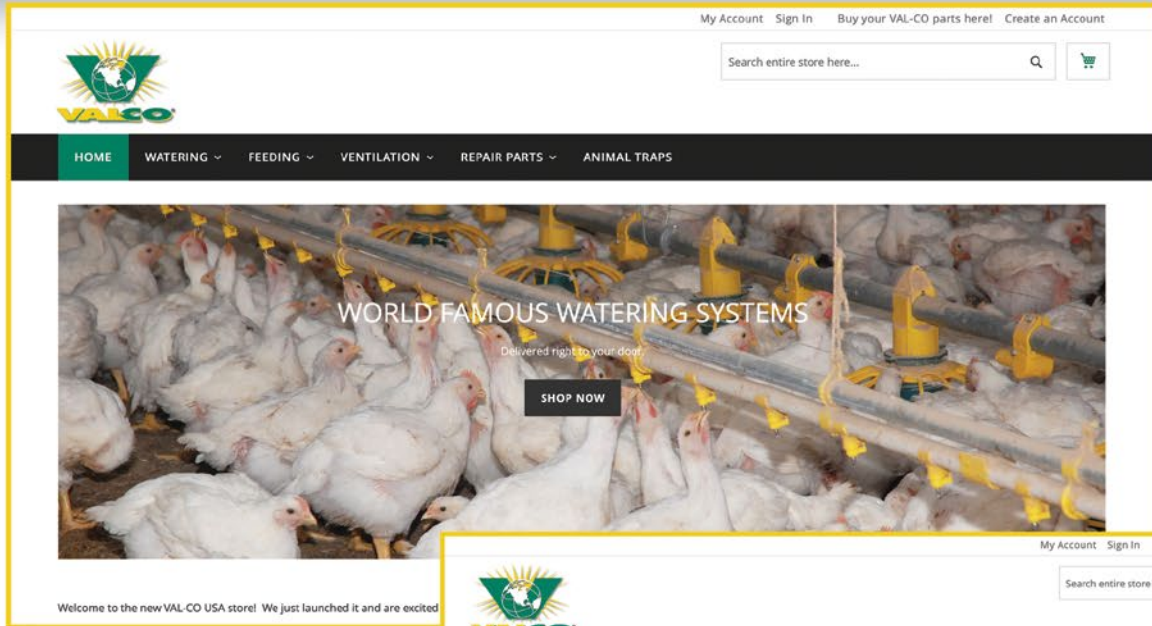


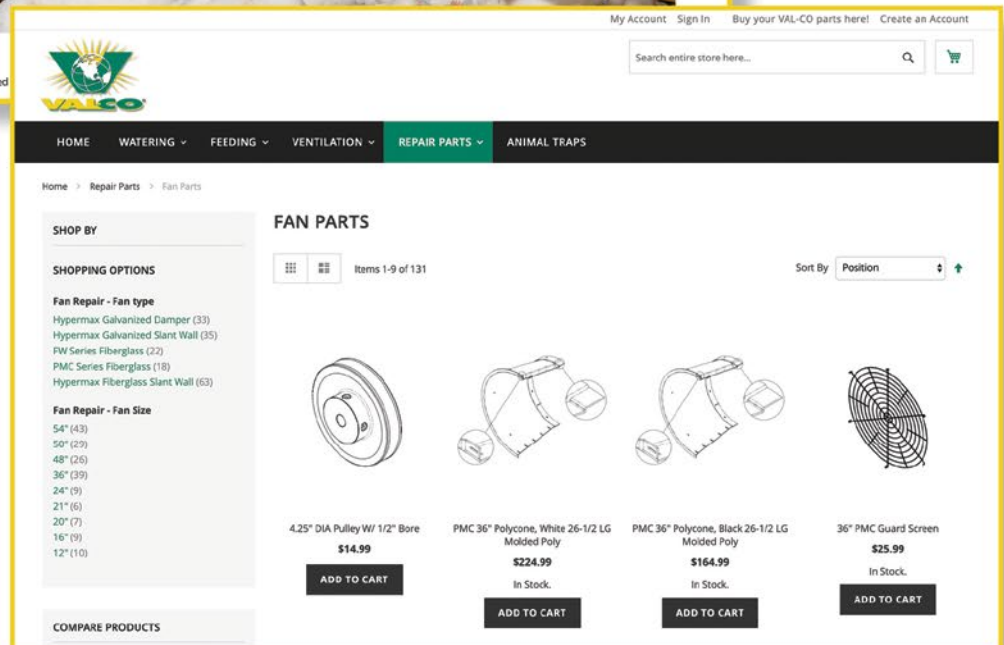


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The strongest possible commitment to customer support drives nearly everything we do at VAL-CO.

