, MAP, and ammonium sulfate.

If you have any questions, please call me at (859) 257-2785; or, email: smcmurry@uky.edu

Regulatory Services News is published quarterly for the feed, fertilizer, milk and seed regulatory programs and the seed and soil service testing programs of the Division of Regulatory Services. It is provided free to persons interested in these programs. For subscriptions or address changes, contact our office at (859) 257-2785. You can also access Regulatory Services News on the Internet at <http://www.rs.uky.edu>.

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## Southern States wins 2014 AFIA Feed Mill of the Year Award

Southern States Cooperative's feed mill in Park City, KY has been named the winner of the 2014 American Feed Industry Association (AFIA) Feed Mill of the Year award.

The Park City Feed Mill manufactured and sold over eighty thousand tons of feed last year. Built in 1977, the feed mill is primarily a dairy, cattle and poultry location serving western Kentucky.

Keith Epperson, vice president of operations for AFIA, presented the staff with the honor in an awards presentation at the plant on Wednesday.

"The feed mill of the year is kind of the gravy for what you guys have done day in and day out without fail to make sure that everything happens," he told the crowd that gathered under a large blue tent outside the facility.

The Feed Mill of the Year award is co-sponsored by AFIA and *Feedstuffs* magazine. Debuting in 1985, the program is designed to recognize overall excellence in feed manufacturing operations. Increased safety, quality, regulatory compliance, operating efficiencies and overall industry awareness of food safety are promoted. Ninety facilities entered the contest.

"The scoring is extremely tight at the top," Epperson said.

Park City's plant manager Gary Huddleston expressed his gratitude towards his diligent staff.

"This is a testament to the dedicated hard working employees that make it happen every day. I'm blessed to work with such a great team," he said.

Huddleston introduced each employee to the crowd, one-by-one, comparing their team to the infamous 1980 U.S. Olympic "Miracle on Ice" hockey team that won a gold medal.

This marks the second win in three years for Southern States, and the fourth time in seven years that the company has taken home the prestigious award. The company's Vinton, VA feed mill won the award in 2012.

Since the award's inception in 1985, Park City is one of only three plants to have won the contest multiple times, taking home the honors in 2007. AFIA has also recognized them in the past as the Truck Fleet of the Year.

"For years, they have shown a standard of excellence that gives them an opportunity to win every year. They have a great crew, great leadership, and are always trying to do the right thing for their customers," said Southern States Vice President of Feed Division, Jim Moore.

The American Feed Industry Association (AFIA) is the world's largest trade associate representing the feed industry.

Southern States Cooperative has grown to become one of the nation's largest farm and agriculture supply companies. With over 1,200 retail outlets spread across 23 states, they provide a wide range of farm and home supplies, including livestock feed, fertilizer, seed, animal health supplies and petroleum products. Farmer-owned since 1923, the Richmond, Virginia-based cooperative has more than 200,000 farmer-members. For more information, visit [www.southernstates.com](http://www.southernstates.com).

**Photo: Gary Huddleston, Southern States Cooperative (left) receives the award from Keith Epperson, AFIA (right).**



## Feed and Pet Food Sampling Update

Regulatory Services inspectors, under the authority of our Kentucky Feed Law (KRS 250.581), take samples of commercial products offered for sale as feed or for mixing in feed. Official samples are collected using recognized sampling methods, properly documented and sent to our lab in Lexington. These samples are accompanied by a feed label with the nutrient guarantees.

A recent review of our sampling program over the last 10 years noted some interesting trends:

- We've averaged 3,135 total samples per year with the last two years. An average of 20,055 analyses was performed each year (6.4 tests per sample).
- For livestock feed samples, the most sampled species is beef, followed by poultry and equine.
- Pet food sampling as a percentage of the total has doubled in the last 10 years.
- In the last 2 years, one of every 3 samples collected was a pet food product. The majority of pet food samples (60%) were complete dog or cat foods.

The form and types of products sampled is quite large. Forms sampled include meals, pellets, crumbles, textured or coarse, mineral mixes, and blocks. We sample bulk products as well as those in bags, cans, tubes, tubs, and canisters. We sample feeds intended for poultry, swine, dairy, beef, goats, sheep, rabbits, fish, and deer. We also sample commodity ingredients such as corn, soybean meal, wheat midds, and distiller's grains. In addition to complete dog and cat foods, we also include treats for dogs and cats and products for other pets (gerbils, hamsters, parakeets, ferrets, iguanas, sugar gliders, and the list goes on). If it is consumed by an animal, we are probably going to sample it. Our basic philosophy with regards to official sampling is to sample what is the market in proportion to distribution of the product.

Each year, our lab will receive about 100 samples that are not included in the official sample count. These may come from county extension agents or other individuals that would like our lab to analyze a feed sample to help answer a question or complaint. We may find need for further investigation or we can eliminate the feed as the cause of a problem. We are also available to use sample analysis to assist a Kentucky manufacturer in dealing with processing challenges when the need arises.

The Division of Regulatory Services collects feed samples and runs analytical tests to keep the playing field level for all feed manufacturers selling products in the state and ensure that the consumer gets the product they purchased. The analytical results are provided to both dealers and manufacturers as a check of their formulation and feed mixing. In the case of unofficial samples, we also provide the results to the person or persons that submitted the sample.

**G. Alan Harrison, Coordinator Feed & Milk Programs**



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