

SPRING 2013

TPA NEWSLETTER



2012 TPA Farm Family of the Year

Patty's Pullets
Guy & Patty Gray
Union City, TN

Breeder Manager, Nathan Garrett
Live Production Manager, Shane Joyner
Tyson Foods, Obion Co.

TPA RAFFLE RESULTS



Slat Puller

EIS Model SP-1000, Mounts to a skid steer

Heavy Duty Carbon Steel Construction
Hydraulic Cylinder - 1000 PSI Required

Donated by EIS of the Vincit Group

Contact: J.W. Pate (256) 560-5608

Congratulations to raffle winner — Carol Lightfoot

Better Broilers in Tennessee

A great article on Tennessee's broiler and primary breeding industry is now online and in this spring's issue of *The TN Ag Insider* magazine, produced by Journal Communications for the TN Department of Agriculture. This is a great article to share with anyone who would like to know more about our industry. Thanks to everyone who contributed to this article and to our friends with the Dept. of Ag for making it possible. Congratulations to Hubbard breeder, Clay Myers and his family in Pikeville, for being featured in the photos! To view this article, visit www.farmflavor.com/us-ag/tennessee/top-ag-products-tn/better-broilers-in-tennessee/.

TN LEGISLATIVE UPDATE

House bill HB 0689 and Senate bill SB 0897 were introduced this past session to exempt sales tax on utility water for the production of poultry. TPA was very involved with this bill as amended and the TN Farm Bureau supported it as well. This bill was unfortunately placed "behind the budget" and did not pass in the House since it would have an associated decrease in tax revenue for the state and local governments if passed. Efforts concentrated on trying to get the overall economic benefits taken into consideration to outweigh that position. Please be sure to thank Representatives Kelly Keisling & David Alexander for introducing this bill for the growers relying on utility water, even though it did not get passed.

Other legislation introduced this session proposes to allow for a 10% weight increase in trucking (that would include live haul weights) over state highways. SB 0603 and HB 0899 are both still in their respective subcommittees, so the complexes will want to be sure to let your respective legislators know that you would like to see these bills passed. □

TENNESSEE POULTRY ASSOCIATION

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Follow us on Twitter &
Facebook at TNPOULTRY

MARK YOUR CALENDAR!

2013 Annual Meeting

Summer Getaway

August 16-17

Nashville Hilton Downtown

DATES TO REMEMBER**April 25 - Food Safety Seminar**

Interventions & Management Strategies for the Reduction of Salmonella & Campylobacter.

Dr. Trisha Marsh-Johnson. Free — sponsored by the Jones Hamilton Company. 10 a.m. CST. Murfreesboro, TN — DoubleTree Hotel.

April 25 - TPA Golf Tournament

Champions Run golf course. Murfreesboro. 1:00 shotgun start. 931-225-1116

May 2-3 — National Breeders

Roundtable St. Louis USPoultry.org

May 14 — Webinar on New Poultry

Vaccine Technology —free! 12:30 EST

www.events.anr.msu.edu/Agruraldev/

May 15-16 — Poultry Processing Workshop

Atlanta. [US Poultry.org](http://USPoultry.org)

May 20-22 — Tunnel Ventilation Work-

shop/webinar. Univ. of GA

www.poultryventilation.com

May 31st — REAP grant deadline

www.rurdev.usda.gov/TN-Energy.html

June 1-7 — TN Ag Enhancement

Program application period

www.tn.gov/taep

July 15 — REAP guaranteed loan deadline

www.rurdev.usda.gov/TN-Energy.html

August 16-17 - TPA Annual Meeting and Summer Getaway

- Hilton Downtown Nashville
- Guest speakers, receptions
- Golf tournament & Sporting clays
- Auction items
- Jimmy Wayne — live!

TPA Grower Meetings

Thanks to our key sponsors: Farm Credit Mid-America, Cobb-Vantress, Pilgrim's Pride, Animal Health International, Hubbard LLC, Alltech, Koch Foods - Morristown, Merck Animal Health, and Tyson Foods the fall grower meetings were a great success.