In this issue of AgSpeak, you will read about how we support our customers with training on the proper use and maintenance of our equipment. Our Tech Support team is available by phone 24/7 but is also hands-on and corrects issues right on the farm. A good example is our support of Jay Goodman who is in this issue's Grower Spotlight.

We support our customers with innovative products that solve new challenges arising from changes in our industry. For instance, our unique solution for cage-free layer ventilation utilizes positive pressure in an ideal manner. Using VAL-CO's patented Hemisphere® Mixing Fan, growers are now able to keep uniform temperatures in barns with outside access doors, even in frigid temperatures. This new technology is described on Page 7.

Our customers need the latest information and this issue provides it, with updates on the CSIA and precautions to be taken against African Swine Fever.

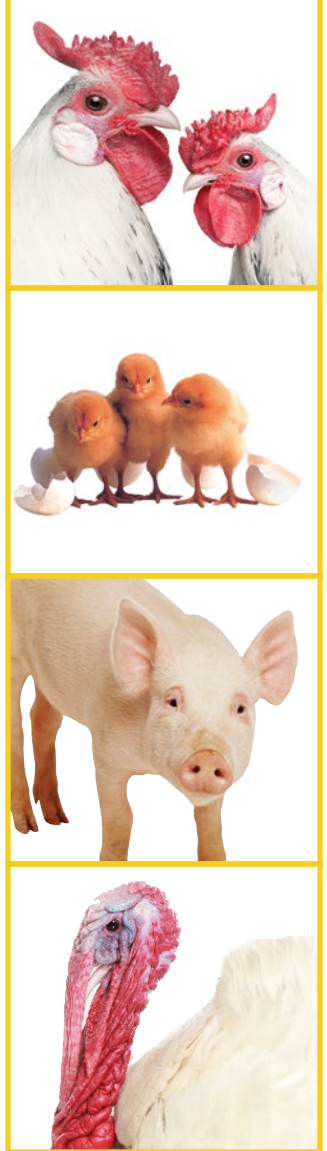
Finally, and perhaps most importantly, we back our VAL-CO dealers in their mission to support growers. Through product development, product support, and customer service, we are committed to supporting the best dealers in the industry. A new way that we are supporting our dealers' customers is with a web store. Our dealers stock VAL-CO replacement parts, but now they are backed by the full factory inventory of spare parts easily accessible via the web.

Please take note of our 2019 Titanium Dealers highlighted on the back page of this issue. And stop in to visit your local VAL-CO dealer. Together, we are committed to providing you, our customer, the best possible support.

Phil Risser

President & CEO

Valco Companies, Inc.





Pigs

CSIA Updates

The Common Swine Industry Audit (CSIA) was introduced in 2014 to serve as a single common audit platform in the United States. The audit is used internationally to ensure producers worldwide are raising their herds to the same standard.

The audit brings clarity to producers about the standards and expectations of pork production. It provides an objective science-based platform to facilitate continuous improvement in animal care.

The standards within the Common Swine Industry Audit include 27 key aspects of swine care and pre-harvest pork safety through all phases of production. The audit reviews records, animals, facilities, and caretakers.

The audit process was recently updated for 2019. The details of the updated document include updates to animal observations and record-keeping practices.

Animal Observations

Information on electric prod use was added to the animal handling section for consistency with the transport/load-out section.

The term “deep wound” was changed to “open wound” to clarify that these wounds are not serious injuries. The definition remains unchanged.

The statement “Electric prods must not be used on suckling piglets or on the day of weaning,” was added to the Animal Abuse section of the audit standard.

Record Keeping

The standard for medication storage was modified to clearly indicate a written SOP or written veterinarian recommendation is required for medications stored in a manner inconsistent with the medication’s label.

The standard for needle usage was modified to clearly indicate that needles found on-farm that do not meet the PQA Plus recommendations require a written SOP or written veterinarian recommendation.

