



# ALABAMA POULTRY

THE OFFICIAL MAGAZINE OF THE ALABAMA POULTRY & EGG ASSOCIATION



Linda Mayo is one hard working gal ...  
and she wouldn't have it any other way.

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JANUARY 26 - 28

## *2011 International Poultry Expo, International Feed Expo* **Global Poultry, Feed Marketplace Set for Atlanta**

**TUCKER, GA** – Poultry and feed industry leaders throughout the United States and around the world are making plans to travel to Atlanta for the 2011 International Poultry Expo and International Feed Expo, January 26-28. The Expo has set the world standard since its inception in 1948. It is sponsored by U.S. Poultry & Egg Association and the American Feed Industry Association.

The Expo is the annual must-attend event for poultry and feed industry management, and it is the global marketplace for purchasing decision makers. In 2010, the show attracted 19,000 attendees from all over the United States and 100 other countries. The main attraction was the giant exhibit floor, featuring 800 exhibiting companies displaying the latest technology, equipment, supplies, and services for every segment of poultry and egg production and processing and feed manufacturing.

The 2011 show will feature even more exhibits and a comprehensive line-up of education programs that will keep industry management up to date on important issues. The International Poultry Scientific Forum is scheduled Monday and Tuesday. Expo education sessions will begin Tuesday with USPOULTRY's Hatchery-Breeder Clinic, new for 2011. It is moving from the meeting's traditional July dates to January. The move will allow more hatchery and breeder flock managers to attend the show and see the latest equipment for their operations.

The Animal Agriculture Sustainability Summit and Pet Food Conference also will kick off Tuesday. Other programs Wednesday, Thursday, and Friday will include a special Salmonella and Campylobacter Reduction Conference, the popular Poultry Market Intelligence Forum, USPOULTRY Industry Education Program, a Feed Manufacturing Education Program, and other issue-specific sessions.

Returning for 2011 after being so well received last year, the "Members to Atlanta" (M2A) program will waive the registration fee for member firms of USPOULTRY and AFIA engaged in the production of poultry, egg, and feed products. The program is supported through the sponsorship of elite exhibiting companies. They include **Agranco Corp. USA, Alaso, Alltech, Aviagen, Cobb-Vantress, Diamond V Mills, ISI-Incubator Supply, Jamesway, Marel Stork Poultry Processing, Pfizer Poultry Health, and Val-Co.** M2A is available only through on-line registration.

Funds raised at the Expo are reinvested into the industry in the form of research, education, communication, and technical services.

To register for the show, make hotel reservations, or for more information, go to [www.ipe11.org](http://www.ipe11.org).

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## Executive Director's MESSAGE



There has been much discussion about the recently proposed GIPSA regulations affecting grow out contracts between poultry producers and poultry processing companies. The Alabama Poultry & Egg Association has a long standing policy of not involving the association in contract negotiations or disputes so AP& EA does not have an official position on these proposed rules.

I do, however, have some personal observations about this proposal. The proposals appear to be vague and deficient of understanding of agribusiness. A working task force representative of all industry sectors may have produced more realistic and compatible solutions to issues facing the poultry industry. Because the proposed rules are vague, it has caused confusion and frustration at the both the grower and processor level. These rules, if adopted, will eventually be brought before the court system costing the industry, and eventually consumers, money.

I don't disagree that there can and should be better relationships within the industry and that it is important that all segments of the industry be able to expect a reasonable profit if they work hard and are proficient and efficient. I am very concerned that every time the government adds a new layer of regulations, particularly regulations that are not required of other nations' poultry industry, we become less competitive in a growing world market.

If government insists on being more involved in our industry they should do so by offering more practical grants and applications or offering tax incentives for capital investment and energy efficiency. Competition has built our nation and our agricultural industry into the greatest economic engine in the world, but we are no longer competing with our neighbors or with other American poultry companies. We are competing with processors and growers from around the world.

We have to work together to help one another understand the challenges and economic positions each industry sector faces and then work together to make sure we can all succeed. If we are successful, we can continue to grow in the United States and in Alabama. Our Alabama poultry industry should be considered too big (important to our state and agribusiness) to fail.

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# Cutting to the Chase: Government Soup

By: Raoul Baxter (Meatingplace.com)

Watching USDA's maneuvering of these new GIPSA proposals is enough to give any sensible person a headache. To me it is like watching a runaway, giant steamroller that cannot be stopped. We sort of exist under the false "comment period" administrative agencies must allow when considering new rules. Say 1,000 people comment. Of those, 999 are against it. Does the agency involved have to change anything? The answer is no. They can and regularly do promulgate new rules even in the face of intense criticism. This shows the incompetence and total lack of courage our legislative branch possesses. The Constitution clearly states that Congress is responsible for the issuance of all laws and the approval of government appointees. There actually is an oversight group of senators locked into overseeing various government agencies. Now when things run amok, particularly in an election year, a very strange soup is concocted. USDA, fearing changes in November, is pushing the passage of these new rules. So who is watching the watchers?

The proposed changes in the Packers & Stockyards Act, the new GIPSA proposals, have been allowed to get wrapped up in the tremendously emotional issue of the demise of rural America and the shrinking income of farmers and ranchers. How all these issues, many societal, got wrapped into the P&S

is a real mystery. When you talk to people who are rabidly supporting the changes you get very subjective opinions. Not many real facts get addressed. Worse, our fearless leaders who should know better have allowed this to happen, trying to justify another administration end run. Worse yet, there are a lot of people who fervently believe these GIPSA changes are going to magically cure the shrinking of rural America. How does this change the inheritance tax for farmers and ranchers? How does this boost the share of their products in the marketplace? How does this reward better farmers and ranchers whose only crime is they are good and willing to invest in their own businesses? After all, the great changes in rural real estate are existing farmers and ranchers buying their compatriots' properties.

For a number of reasons it appears the most verbal complaints are from cattle ranchers. To me, they definitely are involved in the most difficult of agriculture enterprises. You hear about captive markets. You hear about preferential treatment by packers. On and on. Yet the most basic challenge to beef growers is the reality that per-capita beef consumption in this country has dropped by half in the last 20 years. Also, USDA figures show that beef packers' percentage of the sales dollar stayed constant at 42 percent. Producers' share has dropped, which means what? It means the retailer

and food service people are picking up margin. That has not been mentioned once in all this commotion. You don't get any points suing a customer. Retailers are not the enemy. They just face entirely different challenges than packers or livestock producers.