The latest in tunnel ventilation practices was discussed by keynote speaker Dr. Mike Czarich from the University of Georgia. Dr. Jim Arends from NC State University and Jim Skinner with Terregena addressed darkling beetles and then additionally discussed fly control for the primary breeders. In Shelbyville, Dr. Lindsay McWilliams gave a very informative presentation on the physiology of stress factors affecting performance, and Dr. Doug Overhults from the Univ. of KY presented in Cookeville and Martin on energy efficiency opportunities.

If anyone would like to receive copies of any of the presentations or handout materials, or obtain contact information for any of the speakers, feel free to contact the TPA office.

The drawing for the slat puller, generously donated by EIS of The Vincit Group, took place at the end of the meeting in Martin and was won by Carol Lightfoot from the Cleveland area. A short video clip is available to anyone who would like to see one of these in action, just e-mail the TPA office or contact J.W. Pate with EIS at 256-560-5608. A very special thank you is expressed to Eric Killen with The Vincit Group for making this raffle possible.

Many additional vendors were also present at the various grower meeting locations, including: EnSave, Inc., Lee Energy Systems, Once Innovations, Luma-Vue, Stephanie Bucy - Norton Insurance, EcoDrum, Freddie Stewmon - Stewmon Insurance / College Grove Insurance, Dirk's Electric, Advanced Water Systems, Jones-Hamilton Co., Southwestern Sales - Ricky Gaines, ManPlan TSP services, TN Small Business Development, Reeves Supply, AXA Advisors - Cindy Boetler, Guardian Fiberglass, Terregena, Cumberland Poultry Group - Brian Johnson, Sammons Poultry Services and Chattanooga Natural Gas.

Plans are underway for the 2013 grower meetings. Please let the TPA office know of any topics or speakers that you would like to see on the program. Several have asked to bring in Mary Scantling from the University of Arkansas water quality lab. Mary gave a great presentation with very valuable information at last year's TPA poultry school for the service techs, so we hope to be able to bring her back to TN for the grower meetings.

The dates have not been set yet for 2013. While they were held in the middle of October the past few years, we have had requests to move them into early November. Please let the TPA office know what would work best for you & let us know of possible conflicts that should be taken into consideration. □

NEWS FROM AROUND THE COMPLEXES:

Aviagen - Keith McKay was promoted this past year as their new director of Pedigree and Great-Grandparent (GGP) Operations. In his new role Keith oversees all operational functions for Aviagen's breeding programs in the US and in the UK. Keith was formerly VP of Operations at Aviagen for North America and has been with the company for 18 years. Aviagen further announced the promotion of Jason Mack as their new VP of Operations for North America. Frank Dougherty is now their Vice President of Sales.

Pilgrim's Pride: David Massey became the new complex manager in Chattanooga this past fall. David was formerly the complex manager in Montgomery, Alabama for Koch Foods. Dan Merriman is the new HR Manager for the Chattanooga complex.

Tyson Foods, Shelbyville. Brandon Davis became their plant manager this past July after serving as the assistant plant manager the previous eight months, and Marshall Miller was promoted to serve as the complex's new broiler manager.

MECHANIC'S LIENS

Anyone planning to build new houses or do major retrofits is advised to take measures to make sure that a mechanic's lien is never placed against one's property. For those not aware, a resulting lien can become quite complicated and could result in the property owner having to pay "twice" for materials or services (or possibly even more if legal fees are incurred) in some cases. A resulting lien could additionally prevent a grower from being able to meet obligated contractual timelines with their integrator.

