



1-800-328-8842

Feed & Medication

10-4-17

# NEWSletter

**Several feed ingredient price increases.**

**Rumors of more to come.**

**Time to stock up?**

**While inventory lasts; we have great pricing on:**

*Biolys, Sumitomo Methionine & Jefe Threonine*

As noted in the September NEWSletter; Recent Hurricanes have played a major part in current feed ingredient price increases. Supplies of raw material, transportation problems at ports, and over the road trucking availability have manufacturers concerned.

Uncertainty of supply for Chinese products has created price increases. Some large increases have occurred on vitamins. Chinese environmental inspections will likely cause more increases.

Our ADM rep wrote these additional comments (in blue) when the ADM Lysine increase was announced Monday October 2<sup>nd</sup> (Mine in black) Some are similar to what I wrote in the September NEWSletter as noted above.

- ✓ Trucking freight rates have firmed with some lanes going double or even triple the standard.
  - Caused by increased fuel prices and additional demand in their market due to harvest season and freight to aid the hurricane's aftermath in TX and FL.Trucking problems are legitimate, but should be short term.
- ✓ Market discussion that Chinese production pace is still reduced and pipelines tightening globally.
  - Our sales team in China have picked up that producers are only running at 55-65% capacity with no indication this will change anytime soon due to the newly enforced strict environmental regulations.Chinese producers are having problems, as relayed by several sources and indicators.
- ✓ Still seeing major price increases from key chemical inputs following the recent hurricanes.
  - We've already seen a double digit increase for Q4 with manufacturers indicating another 10-15% increase for Q1 2018.
  - We have been very pleased with our service as we haven't run short but we are receiving phone calls from other industries looking to buy some HCL from us reflecting how tight the overall market is.Chemical raw material shortages are still speculation at this time.



Archer Daniels Midland Company  
North American Headquarters  
PO Box 1470  
Decatur, Illinois 62525  
T 217.424.5200

October 2, 2017

To Our Valued Customers,

As one of the world's largest agricultural processors and food and feed ingredient providers, ADM is committed to providing a wide portfolio of consistent, high-quality feed ingredients.

We are writing to inform you that due to changing market conditions, there will be a 12% net price increase in North America on L-Lysine products for all customers effective immediately as contracts permit.

*In addition, amino acid inventories continue to be tight and we would like to emphasize a minimum 14 day lead time for all lysine, threonine and tryptophan orders in North America.*

We appreciate your business and thank you for your cooperation. Your ADM Animal Nutrition representative will be in contact with you to address any questions or concerns you might have.

Best Regards,

Brandon Raddatz, Director  
ADM Animal Nutrition

**AJINOMOTO**

**AJINOMOTO HEARTLAND INC**

8430 W. BRYN MAWR, SUITE 650 \* CHICAGO, IL 60631-3421  
TEL: (773) 380-0930 FAX: (773) 380-3083

October 2, 2017

Dear Ajinomoto Customer,

We would like to inform you that effective with deliveries on October 2, 2017, or as contracts permit, AJINOMOTO HEARTLAND, INC. (AHI) is announcing a net price increase of 20% on L-Tryptophan for all customers in the U.S., Canada, Mexico, Central America, and the Caribbean.

In addition, L-Tryptophan inventory is extremely tight and AHI will need to adhere to a 14-day lead time on all tryptophan orders.

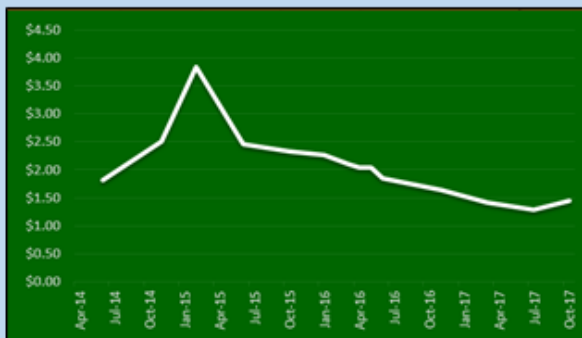
We truly appreciate your business and cooperation. If you have any questions, or need any further information, please contact us or your Ajinomoto Heartland, Inc. Sales Agent.