Do not let government get off the hook for having a strong hand in rural America's demise, particularly in livestock. Look at what it did when it succeeded in almost drowning the entire livestock world by artificially creating huge subsidies and tax credits for green fuel that has not and will not work. Stunningly, as we sit here looking at these misrepresented GIPSA suggestions, the administration and USDA — as a puppet stuck with a bad idea about green fuel — are just waiting to add 50 percent more ethanol into gasoline blends.

By definition I am a small farmer. I don't like a lot of the erosion of livestock production that I see. However, I have actually read the P&S Act. I have read the GIPSA proposals. My ending question is, how in the world did all these societal and economic issues affecting all farmers and ranchers get positioned by GIPSA as being able to remotely solve the real fundamental issues of today? They seem to want us to go back to the environment of the 1920s, which was not so good. What we now have is a bowl of government-manufactured fecal soup.

(The views and opinions expressed in this blog are strictly those of the author.)

## Chicken Council Sees High Cost To Economy from Proposed GIPSA Rule

WASHINGTON — The National Chicken Council welcomed today the publication of a study documenting the significant, negative impact of the proposed federal rule on contract production proposed by the USDA Grain Inspection, Packers and Stockyards Administration (GIPSA). The study conducted for the American Meat Institute shows that the disruption and market inefficiencies caused by the rule would take \$14 billion from the U.S. economy.

“The poultry and meat industries are dealing with soft demand resulting from a lackluster economy and

high unemployment, not to mention higher feed costs due to a shortfall in corn and soybeans. This is a very bad time for the government to impose unnecessary and expensive burdens on poultry and livestock operations,” said Bill Roenigk, senior vice president and chief economist for the National Chicken Council.

“We remain confident that the USDA could address specific issues as directed by Congress without threatening the productivity of the poultry and meat industries and the livelihoods of thousands of farmers and ranchers,” he added.

Regarding the impact of the proposed change, Marvin Cole, a Georgia chicken farmer, said, “The proposed changes would reduce the efficiency of a system that works very well to produce high-quality products.” Cole, a broiler grower in Carnesville, continued, “In my honest opinion, I believe this new proposed regulation will have a very negative impact on the integrators, the contract growers and the poultry industry.”

Details are of the study conducted by John Dunham and Associates are available at <http://www.meatami.com>.

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# Poultry Growers Receive Energy Efficiency Grants to Help Reduce Energy Costs

**MONTGOMERY** – During a recent visit to Alabama, Victor Vasquez, deputy under secretary for USDA Rural Development, visited with Gary and Sandra Griffin at their poultry farm operation near New Brockton in Coffee County.

Griffin was awarded a \$56,535 grant through USDA Rural Development's Rural Energy for America Program – better known as a REAP. He will use this federal grant along with his own money to make energy-efficiency improvements to his existing poultry houses, which will include insulation, tube heating, controllers, lighting, as well as other items.

The Griffins' shared with Vasquez how they first learned about the REAP grant program, their experiences with the application process, how they used the NRCS EQUIP program during this process, and then toured Vasquez through their poultry houses showing him the energy efficiency improvements that were underway.

Charles McGlothren, Jr., whose farm is located near the Griffin's, received a \$38,076 REAP grant to make similar energy efficiency improvements. McGlothren also had the opportunity to talk and share experiences with Vasquez.



*USDA Rural Development Deputy Under Secretary Victor Vasquez, who once worked on a poultry farm in Oregon, talks with Sandra and Gary Griffin*

REAP funding is available to eligible agricultural producers and rural small businesses to purchase and install renewable energy systems and make energy efficiency improvements.

Other recipients of REAP grants for improvements to poultry facilities throughout the state of Alabama include: Tara Adams, \$19,958, Haleyville (Franklin County); Payton Farms, \$29,407, Collinsville (DeKalb County); Danny Hudgins, \$48,222, Altoona (Etowah County); Thomas Kinney Farms, \$29,323, Horton (Marshall County).

Tuskegee University was recently awarded a \$100,000 REAP grant to assist ag producers and rural small businesses/communities with Energy Audits and Renewable Energy Development Assistance in Barbour, Bullock, Greene, Perry, Dallas, Russell, Hale, Lowndes, Macon, Marengo, and Sumter counties.

REAP funding can be used for renewable energy systems, energy efficiency improvements, feasibility studies, energy audits and renewable energy development assistance. Funding is contingent upon the recipient meeting the conditions of the grant agreement.

The program is designed to assist farmers, ranchers and rural small businesses that are able to demonstrate financial need. All agricultural producers, including farmers and ranchers, who gain 50% or more of their gross income from the agricultural operations are eligible.

Grants are awarded on a competitive basis and can be up to 25 percent of total eligible project costs. Grants are limited to \$500,000 for renewable energy systems and \$250,000 for energy efficiency improvements. Grant requests as low as \$2,500 for renewable energy systems and \$1,500 for energy efficiency improvements will be considered.

Hundreds of rural businesses and farmers across the nation have benefited from the REAP program during FY 2010.

More details on the REAP program are available for farmers at: [www.rurdev.usda.gov/BCP\\_ReapResEei.html](http://www.rurdev.usda.gov/BCP_ReapResEei.html), or by calling the USDA Rural Development office near you.

Huntsville	256-544-5795 ext 4
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# Alabama Environmental Quality Incentives Program (EQIP) 2011

The Environmental Quality Incentives Program (EQIP) is a USDA program that provides payments to participants to address significant natural resource concerns on agricultural lands.

Soil and Water Conservation Districts (SWCD) operate through local work groups to provide leadership to identify county resource concerns based on watershed assessments, public involvement, and “optimize environmental benefits.”

EQIP funds are awarded to landowners/users who agree to implement conservation/environmental practices and systems through a contracting process. Practices and plans for EQIP are to treat the land to a sustainable level to address the primary national, state, and county resource concerns.

This voluntary conservation program addresses serious threats to soil, water, and related natural resources through contracts. EQIP provides geographically targeted technical, financial, and educational assistance to maximize environmental benefits.