Ag lenders are well versed on this topic and can take measures to advise and assist property owners to prevent such liens. Be sure to discuss this with your lender in advance, make sure you are fully protected and always know the risks involved. □

PRESENCE AROUND THE GLOBE: Aviagen In The News

New Aviagen School gets off to a flying start

The first module of Aviagen's new Production Management School for customers based in Europe, Turkey, the Middle East and Africa was completed this past fall and received high praise from attendees. The new School was created following huge demand for places at Aviagen's well established Schools in the US, China and Brazil. 31 students from 26 companies across 17 different countries were represented.

The week-long module, held in Edinburgh, Scotland at the end of August, focused on breeder management and included a series of lectures, practical workshops and demonstrations presented by a mix of Aviagen specialists and external experts. Eight key subject areas were addressed including economics & trade, anatomy of a broiler breeder, critical age management, building design and ventilations, egg quality, health & welfare management and production planning & nutrition. Separate broiler and hatchery/incubation modules will be held at different venues across Europe over the coming months. □

Aviagen to include genomics information on broiler products

Aviagen has now included genomics information in the routine selection of its elite lines. "Genomics is studying naturally occurring variations in DNA to help with breeding decisions in our elite lines," said Aviagen's Director of Global Genetics.

"Genomics information can be used to improve all traits in the breeding program including live performance, feed conversion rate, health, disease resistance and welfare. In addition to the observed and measured performance of our birds in a range of environments, we can now see at the genetic sequence level the unique qualities of each bird. This is especially important for attributes for which there is a limited amount of individual record of performance at the time of selection, like sex-limited traits. For instance, in the past we have been able to make a prediction of the genetic potential for egg production or hatchability of a male selection candidate based on the qualities of its family, but without individual records it is not possible to differentiate birds from the same male and female parent. With genomics we can now see exactly what the genetic configuration of each bird is and what has been inherited from its parents. By utilizing this unique insight from our birds, we can make even more accurate selection decisions in order to improve all aspects of the bird's performance at every generation."

"We have been working on genomics for a long time and wanted to ensure the accuracy and effectiveness of the information being generated before implementing this technology into our breeding programs. A good example is in the increase in the number of DNA markers we reviewed. Initially we started off with 6,000 and by 2012 this number had increased to 600,000, adding time, cost & complexity to the project, it has also meant that the results are much more accurate and will have a greater impact on performance."

Genomics selection has been in use within Aviagen since June 2012 and it will take some years before the benefits are felt in the wider industry. Typically for fitness and reproductive traits expressed at the parent stock level, the lead time is between 3 to 5 years for the traits to be expressed and at the broiler level this period is between 4 to 5 years. Customers will see the benefit of genomics information for Aviagen products from 2016 for reproductive traits and from 2017 for broiler attributes. □

NUTRIENT MANAGEMENT PLANS

LOOKING FOR A GOOD, RELIABLE TECHNICAL SERVICE PROVIDER?

Contact the TPA, TDA or NRCS offices for a current list of all TSPs available in Tennessee.

Congratulations to Tennessee's newest Technical Service Provider available to the poultry industry:

Angela Warden Consulting awardenconsulting@gmail.com or (615) 480-2929.

For information on CAFOs, NMPs and requirements to satisfy or obtain permits the TPA office can assist you.



Dr. Dennis Fennwald proudly accepts a Bright live haul cage recently donated by the **Equity Group** in support of the poultry production program at TN Tech University in Cookeville.

Cobb-Vantress is graciously providing and setting up an incubator for their students as well. TTU is seeking further donations for equipment and retrofits. To do so, contact Dennis at (660) 679-1829 or dfennwald@tntech.edu.

LOANS FOR ENERGY EFFICIENCY RETROFITS

Pathway Lending, a non-profit lending organization in TN, has just announced a new 2% rate for qualified commercial energy efficiency projects in TN. Projects can range in sizes starting at \$20,000.

New 2% interest rates are available on energy efficiency loans up to a 5-year term, with up to 100% financing. Energy saving projects include; lighting, heating, cooling and other efficient commercial building retrofits. Pathway Lending also offers 10 year loans at 5% interest on standalone renewable energy projects.