The standard for internal site assessments was modified to clearly indicate that veterinarians may perform a site’s internal site assessment.

African Swine Fever Threat Looming

As you may already know, the threat of African Swine Fever (ASF) coming to the US market has caused the National Pork Producers Council to cancel the 2019 World Pork Expo. The widespread presence of ASF in China has taken the threat to an elevated level. The last time the WPX was canceled was in 2001 for the foot-and-mouth disease outbreak in the United Kingdom.

Important steps you can take to help protect your farm are:

- *Keep people off your farm, or request they use farm overalls and footwear.*
- *Limit feed deliveries or the delivery of replacement stock.*
- *Use separate entrances and exits for personal vehicles, or employ a*

vehicle-operated disinfecting system.

- *Disinfect housing and equipment between herds.*
- *Wash in and wash out of barns. If this isn't an option, wear protective clothing, and wash your hands.*
- *Never feed hogs food scraps.*
- *Keep wild boars away from the farm.*
- *Try to limit the rodent and pest loads on the farm.*

Should infection occur in your area, be on the lookout for these signs:

- **High fever**
- **Loss of appetite, depression**
- **Limb discoloration, appearance of bruising**
- **Hemorrhages on ears and abdomen**
- **Unsteadiness while standing**

You may notice groups of infected swine lying together, shivering, breathing abnormally, and sometimes coughing. If not caught early and culled, pigs will eventually go comatose and die. The cycle from infection to death usually takes 6 – 12 days. The only way to be sure the disease spread is halted in a herd is to mass cull. Be sure to have a plan in place for euthanasia and disposal if this becomes a reality.

For more useful information from VAL-CO, scan the QR Code or visit val-co.it/blog



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Technical Support



Case Farms Training

The VAL-CO Training Program is designed to educate growers and field technicians on the functionality and maintenance of VAL-CO equipment.

The most recent training was in conjunction with the Case Farms – Goldsboro, North Carolina complex. The three-day training combined

classroom-style discussion on equipment maintenance with on-farm, in-application practice. The training covered controllers, drinker lines, fans, and pad cooling maintenance on broiler, breeder, and pullet farms.

The classroom portion focused on maintaining equipment both during flocks and between them. Water line cleaning and care was reviewed, as well as, water line height and pressure and the appropriate settings for each.

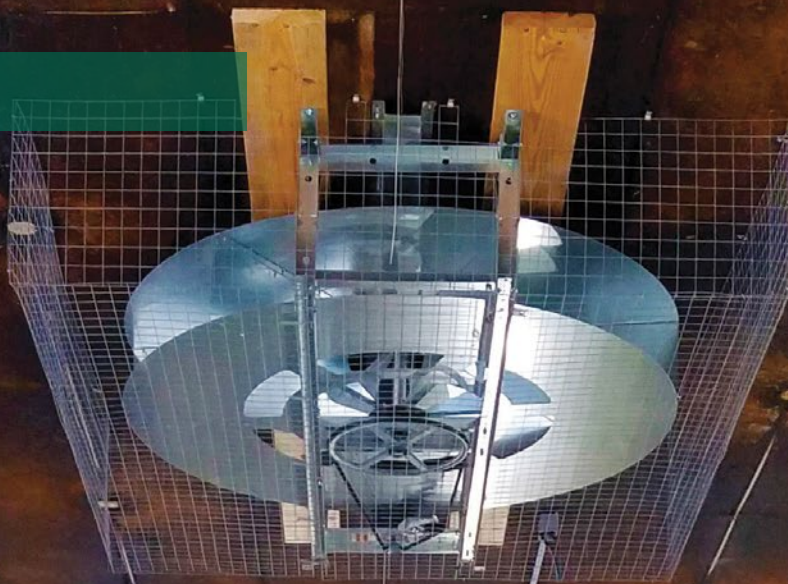
Seasonally, fan care and pad cooling were covered, as warmer weather approaches. Fans work most effectively when regularly cleaned and greased. Pad cooling systems require seasonal care and gentle cleaning to assure a long pad life.



The on-farm portion of the training program covered controller use, specifically the Horizon controller. Other topics included ventilation theory and proper set-up.