You can apply for an EQIP contract at your local USDA Service Center. Applications are ranked and selected for funding in order to optimize environmental benefits. Batching dates may be announced as needed to rank and prioritize any new or unfunded application. Contact the local Service Center for further guidelines and details of the program.

**Sign up and Application Information**

EQIP in Alabama will be implemented with three goals in mind:

- To address the most severe resource concerns within the state through prudent and judicious use of EQIP funds
- To place decisions and implementation responsibilities at the lowest level possible by involving locally led partners in the decision making process
- To provide oversight and program management that is consistent with accomplishing national EQIP goals and objectives

Each county in Alabama will operate as an EQIP pool area. The local work group will advise NRCS on implementation of the regular EQIP within that county. Each county will select the practices from the list of state-approved EQIP practices that will be offered within the county and the payment rates are the same for the county as the state.

A nationally developed ranking tool will be used to rank applications for funding. The local workgroup will advise NRCS on county resource ranking priorities. Copies of

ranking tools are available at the local field office. The practice payment schedule is available below.

Eligible producers may receive a payment based on the statewide average cost of the installation of the conservation practice. Socially disadvantaged, limited resource, and beginning farmers and ranchers are eligible for a higher payment based on the statewide average cost of the installation of the conservation practice. In addition, socially disadvantaged, limited resource, and beginning farmers and ranchers can receive up to 30 percent advanced payment for purchasing materials or contracting.

Note: All participants that certify eligibility as a farmer or rancher under the New and Beginning, Limited Resource, Small Scale, or Socially Disadvantaged groups will provide all records necessary to justify their claim as requested by a NRCS representative. It is the responsibility of the participant to provide accurate data to support all items addressed in the application at the request of NRCS. False certifications are subject to criminal and civil fraud statutes.

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## Poultry Producers: Energy Costs Getting You Down?

Grants for installing **Renewable Energy Systems** and for making **Energy Efficiency Improvements** are available from USDA-Rural Development. *The grant funds may be used to pay 25 percent of the eligible project costs*, with a minimum grant request of \$1,500 (total project cost of \$6,000) and maximum grant request of \$250,000 for Energy Efficiency Improvement and \$500,000 for Renewable Energy Systems.

Projects with total eligible costs of less than \$80,000 receive priority for funding. Projects costing less than \$200,000 are given the next level of priority. Projects exceeding \$200,000 receive lowest priority, but are still encouraged to apply, especially if proposed retrofits are extensive and expected energy savings is high (greater than 35 percent).

Eligible **Energy Efficiency Improvements** are “any improvements to a facility, building or process that reduces energy consumption”.

For example, for **Poultry Producers** eligible improvements might include any work to make the houses tighter and better insulated (walls, doors, ceilings), improved brooders (radiant, direct-spark or tube), lighting, computer controllers, vent doors, curtain improvements, interior stir fans, exhaust fan replacement with more efficient fans, water/drinking systems, baffles, insulated brood curtains, etc. So, eligible improvements include just about any upgrades to a poultry house except feed systems and generators.

For **other agricultural producers**, eligible Energy Efficiency Improvements may include more efficient systems or system components for pumping, commodity handling, drying, heating, cooling, lighting, insulation, computer controllers, etc. Ag tillage equipment, used equipment and vehicles are not eligible.

Eligible **Renewable Energy Systems** must produce usable energy from a renewable energy source. These may include biomass, methane digester, solar, wind, geothermal, gasification, hydroelectric, etc.

**Only costs of eligible improvements purchased and installed after the date of complete application being received by USDA-RBCS (Rural Business-Cooperative Service) state office are eligible for grant reimbursement, assuming the grant is eventually funded.**

Applications go through a national competitive process and final approval is based on how your application competes against others across the US. *Approval is not guaranteed* and final word of funding status may not be received until two or three months after submitting your application. An applicant may begin their retrofits as soon as the final grant application is sent to RBCS. However, incurring expenses prior to funding approval would be at applicant’s own risk.

**For more information and for assistance with the grant application process,** contact Ag Energy Resources, LLC. AER has assisted more than 200 poultry producers in eight states to secure grants in excess of \$7 million for energy efficiency improvements in 2003-2010.

Interested producers should contact AER at first opportunity to have an application package sent by mail or email. Email: [AER@msrcd.org](mailto:AER@msrcd.org) or call **601-748-2622**. Leave your name, complete mailing address, phone number, and email address if applicable.

The application process may take from 30+ days, depending mostly on the Energy Audit schedule.

**Applications for 2011 funding are now being accepted.**

## Central Alabama Poultry & Egg Association Holds Quarterly Meeting



LUVERNE – Oct. 21 – The Central Alabama Poultry & Egg Association held its quarterly meeting at the Tom Harbin Agricultural Center.

The program featured presentations by John Dorrill and Charles Clark of the Farm Service Agency. Dorrill is the FSA county executive director. Topics covered included the FSA's Farm Loans program that makes and guarantees loans to family farmers to promote, build and sustain family farms in support of a thriving agricultural community.

Anthony McCarty of NRCS told the audience that eligible applicants may obtain direct loans up to a maximum indebtedness of \$300,000. Maximum indebtedness for guaranteed loans is \$1,094,000, with a maximum repayment term of 40 years for both types of loans.

Bennie Moore of NRCS talked about the 2011 Conservation District Cost Share Program and the Environmental Quality Incentive Program (EQIP). He told the audience that eligible producers may receive up to 60 percent of the cost of installation of conservation practices.

Also discussed was the FSA Livestock Indemnity Program which provides benefits to livestock producers for livestock deaths in excess of normal mortality caused by extreme weather conditions. These deaths must have occurred on or after Jan. 1, 2008 and before Oct. 1, 2011. AFO/CAFO credits were awarded for attendance.



### Alabama Poultry Magazine Wins Gold

On October 25, *The Alabama Poultry Magazine* received notification that we had been awarded a MarCom Gold Award for excellence in graphic communication and design.

The MarCom Award is an international creative competition that recognizes outstanding achievement by marketing and communication professionals. A look at the winners shows a range in size from individual communicators to media conglomerates and Fortune 500 companies, according to their press materials. Judging is conducted by the Association of Marketing and Communication Professionals.

It is quite an honor for a small association publication.

## Clay County Poultry & Egg Association Elects New Officers

**CRAFORD** – Aug. 24 – Red’s Catfish Cabin was awash with good fellowship and laughter for the quarterly meeting of the Clay County Poultry & Egg Association.