For more information, contact Jon Sturgeon at 615-425-7190 or visit www.pathwaylending.org/Loans/Efficiency-Loans

WHAT ELSE IS TPA DOING FOR OUR GROWERS?

DO YOU HAVE A CURRENT AG ENERGY MANAGEMENT PLAN (AgEMP) IN PLACE? DID YOU APPLY FOR AN EQIP GRANT THIS YEAR FOR ENERGY ENHANCEMENT PROJECTS?

NRCS HAS INFORMED TPA THAT THERE IS NOT GOING TO BE ENOUGH EQIP FUNDING AVAILABLE TO FUND ALL PROJECTS IN 2013. AS A RESULT, A NATIONAL GRANT OPPORTUNITY IS BEING PURSUED.

TPA ALLIED MEMBER. ENSAVE, INC. HAS RECENTLY APPLIED FOR A VERY SIGNIFICANT CONSERVATION INHANCEMENT GRANT ON BEHALF OF THE GROWERS IN TENNESSEE THAT HAVE COMPLETED AG ENERGY AUDITS (AgEMPs) WITH THEM.

ENSAVE HAS RECEIVED NOTIFICATION THAT THEIR **PRE-PROPOSAL HAS BEEN ACCEPTED** OUT OF 387 APPLICATIONS! THEY WILL NOW PRESENT A FULL PROPOSAL. THEY ARE SENDING OUT LETTERS THIS WEEK TO IDENTIFY INTERESTED GROWERS WHO WOULD LIKE TO BE CONSIDERED FOR COST-SHARE FUNDING (48%) AND YOUR RESPONSE IS PROMPTLY REQUESTED.

THIS COMPETITIVE GRANT HAS NOT YET BEEN AWARDED SO FUNDS ARE NOT GUARANTEED. THIS MAY PRESENT GREAT OPPORTUNITY TO RECEIVE COST-SHARE FUNDS FOR ENERGY EFFICIENCY PROJECTS. LET ENSAVE OR TPA KNOW IF YOU WOULD LIKE TO BE CONSIDERED FOR FUNDING. □

...to learn more about

TVA's REBATE PROGRAM

Energy Right Solutions

<http://www.energyright.com/business/>

TPA allied members Once Innovations and LumaVue are ready to assist with lighting projects!

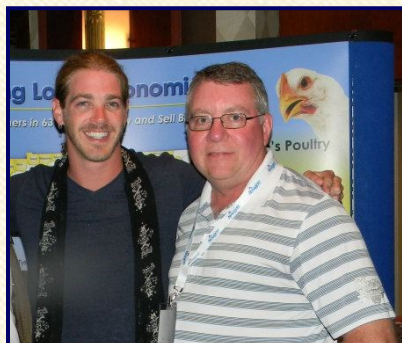
Let TPA know what we can be doing for you and for the poultry industry in Tennessee. Please also send us your news and leads for interesting stories and photos regarding innovative leading practices that are working great for you or someone you know. Send information and suggestions to dbarnett@tnpoultry.org.



Tyson Foods—Shelbyville, the TN Poultry Association, Earl Adcock's Hit N Miss ice cream, Farm Credit Mid-America, TDA, Farm Bureau, the Co-op, TN Soybean Council, FACCT & other Ag organizations recently worked with Rep. Andy Holt to host the "Picnic on the Plaza" for the Legislators in Nashville this past April 1st as part of "Ag Day on the Hill".



AUCTION ITEMS WANTED - Yes, it's time to be planning for the 2013 TPA fundraiser auction in Nashville this Aug. 16-17th during the Annual Meeting & Summer Get-A-Way. Please contact Eric Killen (The Vincit Group), Dale Carroll (Lee Energy Solutions) or Dale Barnett (TPA office) to make your commitment for this year. This custom made grill by EIS of The Vincit Group shown above is the first item received - thanks, Eric!