Ventilation



Hybrid Positive Pressure Ventilation in Cage-free, Free-range Laying Hen Barns

by *Ericka Mongeau and Sean Francey*

Most poultry houses are designed using a negative pressure ventilation program, where air is pulled into the barn through inlets by the action of exhaust fans, mixing the incoming air with house air at the ceiling and letting it fall down to the bird zone. As temperatures increase windspeed is brought to bear by opening tunnel doors and closing sidewall inlets.

Free-range farms with outdoor access for birds, however, pose a special problem with this style of ventilation, most especially during cold weather. Because free-range farms must provide outside access to birds, pop doors are typically built into the walls (think doggy doors for chickens) and are often required

to be open for long periods, if not continuously, while birds are present. In a negative pressure design, these doors act as an air inlet, allowing cold drafts along the floor during winter, leading to wet litter by the doors and uneven temperatures throughout the house.

Positive pressure ventilation, gaining traction in some swine facilities, has been proposed as a solution in this style of barn. Moving exhaust fans into an attic space and turning them around to blow air into the house creates a positive pressure in the attic, forcing air down through



attic inlets and out the pop doors – eliminating the issue of cold air flowing in - and maintaining a better air flow pattern. The downsides of exclusively positive pressure ventilation are that it requires sealing off the attic space so that no air escapes except into the house through attic inlets (so no eaves or soffit vents and no ridge vents), making it hard to effectively retrofit, and the lack of direct airflow means no windspeed for summer-time cooling. Just placing a fan into the wall of the house (not in the attic) for positive pressure gets around the issue of sealing your attic but creates a large cold spot and very uneven air distribution.

To solve these problems, VAL-CO's new Hybrid-Positive™ design takes

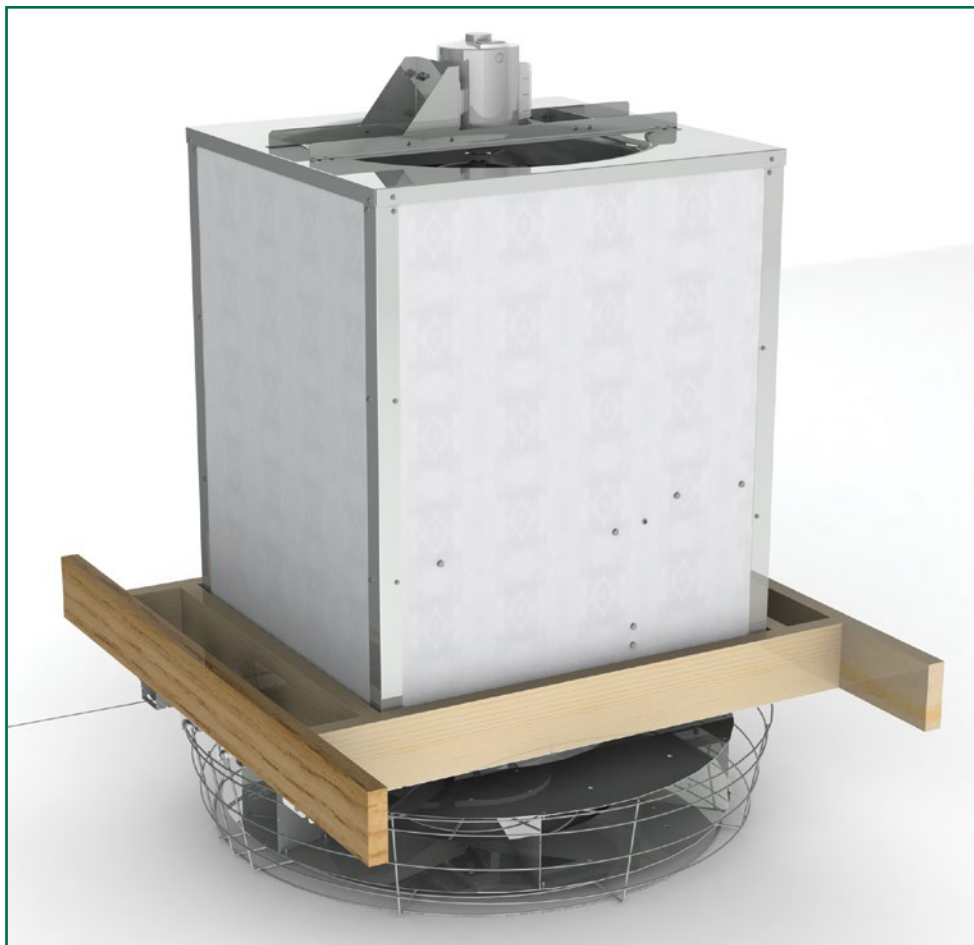


the understood concepts of negative pressure ventilation and mixes them with the positive pressure concept and builds a new ventilation scheme with less pitfalls based on improved technology. Let's explore.