Before the business portion of the meeting and while everyone was enjoying Red’s famous catfish, Alabama State Senator Richard Laird did a little politicking by thanking the voters of District 37 for renominating him in to the senate.

Association President Brad Stewart opened the meeting and thanked everyone for attending. He also thanked Air Tight for sponsoring the meeting.

The only order of business was the election of officers for the coming year. Rickey New was elected president, Jim Branch was elected vice president and Larry Upchurch was elected secretary/treasurer.



*Newly-elected Clay County Poultry & Egg Association officers, (left to right) President Rickey New, Vice President Jim Branch and Secretary/Treasurer Larry Upchurch.*

An advertisement for Aviagen featuring a blue background with white chickens and yellow chicks. The text reads: "Investing in Your Future" in red, "Aviagen™" in large blue letters, and "Aviagen, the world's leading poultry breeding company, supplies day-old grandparent and parent stock chicks to customers in 130 countries worldwide under the Arbor Acres, Ross and L.I.R. brand names." Below this are three logos: Arbor Acres, Ross, and L.I.R. At the bottom right is the website "www.aviagen.com".

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# 2010 Grower Seminars

If it's fall, it's time for Alabama Poultry & Egg Association Grower Seminars. Like some traveling road show from town to town, the AP&EA went to where the growers were.

**Monday – Oct. 18** – The show rolled into the Cullman Civic Center at high noon, just in time for lunch. Association Executive Director Johnny Adams welcomed everyone and gave an update on the Association's activities, especially in the legislative session. He introduced Dr. Josh Bean of the Department of Agriculture. Josh talked about Alabama's AI monitoring program. He was followed by Brandy Bowen of ADEM, who spoke on new reporting requirements for CAFOs.

With the warm-ups out of the way, it was time for the stars to take to the stage. Dr. John Blake, department of poultry science Auburn University, was first on the venue with a forceful presentation on "Controlling Ammonia." He was followed by Dr. Ken Macklin, also of Auburn's poultry science department with a presentation titled "Litter Beetles – What They Are, What They Do and What You Can Do to Control Them." With that, it was time to move on, next stop Boaz.

It was a mite cozy in the cafeteria at Snead State College in Boaz, but the show went off without a hitch at 6:00 p.m. and the food was great. There was good audience participation and fun fellowship.

**Tuesday – Oct. 19** – The road show moved to south Alabama, with a first visit to the Pike County Cattlemen's Park in Troy for a lunch-time seminar. The warm-ups changed, with Ray Hilburn, poultry programs director, Alabama Department of Agriculture and Industries replacing Josh Bean and James McAfee replacing Brandy Bowen. Professors Blake and Macklin continued in leading roles.

The final stop of the seminar tour was at the Coffee County Farm Center in New Brockton at 6:00 p.m., where Peggy Vardaro of the Department of Agriculture and Industries subbed for Ray Hilburn. Otherwise the cast was intact and, as usual, the food was terrific, and AFO and CAFO credits were available.

These seminars illustrate the Alabama Poultry & Egg Association's continued commitment to bringing Alabama poultry growers the latest in usable technology and research to increase their profitability.

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# Tyson CEO Keynotes 2010 Poultry Industry Seminar



**AUBURN** – Nov. 10 – Donnie Smith, president and chief executive officer of Tyson Foods, Inc., opened the Alabama Poultry & Egg Association annual industry seminar by stressing the importance of each worker in a dynamic and inspirational presentation titled, “Every Job Counts.”

Association Executive Director Johnny Adams gave an update of state politics and an AP&EA perspective on the proposed GIPSA regulations being considered nationally. He also introduced Dr. William Batchelor, the new dean of the Auburn University College of Agriculture.

Dr. Joel Cline, director of the J. B. Taylor Diagnostic Lab in Elba, provided the audience with an update of poultry diseases currently seen in Alabama. He was followed by State Veterinarian Dr. Tony Frazier with a Department of Agriculture update.

Dr. Gene Simpson, National Poultry Technology Center ag economist, spoke on energy conservation and new technologies such as replacing incandescent lights with fluorescent lighting. After Dr. Simpson, there was a short break.

Following the break, Mike Morris, animal welfare manager for Yum/Pizza Hut RSC, which includes the KFC brand, spoke on customer perceptions of animal welfare. Morris was followed by Jim Donald, of the National Poultry Technology Center, who gave an

overview of the center’s spring seminars and of ongoing research projects. After Donald, the seminar was adjourned for lunch, sponsored by American Proteins and D&F Equipment Sales.

After lunch the seminar reconvened with a presentation titled “Tomorrow’s Poultry Industry” by Mike Donohue of Agri Stats. He was followed by Auburn department of poultry science head, Dr. Don Conner. Dr. Conner brought everyone up-to-speed on the continuing feed mill project and the food science department being brought under poultry science.

The last segment of the seminar was dedicated to salmonella regulations and control. Attorney Dennis Johnson, author of “HAACP and U.S. Food Safety Law,” and an expert on food safety and federal regulatory compliance, spoke on the new salmonella regulations. He was followed by department of poultry science Professor Shelley McKee, who spoke on salmonella control. The topic was continued in an open discussion moderated by Dr. McKee and Dr. Sarge Bilgili, also of the Auburn poultry science department. This discussion ended the seminar.

Not only was there a good showing of industry personnel in attendance, but there were also a number of Auburn poultry science students present.

Many thanks to the generous sponsors of this event.

*Continued on page 30.*



# LINDA MAYO — PETITE DYNAMO

Jimmy and Linda enjoy taking spins in the replica Ford Horseless Carriage that Jimmy built in his machine shop. Between them is Buster, granddaughter Madison's dog and Linda's constant daytime companion. He even rides the tractor, sitting in the seat with her.

Because Linda is so small, Buster helps hold the tractor seat down when they hit bumps, keeping the alarm from going off. He is one happy farm dog.

Linda Mayo is a petite dynamo. "I just love to work," she says, and her three neat-as-a-pin broiler houses show it. Not a blade of grass is out of place and the control rooms of her houses are so clean you'd think that they had never been used. Her field rep, Rusty Daniels, teases her by saying he wouldn't be afraid to eat off the control room floor.

