Dear Reader,

The Year After!
A year after the ban on the use of formaldehyde for the bacteriological control of feeds and raw materials we can tentatively take stock. Companies are still actively looking for products and technical solutions to assure the bacteriological quality of their products. Some concepts offer opportunities, but all, without exception, are less effective and more expensive than treatment with formaldehyde.
Despite all efforts we gradually see an increase in the number of Salmonella-positive samples.
A rise in production line contaminations at the start of the production process result in a rise in contaminations at the end user. Of course this offers E.F.S. opportunities, however, we think this is an adverse development as the whole sector benefits from minimising disruption as much as possible. We will hopefully be spared from these kind of emotional decisions from Brussels in the future. Time will tell.

Anyhow, we are looking to the summer "positively". Working together with fellow firms, looking for new colleagues and actively launching new ideas, illustrate the developments at E.F.S.

Bert van Bremen

» Team expansion

As of 1 April the E.F.S.-team has been expanded.
Peter Groot Koerkamp has joined the E.F.S.-team as account-/businessmanager for the Benelux. Together with Bert and Iris, he is point of contact at E.F.S. Holland.

After Peter graduated from WUR (Wageningen University & Research) in 1984 he started working as advisor/sectormanager at Cehave (now Agrifirm). In the last two decades Peter held various positions at, among others, Suikerunie, P. van der Kooij Groep and Mestac.

We warmly welcome Peter back in the feed sector and wish him all the best in his new role/position in the E.F.S.-team.

» News section

» NEW: Bact-Aid Dry

Available now, Bact-Aid Dry. After the successful deployment of Stabil-Aid Dry, E.F.S. has developed the decontaminating product Bact-Aid using the same carrier. Interested? Please contact the E.F.S.-team!

» Salmon oil prices

In Q1 2019 E.F.S. experienced a stable salmon oil market. There was an ample supply of salmon viscera, and consequently an ample supply of oil. This prompted stable/a slight decrease in prices.

A few months ago it seemed like the Atlantic fishing quotas would remain unchanged compared to 2018. However, in Europe the quotas for 2019 are lower. Therefore a more limited supply is expected for the second half of this year, which could cause a rise in salmon oil prices in Q2 and Q3 2019.

» Trade fairs

In recent months E.F.S. took part in **Dutch Poultry Expo** in Hardenberg (19-20 March) and **Dutch Pork Expo** in Venray (16-17 April). The new set-up resulted in rewarding days. We warmly welcomed our relations at our stand and expanded our network. In 2019 E.F.S. will also take part in **Victam in Cologne** on 12-14 June. We hope to meet you there!

» E.F.S. travels abroad

At the end of 2018 foreign travels prevailed. At the start of 2019 travels were less frequent, but not less exotic. E.F.S. was invited to accompany a customer on a trip to **China** to give on-site advice on bacterial control in raw materials.

Bert van Bremen represented E.F.S. on this trip. It included a visit to a soy processing plant supplied with **organically** grown soy by local farmers. The soy beans are processed into oil and meal which are sold to, among others, the Dutch market.

» Vacancy / wanted: addition to our team

At the moment we have a vacancy for the position of **Account- Businessmanager export**. For further information, please use this link.

» Matty van Tilburg leaving

As of 1 May 2019 Matty will no longer be working at E.F.S. We wish Matty all the best for the future and thank her for her efforts at E.F.S.

» **LinkedIn** Do you already follow us on LinkedIn? Here we give regular updates on E.F.S. developments and news from our sector.

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» EFS-01 continues

The new E.F.S. service, mobile installation **EFS-01,** which treats raw materials and feeds against pathogens in various locations, is a great success. Various treatments were carried out in the spring of 2019 and again the results achieved were very positive (that is negative analysis results!!) according to E.F.S.-Holland's technical department.

With this unique service customers no longer require a built-in fixed installation in a mill. Thus E.F.S. offers more flexibility to its customers.

On the basis of a well thought out, thoroughly discussed action plan and open calculation treatment is determined with the customer in order to get it started as soon as possible.

Interested in our new service? Contact us to discuss your options!

"Decontamination does not only entail the addition of a product like Bact-Aid™. It is essential that the correct dosage and dose point are ascertained and that the method used suits the customer. Therefore the right concept is always decided in consultation with the user."

» Herbanoplex & broiler chicks

Herbanoplex™ is a mixture of especially selected phytogenic products and has been developed to support the intestinal flora of poultry and boost the immune system against unfavourable bacteria. In this study the effect of Herbanoplex™ on broiler chicks that had been exposed to pathogens, was tested.

Study design
The study was carried out at a trial farm in Hungary. 200 Broiler chicks (Ross 308) were divided over four treatments (50 chicks per group, divided over two pens, followed for 42 days). In order to expose the chicks to pathogens, a filtrate was made from the litter of the preceding clutch. This was added to the drinking water. The filtrate contained 2 x 10^8 cfu and mainly consisted of *E. coli* (10^8 cfu/ml), *Clostridium perfringens* (10^3-10^4 cfu/ml) and oocytes (2.5 x 10^3 oocytes/ml).
The trial groups were divided into test groups as follows:

- Positive control: pathogens administered by drinking water
- Negative control: no administration of pathogens
- Herbanoplex group: administration by drinking water + Herbanoplex (1kg/ton feed)
- Heat-treated positive control: inactivated pathogens added to drinking water

Results
The table below shows the broiler chick body weight on day 0 and day 42 of the study. On day 0 the chicks in all groups had an average weight of 41 grams. At the end of the study (day 42) the Herbanoplex™ group had the highest body weight: an average of 2564 grams (see graph). This was **36%** more than the positive control group and over 6% more than the negative control group.

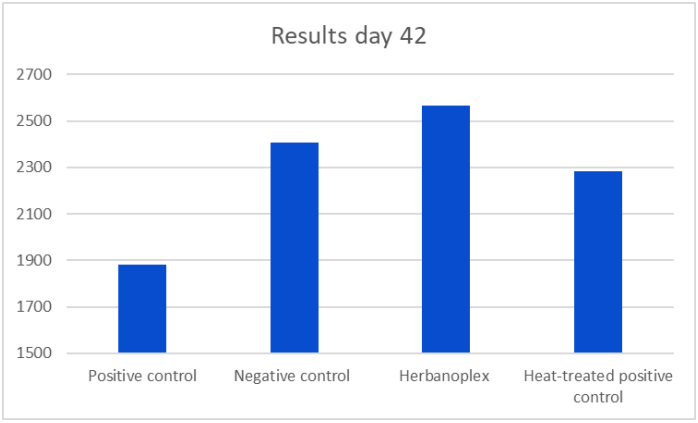

Table body weight broilers on days 0 and 42

Group	Day 0	Day 42
Positive control	41	1880[b]
Negative control	41	2406[a,c]
Herbanoplex™	41	2564[d]
Heat-treated positive control	41	2284[a,c,d]

Conclusion
Due to the use of Herbanoplex™ the final weight of the broiler chicks is significantly higher, and when the chicks are exposed to pathogens the negative influence of pathogens on their weight is limited.

"inspired by Nature, scientifically proven"