Positive pressure is clearly the winner for cold-weather ventilation when outside access doors are used

but sealing attic spaces is difficult and expensive. Using the patented Hemisphere® mixing fans with integral chimney fans creates a positive pressure envelope in the house while allowing the attic to remain unsealed. Fans built into the chimneys in the attic draw air from outside, through the soffit, gable, or ridge vents (effectively making the attic a negative pressure system) and supply it to the mixing fan in the house.

As cool air is pushed from the attic into the Hemisphere Fan it is mixed with warm air from the house and distributed evenly throughout the barn, exiting through the pop doors and fan shutters – preventing cold air leakage back into the barn and satisfying the goal of minimum ventilation (remove excess moisture and gases from the house to maintain acceptable litter and air quality, without compromising heat).



This is our new Hybrid-Positive design; by mounting a fan on top of the chimney sitting above a Hemisphere fan, you are effectively pushing air into the house.



By running the chimney inlet fan continuously using variable speed a consistent positive pressure is maintained in the barn while not over-ventilating and wasting heat.

When temperatures increase the system easily transitions back to a traditional negative ventilation by closing off the chimney attic inlets, opening tunnel doors, and

turning on end-wall exhaust fans. As windspeed increases the mixing fans are shut off and eventually typical airspeeds for bird cooling are achieved, and can be supplemented with cool pads and fogging systems for additional heat removal.

The end result is the ideal bird environment – a well ventilated comfortable house that balances bird comfort and litter quality.

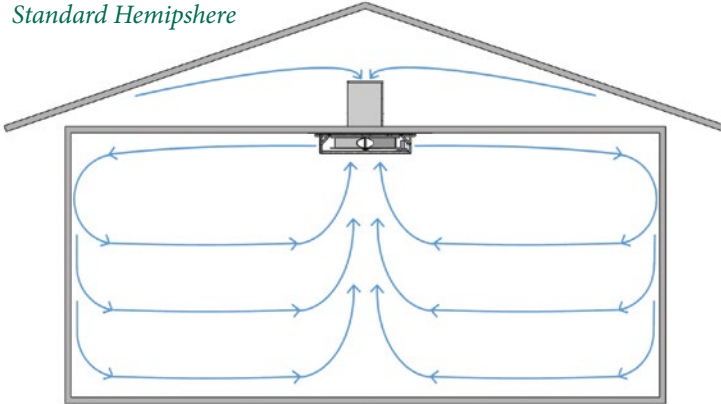
To find out more about Hybrid-Positive ventilation designs drop us a line at marcom@val-co.com today.



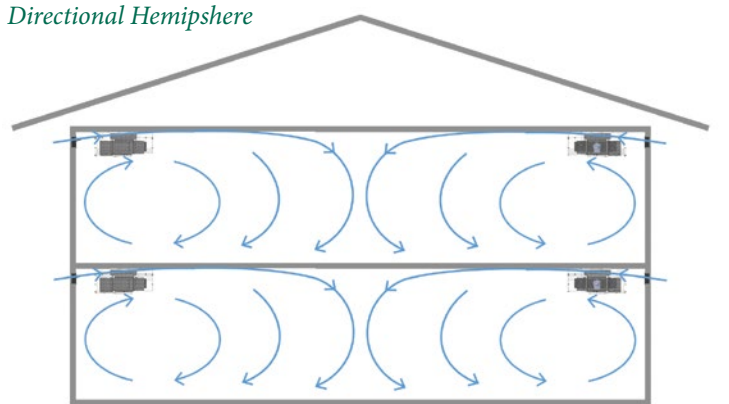
Hemisphere® Airflow Patterns

The following diagrams show the airflow patterns of this proprietary technology on the different models available.