Linda loves her chickens. She had to beg her husband, Jimmy, to let her build them. She says that she started begging right after they got married. That was 37 years ago. Five years ago, he relented and they built two houses. She wanted two more houses, and once he saw that she could handle the two houses, they compromised and added the third house two years later. "I wanted four," she says, cocking her head toward Jimmy and smiling wryly, "but he wouldn't let me. Maybe one day..." Jimmy rolls his eyes.

Although she is small, only 5 feet 2 inches, Linda enjoys the physical work. They now grow a 6.5 to 7 pound bird for Pilgrim's Pride, however, at one time, she grew an 8-pound chicken. Linda laughs and says, "They were so big, I could have put a saddle on one and ridden it."

Linda's father, who retired from Redstone Arsenal in 1972, had built two broiler houses and was under contract with Gold Kist. She fondly remembers helping her father fill gallon waterers by hand. He also grew cotton and soybeans. Linda grew up loving the farm and especially the chickens.

Growing up, Jimmy's sister, Patricia, was her best friend. "Jimmy was the pestering big brother. We couldn't play Barbie dolls without him trying



to tear them up,” she laughs and adds, “I never thought I would marry him. Then we wanted to kill him!”

When she was 16, she began to have a change of heart toward him. Two days after she graduated from high school, in 1974, they were married.

Jimmy had graduated two years earlier and had gone to technical school to become a machinist. After they were married, he commuted to Birmingham while serving an apprenticeship working at Dixie Bronze Company. After four years, he went to work at the Goodyear plant in Gadsden.

Linda worked in a home healthcare agency and then in an occupational health agency as a bookkeeper and office manager. Her last job was with a bank as the new business development specialist. She loved working with the public, but the stress level was high. She says that the stress caused her to lose weight. Her weight had dropped to 100 pounds while at the bank. She is now up to 114 pounds and feeling great.

They have lived on the same piece of land, at the end of Jimmy Mayo Road, since they were married. They started out in a mobile home and built their brick home four years later.

They raised their two sons, Jody, 34, and Daniel, 31, there. “We’ve had a lot of camp outs around here,” Jimmy says. When the boys were in their early teens, they converted their carport into a recreation room, with a pool table, television and video games, to keep the kids at home and safe.

Both boys are married and have children. Jody lives just down the road. His daughter, Madison, 14, helps her grandmother with the chickens. Daniel lives in Ohatchee and has a son, Marshall, 2.

In June of 2009, while working around the chicken houses with Linda, Jimmy saw something in one of Linda’s ears. On closer examination, he discovered a small tick. He removed it and they went back to work cutting grass and thought little of it. That was on a Thursday.

Monday morning she awoke to find a rash around both ankles. She attributed it to wearing rubber boots in hot weather and went to work as usual, but several days later the rash had spread, covering her back and eventually her entire body. She was also having fevers.

She was eventually diagnosed with, the sometimes fatal, Rocky Mountain Spotted Fever and hospitalized. For over a month, she was on powerful antibiotics and, for five to six months, was unable to work in her chicken houses. Jimmy and granddaughter, Madison, stepped in to run the poultry operation.



*(Top) The Mayo’s three houses are neat-as-a-pin. Linda makes sure that the grass is cut and nothing is out of place.*

*The cards were hand-painted by Linda’s godmother.*



*Linda loves her chickens. When a flock leaves, she says that she misses them. She spends time in her houses each day. (Below) Having a clean control room is something that she works at also.*



This wasn't the first time that Linda had been put out of action. In her 30s, she had injured her back requiring surgery. Steel plates were put in her back. From the surgery, she contracted a staph infection. A hospital bed was set up in their living room, and either Jimmy or the boys administered antibiotics intravenously three times a day.

Each time, however, she fought back with determination, overcoming all obstacles.

In May of 2010, Jimmy retired from Goodyear after 32 years. His older brother, Danny Roy, who had been retired from Goodyear several years before, had been diagnosed with terminal cancer. Jimmy was hoping to spend some time with him. Unfortunately, he passed away the month after Jimmy's retirement. Compounding the sadness, just 13 days before his brother's death, Jimmy's father had died of heart failure.

These days, Jimmy works along side Linda in the chicken houses in what has become an extended family poultry operation. Jimmy's brother had built four houses and now his widow continues that operation, growing for Tyson. Their daughters (Jimmy's nieces) also have chicken houses. The oldest has eight houses and grows for Wayne Farms, while the youngest grows for Pilgrim's Pride and has two houses. They all live in close proximity, and Linda and Jimmy drop chicks for each of them.

When they are not working in or around their chicken houses, Jimmy likes to tinker in his machine shop while Linda loves to play the piano and cook. She also teaches piano lessons. They are active in their church, Grace Baptist in Snead, where Linda plays the piano. She even does toll painting, learned from her godmother.

Jimmy didn't realize that by retiring, he was going from one full-time job to a full-time and then some job – keeping up with Linda, the petite dynamo. You go, gal!



When Jimmy gets a little free time, he likes to work in his machine shop. (Above) He holds a banjo that he recently completed. He also makes knives and carves miniatures in carpenter's chalk. (Left) He also likes to hang-out with his best buddy, grandson Marshall, in Linda's chicken house.

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# Microwavable Holiday Goodies



## CHOCOLAT POTS DE CRÈME

Yield: 6 servings

- 1 (12-ounce) package chocolate chips (semi-sweet or milk chocolate)
- 2 cups low-fat milk
- 1 cup sugar
- 1/8 teaspoon salt
- 4 egg yolks, beaten
- 1 teaspoon vanilla

In a microwave safe bowl, **COMBINE** chocolate chips and milk; **MELT** on **HIGH** for 3 minutes. Using a wire whisk, **BEAT** until all of chocolate is mixed. **MIX** in salt and sugar. Slowly, **STIR** in beaten egg yolks. **COOK**, in microwave on **HIGH** for 1 minute, **STIR** making sure mixture is thick and smooth. **STIR** in vanilla. **POUR** into 4-6 custard cups or serving dishes; **CHILL**. Serve with sweetened whipped cream, fresh fruit and mint for garnish.

Note: Cooking times are based on microwave wattage of 900; adjust cooking time accordingly if using a microwave with less wattage.