Country/Western artist Bucky Covington (on the left) is pictured with TPA President, Dan Nuckolls, at the 2012 Annual Meeting and Summer Get-A-Way in Nashville. Dan is currently serving his second term as president and has been a TPA Board member since 1997.

Meet your TPA President, Dan Nuckolls:

Dan started his poultry career in 1982 with Country Skillet Poultry (ConAgra), Dalton, GA. Three years later he went to work for Seaboard Farms, Chattanooga, TN where he held positions as Assistant Sales Manager, Sales Manager-Chattanooga, Marketing Manager for Seaboard Farms - Kentucky and then Sales Director at the corporate level. In 1997 he took a position with Koch Foods in Chattanooga where he has had various roles ranging from project manager on building projects at the plant, feed mill and hatchery - to export sales and logistics, director of a transportation division and National Account Manager. Dan now oversees the export logistics of over 10 million lbs. per week, a 40 tractor over-the-road fleet and two major national accounts. He has additionally served in the local community on the Board of the Chattanooga Regional Manufacturers Assoc. and held the role of Chairman for a term.

From 1977 until 1992 Dan served his country, first for 4 years in the US Air Force and then transitioned to the US Army Reserves while starting his career in the poultry industry. While in the USAR he was activated for Operation Desert Shield/Storm. He is married to his beautiful wife, Susan and they have two children -Jerimi and his wife Kelly, and Katie and her husband Chris.

Dan has proudly served two terms as President of TPA beginning in 2011 and he has been a Board member since 1997. Dan graciously coordinates the annual TPA Golf Tournament held during the Summer Get-A-Way as one of the primary fundraisers and social events for TPA. Under Dan's leadership, a permanent TPA office has been established in Shelbyville and a full-time executive director was hired that has led to stronger industry involvement for the association.

TPA proudly salutes Dan Nuckolls for his dedicated service to TPA and to the entire poultry industry. □

LIVE

August 17th in Nashville during the TPA Annual Meeting & Summer Get-A-Way, **JIMMY WAYNE!**



Sequestration outcome for the poultry & meat industries

Government **funding has thankfully been approved** that will provide flexibility to the U.S. Department of Agriculture's Food Safety and Inspection Service (FSIS) **to prevent furloughs of front line food safety inspectors at federally inspected meat and poultry plants.**

Through the process to prevent inspections from being interrupted, the National Chicken Council (NCC) contended that furloughing FSIS inspectors would be inconsistent with the mandates of the Federal Meat Inspection Act, the Poultry Products Inspection Act and the Egg Products Inspection Act, which prohibit the production, processing, or interstate distribution of meat, poultry and egg products without federal inspection.

The resulting \$55 million in approved funding **will not exempt FSIS from sequester cuts, but will put additional funding back into the account in order to try to prevent furloughs of front line food safety inspectors.** It provides the administration with the flexibility to ensure "essential" federal employees continue to provide vital services, including meat and poultry inspection.

Last month, NCC and almost 40 other meat, poultry, food and grocery manufacturing and restaurant associations (**including the TN Poultry Association**) sent a letter to Agriculture Secretary Tom Vilsack urging that the department deem USDA food safety inspectors essential employees in the wake of any budget cuts. □

Sprinkler & Smoke Control Systems WILL NOT Be Required In Poultry Houses!

Thankfully, the coalition of animal agriculture industry groups that included the U.S. Poultry & Egg Association and National Chicken Council was successful in appealing an earlier decision by the National Fire Protection Association to require the installation of sprinkler and smoke control systems in poultry houses. While NFPA standards *typically* do not have the full effect of law they are often adopted in local and state building codes and by insurance companies, and can become requirements to receive occupancy permits or to obtain insurance.

That was too close for comfort needless to say. Please continue supporting TPA who works closely with the US Poultry & Egg Association, the NCC and the Farm Bureau Federation at times like this to make sure we all stand up for our industry. **Our collective voice was heard and it counted !** □

TPA works for you and your industry. Are you a current member?

Tennessee Poultry Association

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