Best Regards,

Shawn Atkins  
Commercial Director  
Ajinomoto Heartland, Inc.  
atkins@ajusa.com  
773-867-0140

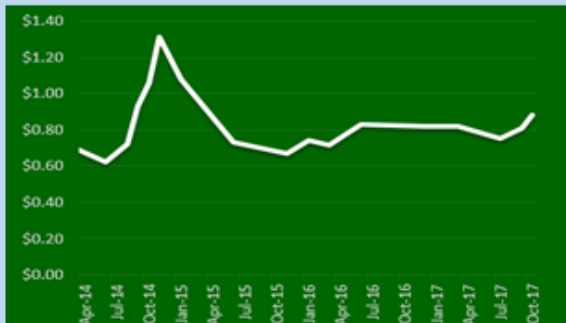
AJINOMOTO HEARTLAND, INC

Pricing in graphs reflect our highest retail price. Full pallet, truckload, customer pickup and other factors may reduce your purchase price.



#### Evonik Methionine:

Year ago	\$1.65lb
60 days ago	\$1.32lb
Today	\$1.44 lb



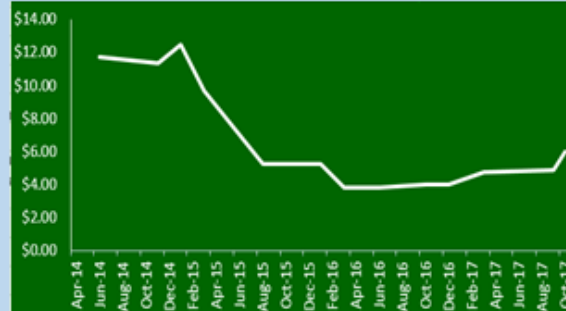
#### ADM Lysine:

Year ago	\$.83lb
60 days ago	\$.75lb
Today	\$.88lb



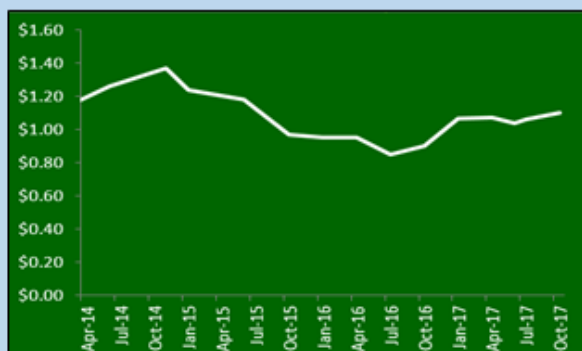
#### ADM Threonine:

Year ago	\$1.10lb
60 day ago	\$1.24lb
Today	\$1.36lb



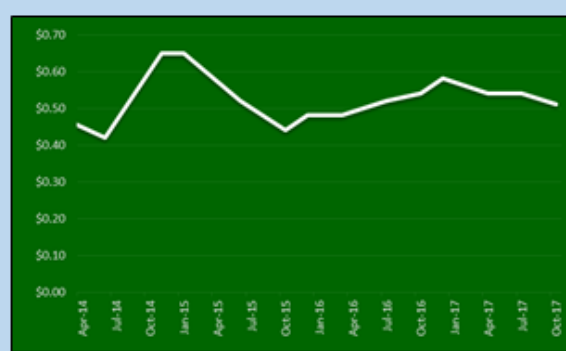
#### Tryptophan:

Year ago	\$3.82lb
60 days ago	\$4.67lb
Today	\$ ? lb



#### Copper Sulfate:

Year ago	\$.93lb
60 days ago	\$1.04lb
Today	\$1.12 lb



#### Biolys:

Year ago	\$.52lb
60 days ago	\$.54lb
Today	\$.51lb

Pricing in graphs reflect our highest retail price. Full pallet, truckload, customer pickup and other factors may reduce your purchase price.



**SaniDate<sup>®</sup> 5.0**

SANITIZER/DISINFECTANT



**Net cost \$49.99**

**Item#: 080306**

VS.

**Cid 2000<sup>™</sup>**



**Net cost \$68.11**

**Item#: 080330**

**Save \$18.12  
per 2.5 gallons**

A 5% peracetic acid product labeled for all sanitation and disinfection applications within hatcheries, egg production, livestock grow out and protein processing plants. SaniDate<sup>®</sup> 5.0 is a highly-stabilized formulation designed to overcome high levels of organic contamination typical of poultry operations.