To **STORE** egg whites: **POUR** into freezer containers, **SEAL** tightly, **LABEL** with number of whites, date and **FREEZE**. For faster thawing and easier measuring, first freeze each white in a standard ice cube tray. Then transfer to freezer container. To use frozen whites, thaw overnight in the refrigerator or under running cold water (while in the container). Once thawed, whites will beat to better volume if allowed to sit at room temperature for about 20 to 30 minutes. Substitute 2 tablespoons thawed egg white for large fresh white.





## MERINGUE TORTE

Yield: 8 servings

### Meringue discs

- 8 egg whites (allow to stand 20 to 30 minutes at room temperature)
- 1 cup confectioners' sugar
- 3 tablespoons cornstarch
- 1 teaspoon cream of tartar
- 1 cup ground almonds

**LINE** 2 large baking sheets with parchment paper. **TRACE** 2 8-inch circles on parchment paper (on baking sheets). In a large mixing bowl; **BEAT** egg whites on **HIGH** until soft peaks form. In a separate small bowl, **COMBINE** sugar, cornstarch and cream of tartar. One tablespoon at a time, **ADD** the sugar mixture to beaten egg whites, continuing to beat until sugar is fully dissolved and soft peaks form (rub a bit of meringue between thumb and finger to feel if the sugar has dissolved). Gently, **FOLD** in the almonds. **DIVIDE** the mixture evenly among the 4 circles. **SPREAD** evenly to the edges of the circles about  $\frac{1}{2}$  inch thick. **BAKE** the meringue layers in a preheated 250°F oven for 1 hour. **TURN** oven off. **LEAVE** pan in oven for another 30 minutes to an hour; gently **PEEL** the paper from the bottom of the meringue layers, being careful not to crack or break them.

### Custard Filling

(Yield 2 cups)

- 4 egg yolks
- 1 cup confectioners' sugar
- 2 tablespoons cornstarch
- 1 cup skim milk

In a large mixing bowl with a wire whisk, lightly **BEAT** egg yolks. **ADD** sugar and cornstarch; continue **WHISKING** until mixed. Gradually, **WHISK** in milk until combined. **COVER**; cook custard in microwave on **HIGH** for 2 minutes; **STIR**; **COVER, COOK** 2 more minutes; **STIR, COVER, COOK** 1 additional minute. Mixture should reach a temperature of 160°F. **REMOVE** from microwave, **STIR. COVER** custard with plastic wrap, pressing onto top to prevent a skin from developing on the custard. **CHILL** until ready to assemble torte. May be made up to one day in advance.



# Allied Golf 2010



**CHESLEY OAKS GOLF CLUB** – Oct, 7 – It was a perfect day for golf, or just about anything, when the poultry pros took to the links in the annual allied golf tournament. Each year the tournament is held to raise money for poultry science scholarships. This year more than \$10,000 was raised.

It was a great day for golf and an even better day for the poultry science leaders of tomorrow.



*Closest to the Pin* awards went to Andy Neill and Bob Cryar  
*Longest Drive* awards went to Chris Carter and Bob Hill  
The *Putting Contest* was won by Randall Smith  
The *Shotgun Raffle* winner was Dale Carroll

**1st Place** – Randy Young, Randy Allen, Jimmy Hanvey and Bart Smith.



**2nd Place** – Billy Yarbrough, Eli Howard, Jeff Davis and Jeff Sims.

**3rd Place** – David Pruett, Mike Putnam, Taylor Steele and Steve Smith.



**4th Place** – Bob Cryar, Billy Tyson, Ben Thompson and Bill Hardwick.



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## Auburn Poultry Honors Past Poultry Farm Directors



*Dr. Don Conner, professor and head of the Auburn department of poultry science presented certificates of service to past poultry farm directors (left to right) James Belcher (1942-1959), Staley Fincher (1959-1992) and George Hall (1992-2006).*

**AUBURN** – Sep. 14 – The Auburn University department of poultry science honored three of its past farm directors at a luncheon in the new meeting room at the farm headquarters.

In the early 1940s, the Alabama Agricultural Experiment Station (AAES) and College of Agriculture obtained the poultry facilities and established the Poultry Science Research Farm. From then to the present, this unit has continued to evolve to address the research and

educational needs of the Alabama poultry industry. The ability of this center to meet these needs has been greatly impacted by the farm managers in charge, and the department of poultry science is greatly indebted to the commitment and leadership of our past farm managers (now known as directors). James Belcher served in this capacity from 1942-1959, and he was instrumental in establishing our farm as a major research facility in the AAES. From 1959-1992, Staley Fincher served as the farm man-

ager. During this timeframe, the farm relocated from its site on College Street to its current site on Camp Auburn Road, and many of the facilities that are used today were built. In 1992, George Hall took the reins of the poultry science farm, and oversaw much of the upgrades to many of the facilities that continue to serve the needs of researchers today. Mr. Hall retired in 2006, at which time Mitchell Pate, the current director, was hired.

# WHO



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## Dr. Roberto Soares Joins Aviagen's Global Veterinary Team

**HUNTSVILLE** – Sept. 21, 2010 – Aviagen, the leading poultry breeding company, today announced it has named Dr. Roberto Soares, a 20-year veteran in the poultry industry, to its Global Veterinary Technical Team.

“With his long track record of experience in the poultry industry, Dr. Soares will provide our customers with the excellent service and advice they have become accustomed to from Aviagen’s global team of veterinarians,” said Dr. Nick Dorko, global head of Veterinary Technical Services at Aviagen. “We are pleased to welcome Roberto to the Aviagen family.”

Dr. Soares is originally from Brazil where he received his doctor of veterinary medicine degree from Santa Maria Federal University. He spent time working for Agroceres-Ross, as veterinarian focused on

biosecurity of grandparent (GP), great-grandparent (GGP) and Pedigree farms, and also as a Production manager of GP and pedigree operations. Agroceres, a long time partner of Aviagen in the distribution of poultry stock for the Brazilian market, was acquired by Aviagen 2007. Soares also worked with Vetech Laboratories in Canada as technical manager and with Ceva Animal Health in France as a technical and marketing manager of poultry vaccines.

In his new role as poultry veterinarian, Dr. Soares will provide poultry health and management advice to Aviagen customers in North and Latin America, and work closely with the global veterinary team focused on poultry health research efforts.