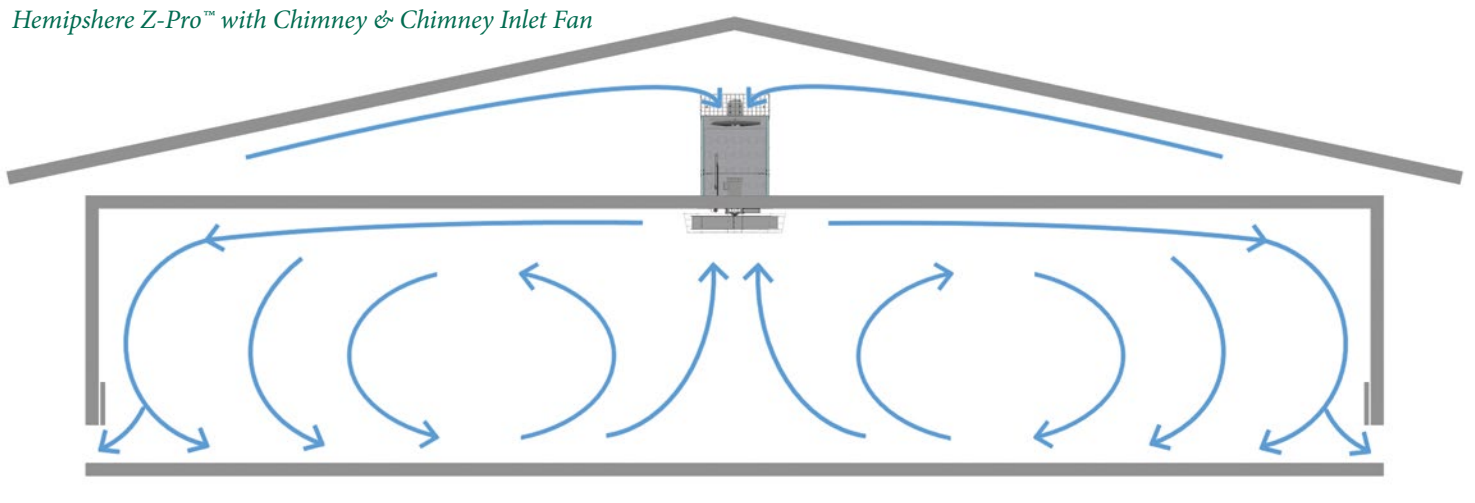
Standard Hemisphere



Directional Hemisphere



Hemisphere Z-Pro™ with Chimney & Chimney Inlet Fan



Grower Spotlight

Jay Goodman



Until recently, Jay Goodman was a corporate man working for a major beverage company. As the

desire for the corporate life waned, he found himself on the hunt for the perfect farm. He finally found it – with the help of his younger brother – on the Delmarva Peninsula.

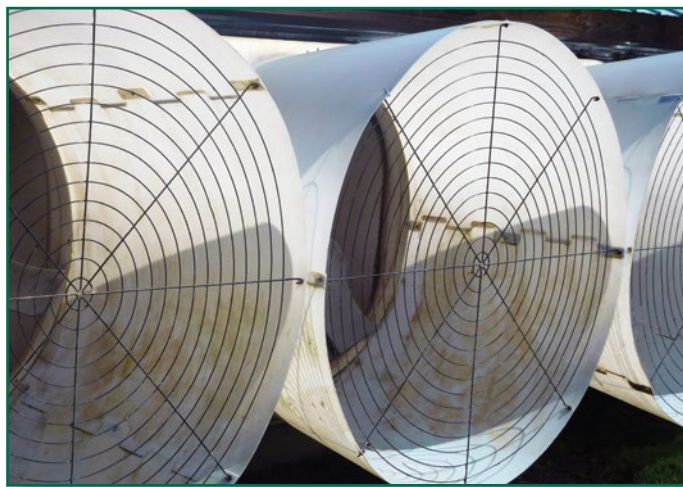
“I came up from Georgia to visit my brother and see his farm, and while I was here I had an opportunity to get a larger farm, but it just didn’t feel right. My brother called me a few weeks later and says, “I have the perfect farm for you”, and it was this one. The gentlemen that had it wanted to sell, I drove up here to meet him, and we stood outside, in the freezing cold, and cut a deal. And 30 days later I was here. I took over for him mid-flock, on day 30, and grew those chickens out to market age.”



