

Dear Reader,

Here it is: the 21st edition of our newsletter.

In this edition you can read about:

- *Salmon oil: vegetarian salmon and alternatives*
- *E.F.S. travels abroad*
- *Tox-Aid®: fumonisin en ochratoxin*
- *RunderFit™ 2.0: Provided by nature, Scientifically proven.*
- *Introduction of our new colleague Annemarie and*
- *The news section with.:*
 - *Salmon oil prices*
 - *Norwegian salmon oil and ethoxyquin*
 - *Stabil-Aid®*
 - *New: glycerides by E.F.S.*

As you can see a lot is happening.

Have a nice summer!

Best regards,

The E.F.S.-team

» RunderFit™ 2.0

For dairy cattle at farms foot problems are a regular occurrence. Due to wet stable floors, hard cubicle beddings and a high milk yield demand cows are very susceptible to infections.



The first RunderFit™ was developed 17 years ago by a hoof trimmer as conventional methods like foot baths, zinc sprays and medication did not help sufficiently. The hoof trimmer started feeding cows with hoof problems on a supplementary feed of a specific mix of fresh herbs and within a few weeks he saw an improvement in hoof health and a strong reduction in digital dermatitis. In 2012 a partnership was set up with E.F.S.; this partnership generated continued product development and resulted in RunderFit™ 2.0.

Digital dermatitis

Digital dermatitis is caused by the Treponema bacterium which infects the cow. The infection is manifested in the interdigital space. As the infection starts within the cow, it is inadequate to deal with the clinical symptoms only. RunderFit™ 2.0 strengthens the immune system and tackles the problem internally. Runderfit™ 2.0 only contains natural products such as herbs, yeasts and clay minerals. They boost the cow's immune system and support it naturally. RunderFit™ 2.0 promotes milk yield, cell count, coat and specifically hoof health.

Feeding strategy

RunderFit™ 2.0 is a product that can easily be added to a ration. The initial dose is 25 grams/cow/day (1 week), the subsequent 6 weeks 30 grams/cow/day can be fed. After this period a maintenance dose of 20 grams/cow/day is advisable. It is also important that dry cows and heifers receive RunderFit™ 2.0 as well. Within a few weeks this product will show results at the farm. Are you interested or would you like to know if you can use it for other animals? Please contact the E.F.S.- team.

» News section

• Salmon oil prices

Salmon oil prices
After a longer period of merely rising prices due to changes in the market, like a high demand from Asia and Norwegian salmon being fed Norwegian salmon oil, prices have fallen.



The current prices of salmon oils are now comparable again to these of about a year ago. E.F.S. is expecting stabilisation. For current prices, please contact E.F.S.

• Stabil-Aid®: formaldehyde

After the repeal of biocide directive PT20 on 1 July 2015 the EU has not yet decided on the use of formaldehyde. For the time being no decision has been taken on either a ban or an authorisation. At present it is not on the EU agenda. The decision on formaldehyde is expected to be included on the agenda after the summer. For further information, please contact the E.F.S. sales team.

• Norwegian salmon oil and ethoxyquin

E.F.S. Norwegian salmon is stabilised with ethoxyquin. This antioxidant had been on the EU agenda for some time. On 7 June of this year an implementing [regulation \(2017/962\)](#) was published. Part of this regulation states that ethoxyquin may be placed on the market until 28 September 2017 and used until 28 December 2017. For some feed materials and feed additives exceptions will probably be made. Feed materials and premixtures containing ethoxyquin may be placed on the market until 28 December 2017 and used until 28 March 2018. In the near future the antioxidant used in E.F.S. Norwegian salmon oil will be adapted to comply with these rules.

• Glycerides

As of 1 March the E.F.S. portfolio has been enhanced with monoglycerides and mixtures of glycerides. One of these glycerides is E.F.S. Monolaurin. E.F.S. Monolaurin contains the fatty acid C 12 and is unique because of its minimum content of 30% lauric acid, its place on the α-1 position of glycerol and its use of starch as a carrier. Interested? Please contact E.F.S!



» Salmon oil: vegetarian salmon and alternatives

Salmon oil is a widely used oil of which 99% is derived from farmed salmon. Its omega-3 fatty acids have positive health effects. Most of the retail business, with the exception of a few suppliers, only has access to farmed salmon which comply with very strict regulations.

In order to meet the demand for salmon, salmon fish farms were established. In the last decades production and consumption of farmed salmon has increased; in addition the demand for farmed salmon is still on the rise. A further increase in salmon production is expected. Salmon farms are found in several countries, for example Scotland, Chile, Scandinavian countries and the Baltic States.

Throughout the years the salmon's diet has changed due to reduced availability of fish meal and fish oil. More sustainable fishing methods are one reason to account for this.

As a consequence salmon obtain energy and protein from more plant based feed ingredients. Scotland is the only country where fishmeal still is a mandatory part of the ration.

At the moment a great deal of research is carried out to find alternatives to improve and ensure the quality of salmon while

keeping sustainability in mind. Nature provides many alternatives for energy and protein, such as algae, insects and yeasts. Some of these are not ready for large-scale use as yet.



It is expected that this new generation of alternatives will have a positive effect on the composition of fatty acids in salmon oil.

» Tox-Aid®: Also deactivates Fumonisin and Ochratoxin

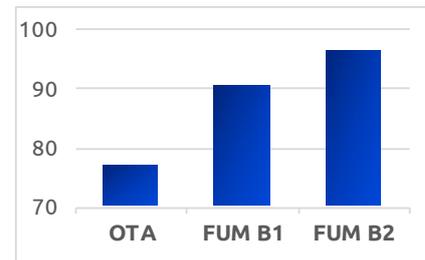
Tox-aid® is a natural solution that deactivates mycotoxins. In three steps mycotoxins in the animal are rendered harmless. E.F.S. believes nature has a solution for everything. However, this also needs to be demonstrated. With the slogan "Inspired by nature, Scientifically proven" in mind, E.F.S. has carried out further in vitro research into the deactivation capacity of Tox-Aid®.



A combination of the right bentonite, deactivated yeasts and herbs enable Tox-Aid® to deactivate fumonisin (FUM) and ochratoxin A (OTA).

The test shows that 96% of fumonisin B1, 90% of fumonisin B2 and 77% of ochratoxine A is deactivated.

Mycotoxins fumonisin and ochratoxin each have different effects on the animal. Ochratoxin damages the kidneys and the liver. Furthermore fumonisin can affect the lungs and the brain.



» E.F.S. travels abroad

In the beginning of May we took some of our clients on our annual visit to our salmon oil supplier in Scotland. One of the activities on this trip was a tour of a salmon slaughterhouse and a site visit to salmon producer Rossyew.



After a warm welcome the production process was explained 'from salmon egg to consumer'. We saw the production process and quality assurance with our own eyes.



There was also time to enjoy the beautiful Scottish Highlands and culture.

We would like to thank our supplier Rossyew once again for this interesting visit.

» Introduction Annemarie

Meet the latest addition to our team: **Annemarie van den Heuvel**. She has joined the accounts department and will be involved in translation among other things.



After her degree in English Language and Literature she worked as an Office Manager in various sectors. Also she was editor of an e-magazine about rabbits, giving her some familiarity with the petfood and feed sector. We wish Annemarie a lot of success at E.F.S.!

» Trade fairs

Last March E.F.S. took part in trade fairs LIV and RMV in Venray, The Netherlands. This provided us with an opportunity to meet our existing contacts again and make new ones.



From 24 to 26 October we will take part in LIV Hardenberg. We hope to meet you there.