“I am very pleased to be back



*Dr. Roberto Soares*

and work again with the Aviagen team, and to contribute to the outstanding service provided by Aviagen to their customers” said Dr. Soares.

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# Rainwater Harvesting Project



*(Above) The pumping station features many redundant systems to ensure that should one system fail, back-up systems would take over. Once this system becomes commercially available, it will be greatly simplified.*

*(Below) NPTC's Gene Simpson demonstrates the filter in the initial capture tank for water coming off the roof. The rainwater is so pure that, after filtration, it will be purer than treated city or county water.*



Several years ago Ken Taylor became alarmed by the rising cost of water on his Slaphappy Farm in Blount County. Each house was costing him more than \$2,500 a year in water bills. For a 12-house farm, that adds up to a lot of money,

He brought in an NRCS farm pond specialist from Auburn. They developed a plan for installing a surface pond that would come close to meeting Ken's needs, but the cost of filtering the water was going to be astronomical.

Aware of Ken's problem, Jim Donald and Gene Simpson of the National Poultry Technology Center, while at the International Poultry Expo in Atlanta in 2009, met a representative of Blue Ridge Atlantic Enterprise (BRAE). BRAE had done water harvesting projects for residential and commercial structures, but never a poultry house. However, when Gene and Jim explained the situation BRAE became interested in partnering on the project.

Ken agreed to host a pilot project on his Slaphappy Farm, utilizing four houses. The project was unveiled this September, and, if it performs as expected, it should provide 80-85 percent of the water needs for the four houses.

The project consists of collection tanks under the eaves of the houses. When rain fills those tanks, the contents are pumped through a filtering system and stored in one of the three 10,000 gallon storage tanks for distribution as needed.

A one inch rain fall on the approximately 1.6 acre roof area of a poultry house will produce about 40,000 gallons of water.

The funds provided to help pay for project include a \$50,000 Conservation Innovation Grant (CIG) from the Natural Resource Conservation Service (NRCS), \$20,000 Community Development Grant from Alabama Mountains Rivers Valleys (AMRV) Resource Conservation and Development (RC&D) Council, \$9,400 grant from Auburn University, and \$5,000 grant from Cawaco RC&D. Slaphappy Farm paid out-of-pocket expenses and in-kind service to match the grants, which totals approximately \$100,000 total project value.

As this pilot project is evaluated, studies are ongoing to make this technology more affordable and qualified for EQIP or USDA grants for all poultry growers.

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04/06/09	-0.2222	-0.0047	12/15
02/02/09	-0.2203	-0.0014	10/14
12/04/08	-0.2159	-0.0019	10/14

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**Poultry Litter Treatment**  
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# Litter Management 101: The Basics of Putting Your Next Flock on Sound Footing

Blake Gibson

Business Development Manager, Jones-Hamilton Co.

Litter is the foundation your flock is built upon and managing the litter correctly often determines whether your litter will make money for you by enhancing flock performance or whether it will cost you money when your flock settles. Creating a good litter base focuses on handling your litter in a way that reduces ammonia release, increases moisture absorption, and encourages heat retention. Mishandled litter results in higher ammonia concentrations, cold floors, and houses that are either too wet or too dry which all result in higher fuel costs and poor performance. Getting your litter to work for you and not against you begins at the time you clean out.

Litter management for the next flock begins before the current flock has even been caught. Look at the litter surface to see what it is telling you. Do you have caking along your sidewalls? Then the incoming air is not moving across the ceiling and being warmed as it needs to but is immediately falling to the floor dumping moisture along with it. Do you have donuts forming under your drinkers? Then there is a problem with your nipples leaking or improper water pressure. Does a sheet of slick cake form along the length of the drinker lines? Relative humidity is getting too high during brooding or waterline height management is incorrect. Is the litter the texture of flour and easily rutted? This means the litter is handled too aggressively during de-caking resulting in excess surface area and ammonia release, or the wrong type of equipment is being used to “de-cake” the houses.

## From the Beginning: Cleaning Out and Fresh Litter

Once your last flock leaves the house, shut your house up tightly to preserve as much heat in the house as possible. This will also help to remove any excess moisture that may be present in your litter. Because the ammonia concentration in the air will get quite high, make sure to run fans and open vent boxes while working in the house. Ammonia concentrations will continue to build up in the house while it is shut tightly. Contrary to popular wisdom, there is no need to ventilate unless you are working in the house as the ammonia levels do not reach equilibrium. Ventilating unnecessarily will actually shut down ammonia release from the litter and lose precious heat that was left from the previous flock.

## Brooding Ventilation: How to minimize cake formation

The way a house is ventilated during brooding is the major contributor to how much cake is formed in a house and where the cake is formed. The pattern of air flow in the house determines where cake is formed. A properly ventilated house will only have caked litter down the length of the water line.

Chicken houses are designed to be ventilated for relative humidity during brooding. Relative humidity should be maintained in the range of 50-70 percent during this time. If the relative humidity is allowed to go above 70 percent even only overnight, slicking will occur along the drinker lines. Excess caking along the water lines in the absence of leaking drinkers is an indication that relative humidity was allowed to get too high during brooding. Tightly controlling the relative humidity during brooding will minimize the formation of cake along the drinker lines. Relative humidity meters are very inexpensive to purchase. Do not leave meters in houses for this shorten their effectiveness almost immediately.

## My Birds have moved out. Now What?

Once the birds have been caught, the houses should be shut up as tightly as possible. This maintains floor temperature and allows excess moisture and ammonia to be cooked out of the litter. Ammonia starts in the form of a liquid in the floor and the heat converts it to a gas. Keeping the house closed during the down time will cut your fuel usage on the next flock substantially and volatilize or convert liquid ammonia during the downtime. Only ventilate while you are working in the house. Once you begin to crust out the house, you will only want to run the cruster or housekeeper over those areas where cake is present and nowhere else.

When crusting out a house the objective is to remove the cake only and not to disturb the rest of the litter. The two drivers of ammonia release from the litter are temperature and surface area. Because there is no choice but to have the proper floor temperatures to brood chicks, surface area of the litter particles needs to be minimized to reduce ammonia release from the litter. If you run the cruster to the floor and sidewall to sidewall it only serves to create maximum surface area, maximum ammonia release once birds are placed, and maximum fuel usage for no good reason. The highest ammonia levels during brooding are in houses with dry, dusty, floury litter. The objec-

tive is not to have litter that is pretty but litter that will work for you.