*World Famous
VAL-CO Drinker*

Jay has taken to the life of a poultry farmer pretty quickly, as evidenced by his regular top-ten status. What’s the key to his success? Careful management, the right equipment, and a willingness to do the extra work.

Some of Jay’s management tricks are inspired by his time with his former employer. The principle of “availability drives consumption” is equally applicable to poultry; the more that feed is available, the more birds will eat, especially if they don’t have to go find food. He uses the UltraStart Chick Feeder as a supplemental feeder and has seen tremendous success with young birds due to the availability of feed. He fills those feeders every two days at the beginning of a flock. Walks his birds every morning. Uses a sprinkler system to get birds up and moving during warmer weather. He’s also switched out all the drinkers on the farm to VAL-CO watering lines. “The biggest factor in ammonia control is moisture, and the biggest addition to moisture in the barn is the watering line. My floors were never this dry with any other kind of system.”



“I just do what the integrator asks me to do. I don’t run the birds hot. I don’t run them cold. I always have feed available and I keep the floors dry. And I have the best equipment to help me do that.” Jay has 4 houses on his farm – two of them are 25 years old, one is seven years old, and one has only had nine flocks through it. They all have different equipment in them, but the newest house – fully equipped with VAL-CO – outperforms every house he has.

“Every time I have needed something, the first call I make is to my dealer for a VAL-CO product because of the experience that I’ve had with the company and the performance that I’ve gotten from the equipment.”

No farm is without its issues. Jay recently experienced some auger problems on his VAL-CO feed lines, where the line was twisted



and shaking, and he couldn't find the source of the problem. He was going to try to get to the end of the flock but called his dealer with his concerns when the problem worsened. "Within 72 hours, tech

support was here, and a salesman was here, and they got me going to the end of the flock. Now that I'm out of birds, tech support is back here fixing it, not just patching it, but replacing everything that is

or could cause a problem. That's a testament to who VAL-CO is as a company. I'm a small farm, with one house of VAL-CO product, and they're here."

Jay's positivity and upbeat attitude are evident in the care he takes in his chickens. "When this little farm is at full production, in addition to the other two I own, we send about 20 million pounds of protein to market every year, and that feeds a lot of people. To be a part of that, and I've never been a part of that before, is just so different from anything I've ever done before. It's a sustainable protein the helps people live better lives. It's honorable, it matters, and it betters society."



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Origins



History of Val Watering

In the 1920's and 1930's poultry production was moving from backyard operations into the structured business we see today. The development of the "broiler" – a chicken raised for meat – kicked off industry development in areas like the Delmarva Peninsula and the deep south, where climates were well suited to a chicken's needs.

At the start of the 1940's, farms were becoming more advanced, but the industry was still disjointed; feed mills, hatcheries, farms, and processors were all separate entities. As farmers requested more cohesion among the companies, some entrepreneurs stepped in and began the vertical integration we have today.

The commercial broiler industry began its economic boom and by 1952 broilers surpassed farm chickens as the number one source of chicken

meat in the US. Vertical integration allowed the industry to take advantage of new technologies that improved bird health and welfare, as well as efficiency and profitability.

The rapid advancements in nutrition, animal health, genetics, and technological automation meant that farmers needed equipment that could keep up. Val was an integral part of live production innovation from the very beginning.

The Steudler family had manufactured watch parts and valve fittings in their machine shop for years. As hobby farmers, they were familiar with the poultry industry's growth and challenges. They used their expertise to solve a problem that every farmer faced – a clean water supply.

In 1979, Val Watering introduced the most significant breakthrough in poultry watering – The Val Nipple Drinker. It revolutionized the poultry



Vallorbs - Home of Val Watering circa 1963.

industry by providing clean water to birds, preventing spills on floors, and reducing the labor involved in managing the troughs of the past.

Val Watering wasn't the first of its kind to be tried, but it was, the first to work. It quickly grew in demand and was bought by cage suppliers as the drinker of choice. Before long, the Val Watering nipple drinker was the most popular choice for poultry watering, and its name was recognized worldwide.

As the popularity of Val Watering expanded, so did the product line. Through acquisition of top-notch companies in other areas of the industry, Val Watering became VAL-CO – a full-line supplier of poultry, egg, and swine equipment. We offer just about everything, but watering is still at our core.

