How To Manufacture The Most Cost Effective Recipe For a Specific Formula

Presented by
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Feed Management Systems
Software Solutions for Feeding Our Growing World

Visit Our Booth
Bldg B #5774
What We Will Cover Today

• Introduction to Feed Management Systems
• Global Market Overview
• Definition of Formulation
• Importance of Formulation
• Best practices for formula production
• The Leading Solution = Brill Formulation
Feed Management Systems

• The world’s leading provider of software and services for formulation and formula based manufacturing clients in the global feed industry.

• The only integrated, scalable system for pricing, formulating, collecting, managing and tracking “real time” data for the entire feed production cycle based on Microsoft technologies.

• We utilize technology to help feed manufacturers attract and retain customers and grow those relationships—ensuring a safe, high quality and affordable feed supply.

• These solutions are sold in over 17 languages,

• with 4,000 users worldwide, 60% of the world’s top feed companies
Our Feed Market Proven Expertise

- **Memberships**
  - American Feed Industry Association (Technology Committee Member)
  - National Grain & Feed Association
  - Animal Nutrition Association of Canada
- **Awards**
  - 2 time winner of AFIA’s Innovation in Food Safety Award
- **Participate Globally**
  - FDA and International Feed/Food Safety Forums
  - VIV Shows and Forums
  - ASA and World Grain Council
  - International Poultry Expo
- **Influencer: Meetings**
  - USDA, FDA, Homeland Security
- **Market Proven**
  - FDA has recognized the value of our solutions delivering accurate, real-time data.
  - Media reported FMS success in ruling out the feed supply as the BSE source.
Providing Feed Solutions & Services

Solutions that integrate to your current systems:

- Animal management
- Mill automation/batching
- Financial accounting
- Ingredient Supplier

Offering the only integrated industry solution based on Microsoft technology platform

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Global Market Overview

• Global and National Economic Reality (Globalization, NAFTA, Mercosul, etc.) creates a competitive system

• Population increases putting pressure on consumption and price
  – Corn and Soy products

• Consumer diets are changing and more sensitive to price, quality and service
  – changing the animal protein supply chain parameters of efficiency

• Increasing Regulations and Compliance on Food Safety

• The feed industry is looking for alternatives of reducing cost while meeting market needs...
Feed Industry Responsibilities

• Produce High Quality Feed with various and alternative ingredients that meet animal nutritional requirements.
  – Economic
  – Safe Feed/ Safe Food
  – Efficient
  – Customer Satisfaction
What Is Feed Formulation?

• Process by which different feed ingredients are combined in a proportion necessary to provide the animal with proper amount of nutrients needed at a particular stage of production.

• A combination of required ingredients typically used in recipe process manufacturing before processing or made into a finished product.

• Nutrition and Formulation are key factors for management decisions
  – complex factors affecting costs, quality, and savings in feed and food manufacturing
Important Considerations in Feed Formulation

- Animal Acceptability
- Digestibility
- Cost
- Presence of anti-nutritional factors and toxins

Feed Formula Inputs

- Animal Requirement
- Ingredient Nutrient composition
- Ingredient Market price and Availability
- Specific Formula Needs
Best Practices To Least Cost Formulization

Define Animal Requirement

Feed Demand

Buy ingredient

Analyse Ingredient (ingredient evaluation)

Formulate

Send to batching system

Tag

Price Feed

Send to farm or Customer

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