To determine how deep to run the cruster, place your foot underneath the cake and flip a piece of the cake up. The depth of this piece of cake is the depth you should set your machine. Usually the depth of the cake is between 2-5 inches. Once you have finished removing the cake, shut the houses back up until you need to work in them again.

### Choosing and Applying a Litter Amendment

Litter amendments fall into two main categories: hygroscopic chemicals and non-hygroscopic chemicals. Hygroscopic chemicals such as the sodium bisulfate are activated by relative humidity while non-hygroscopic chemicals need direct contact with a substantial amount of litter moisture to activate. Because ammonia control is necessary from the moment chicks are placed, the use of hygroscopic amendments is recommended. Controlling ammonia 3-5 days prior to placement is not necessary and house temperatures are not 85 degrees or higher to produce the ammonia purging that needs to take place.

The amount of litter amendment needed for a particular grow-out is dependent on the amount of ammonia in the litter and how readily that ammonia is released. The older the birds raised on a farm and the higher the number of flocks raised on the litter, and with high protein diets, the more fecal material and ammonia production is present. Also, litter that has been aggressively handled and has maximum surface area will release far more ammonia. It is important to follow the manufacturer's recommendations when deciding upon the correct rate to use.

Once pre-heating begins, the litter will go through an ammonia purge due to the increased heat being applied to the floor. It is important to complete this purge as quickly as possible and before litter amendments are placed on the floor. This is why two-stage pre-heating is discouraged because it prolongs the ammonia purge often until after chicks are placed. Make sure to drop the curtains or ventilate the house in order to remove the existing ammonia in the air from the house otherwise the amendments will react with this ammonia wasting the product. This should be done as close to chick placement as possible in order to preserve the maximum amount of litter amendment for after the birds are placed rather than wasting it earlier on controlling ammonia in an empty house.

Begin minimum ventilation about an hour or two before chicks are placed. Remember to ventilate for relative humidity to keep the house from becoming damp and allowing cake formation. Checking the relative humidity first thing each morning will keep you from over or under ventilating the houses.

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## Cardinal Rules for Good Wintertime Ventilation for Broilers



Heat rises so it is important to maintain a consistent layer of insulation across house ceilings. Areas where insulation has shifted (like picture on the left) allow substantial amounts of heat lost and result in higher fuel bills. It is a good idea to spot check ceiling insulation each year in each house to make sure insulation is spread evenly and no bare spots are found, especially at the peak of the ceiling. If insulation is re-blown it is recommended that a depth of 6 inches of either blown cellulose or fiberglass be achieved. This will yield approximately an R-19 of insulation value. The picture to the right shows a consistent application of blown insulation.

- 1. Insulate before you ventilate.** We cannot maintain good environment in a poultry house in cold weather if we have no way to keep the heat in. Ceiling insulation should be approximately R-19. Check your insulation for tears, holes and places where insulation may have shifted and there is no insulation at all. Consider insulating end walls, end doors and other parts of the house that are not currently insulated.
- 2. Seal all house air leaks.** You cannot properly ventilate a loose house. We want all air to come in through the inlets, not through leaks and cracks. Cold air falls, and cold outside air leaking through cracks, curtains, holes and any other unwanted opening drops toward the floor, causing condensation, wet litter, cake and poor bird performance. Test house tightness by static pressure: with all doors, curtains and inlets of the house closed and one 48-inch, 20,000-cfm fan turned on, we should be able to pull a negative static pressure of at least 0.13 inches. If the number is lower than 0.13, too much air is coming through leaks and cracks. The higher the number from the static pressure test the tighter the house and the easier it will be to ventilate successfully.
- 3. Set the fan timer for the right minimum ventilation rate.** Be sure all fans are controlled by a single timer. The ventilation rate needed usually ranges from about 0.10 cfm/bird in week one to about 0.90 cfm/bird by week eight. In week one, for example, with 20,000 birds, you would need one-tenth of 20,000, or 2,000 cfm on average. We say “on average,” because you can’t run a 2,000 cfm fan. You use the timer to run, say, two 10,000-cfm 36-inch fans, and you set the timer for one-half minute run-time out of a five-minute cycle (30 seconds on-time, 270 seconds off-time). That means you’re running fans one-tenth of the time, and one tenth of 20,000 cfm is 2,000 cfm. Never ventilate with less than two 36-inch fans. Single 36-inch fan ventilation usually will not yield a high enough static pressure to ventilate properly. Heat moves toward fans, so ventilating with a single 48-inch fan concentrates heat in that end of the house. Running two or more minimum ventilation fans helps maintain temperature uniformity, and that will boost flock performance.



Holes in ceilings allow hot air to exit the building on a continuous basis contributing to higher fuel bills and the fans are off. Cold air is drawn into the house through these holes also when the fans are on and a vacuum is placed on the house. Regardless of size, holes in ceiling material must be patched. Holes in ceilings cause sweating in the attic. Sweating in the attic will do permanent damage to the poultry house.

**4. Increase fan timer settings (ventilation rate) each week from day one through catch.** Fan run-time must be increased weekly to handle the increased moisture birds give off as they grow. As noted in Rule #3, the rate needed typically increases from about one-tenth a cfm per bird to almost a full cfm per bird. Note that having a properly set minimum

ventilation timer is just as important at the end of the growout as it is in the beginning of the growout. Later in a growout, thermostat control usually will override the timer control most of the time. However, the minimum ventilation timer must remain properly set to take care of air quality if and when higher temperatures no longer trigger thermostat control.

Holes or cracks in the sidewalls of houses like this concrete foundation (left picture) must be avoided by using spray foam insulation, caulking or other rubber sealing methods. Small cracks that extend along the entire foundation add up to very large holes and work against the negative pressure ventilation system. Cold air that enters the house along the foundation goes directly to the floor causing caked litter, ammonia, and poor flock performance. Lack of temperature uniformity and wetness caused by air leaks around foundations are extremely difficult to deal with in extreme cold weather. Every effort should be made to correct the problems before the weather gets cold.





**Mike Donahue**



**Dr. Shelly McKee**



**Gene Simpson**

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### AP&EA “Evening of Fun”

June 4, 2011

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