The Val drinker system was the best of its kind and remains that way today. All of the metal components



are precision machined out of a harder stainless steel. We hold our drinker tolerances to the same tolerances we hold nuclear reactor components – there is no room for error.

There is a variety of drinker options that fit any poultry application. There's a drinker for hatchery beak treated pullets that has a feather light side trigger action that birds can peck at, even with a sensitive beak. There's a drinker for heavy breeder birds that

uses up-action only so less water is lost to the litter from being bumped by birds. There's a drinker for broilers, large and small; for ducks and for turkeys; for cage-free and free-range operations.

Thanks to the Steudler's dedication to precision crafting, careful design, and attention to quality, the world-famous VAL-CO Watering System is still going strong today!



In The Spotlight

Employees



Name:

Haven Wheless

Position:

Territory Sales Manager

Where were you born? Athens, GA

Hobbies: Hunting, Fishing, College Football, and hanging with my family

Favorite family tradition: Deep frying turkeys every year for Thanksgiving

First Job: Sales and Customer Service at Ace Hardware

Biggest pet peeve: Just plain 'ol rude folks for no rhyme or reason. And folks letting grass grow tall in yards and lawns.

Describe yourself in 5 words: Christian, Humble, Blessed, Thankful, & Grateful

If you could share a meal with anyone, living or dead, who would it be and why?
My Grandpa. My "Pa". He was everything to me while growing up. He played an instrumental part in making me who I am today. I could go on and on here, but I will say this: With every day that passes, I'm one day closer to seeing my friend again.

What changes have you seen in your years in the industry?

This one is simple. Technology advancements and efficiency streamlining the processes. For example, when I began in this industry, nearly everything on the farms was hands on and grower needed. Now, we just simply look at screens, phones, and digital programs to make most of all those same changes.

What technology do you see coming in the industry?

I see this industry no different than most others these days. We are living in a fast-paced world and everything is revolving around computers and automation. While we have these items currently in the industry, we will see them continuing to advance and being introduced into areas not so much currently. An example of this is conveyors becoming the norm on breeder farms in the future for collection of eggs.

What excites you about your work and makes it easy for you to come to everyday?

This marks my 17th year within this industry. Summed up, it's quite simple, VAL-CO. I'm blessed to work for a company whose Core Values and Mission Statement truly speak of whom we all are here. I invite each of you to take a closer look at these and get to know whom VAL-CO is and how we strive to help others each day. I'm proud of being part of this team!

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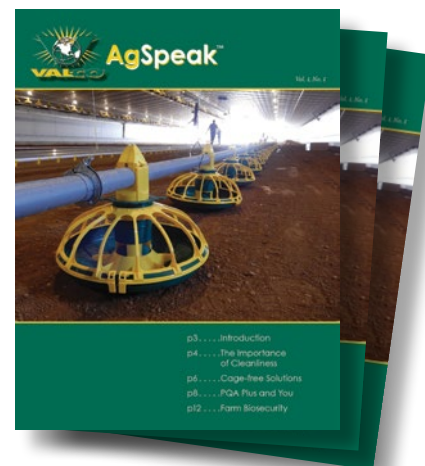
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Products



Fiberglass Fan Short Cone

The robust single piece design of our **Short Cone** provides easy installation with less hardware. This one piece molded cone can be attached to the housing prior to installing through the rough opening. The flange at the major diameter allows for a bonnet/fan cover to be easily installed. It was engineered to make your life easier!



NaturalFlo™ Chimney

Our rugged **NaturalFlo Chimney** now has an outer skin constructed of painted aluminum for extra durability against the elements. The fully insulated chimney shaft and damper prevent condensation and help regulate house temperature. Our mechanically adjusted damper precisely controls the amount of airflow required with improved pulleys and cords. The heavy-duty polyethylene dome is supported by sturdy 10 gauge aluminum mounts.

Turkey Control Pan

Our industry leading **Turkey Control Pan** has been updated with an increased range of adjustment and maintenance friendly features. The adjustment screw is factory set to work with industry standard feeds and can be easily adjusted with a screwdriver without removing parts. The housing has been updated to improve the gearbox fit. The port tube is easily replaced with a single tool and easy access bolt heads. The electrical box has



been made larger to ease installation. Now available for orders.



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