- **Poultry/livestock Water Treatments**

*SaniDate<sup>®</sup> 5.0 is EPA-registered and labeled for use as a water disinfectant and water line cleaner for livestock operations. Removes scale, mineral buildup, bacteria, algae and heavy soils from poultry and livestock watering systems.*

- **Farm Disinfection Treatments**

*SaniDate<sup>®</sup> 5.0 is designed for use in poultry premises, hatcheries, livestock and dairy quarters to disinfect, deodorize and clean inanimate, hard, non-porous surfaces. Can be foamed, sprayed or fogged.*

- **Entryway Sanitation**

*Use SaniDate<sup>®</sup> 5.0 in entryway foot baths, foamers and boot scrubbers to prevent cross contamination from worker boots.*

- **Truck/Vehicle Disinfection**

*Disinfect vehicles, trailers and equipment used around farms, hatcheries and food processing facilities.*

- **Evaporative Cooling Pad/Systems Cleaning and Maintenance**

*Dirty cool pads can reduce air circulation by 25% which affect flock performance and reduce the life span of the pad.*

- **Food and Non-Food Contact Sanitation**

*SaniDate<sup>®</sup> 5.0 is a powerful inanimate, hard surface sanitizer for food and non-food contact surfaces. Effective against fungus, mold, and bacteria. Can be fogged, foamed and flooded.*

- **Egg Sanitation**

*SaniDate<sup>®</sup> 5.0 is an EPA registered peracetic acid based sanitizer and disinfectant approved for sanitation of table/shell and hatching eggs.*





# AgMag

Agriculture: Helping you every day!

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### Quiz

How much do you know?  
Take a quiz on the current  
issue of AgMag to find out!

Let's Go!

### Trivia

How many gallons of water  
does it take to grow one  
tomato?

- A. 10
- B. 3
- C. 1/2
- D. 7

Answer

B. 3 Gallons

### News

Today's farmer would put an  
urban tech geek to shame

Read More

### Wow

#### The Dairy Cow



The black and white cows  
that are most often seen on  
dairy farms are called  
Holsteins.

Learn More

Spring 2017-18

## AgMag

Agriculture: Helping you every day!

Caring for  
Our Natural  
Resources

Winter 2016-17

## AgMag Jr.

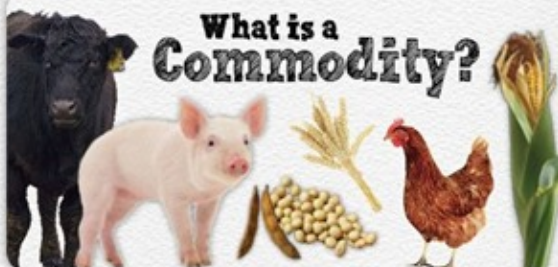
Agriculture: Helping you every day!

From the Farm  
To YOU!

Fiber Soil Types  
Agriculture Climate  
Livestock Biome  
Terrain Precipitation

## Glossary

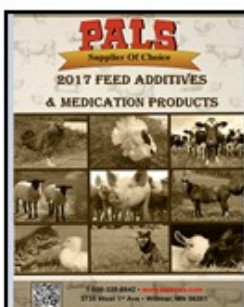
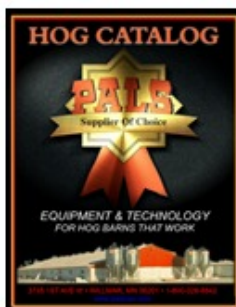
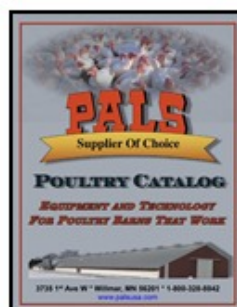
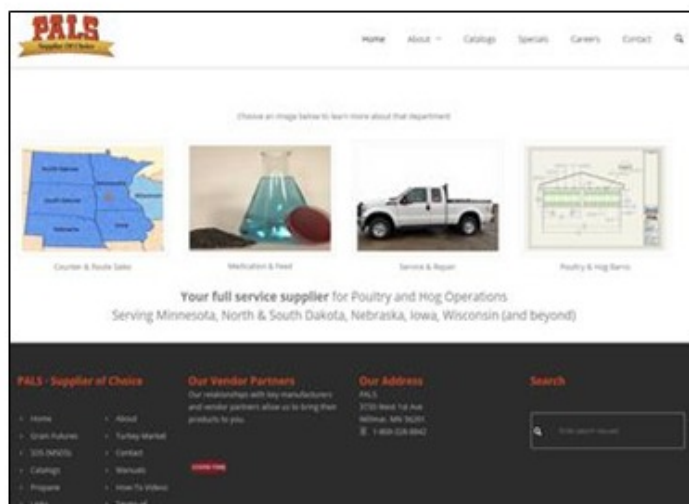
### What is a Commodity?



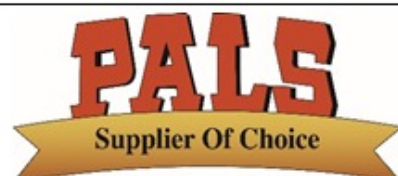


Check out our website

[www.palsusa.com](http://www.palsusa.com)



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one of our catalogs?



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Fill your Scripts & VFDs here

**Randy Young**  
*Supply Chain Manager*

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