



# Raising the Barr

Newsletter  
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## New FSMA Requirements of PCQI & QI Defined for All Organizations

### *What does this mean for the feed industry?*

Each facility will need to designate a Preventative Controls Qualified Individual (PCQI). This individual does not have to be at the facility, nor does the individual have to be an employee. To be the PCQI, the individual must either:

- Complete training on risk-based preventative controls under a curriculum recognized as adequate by the FDA; or
- Be qualified through job experience to develop and apply a food safety system

In addition, any individual involved with manufacturing, processing, packing or holding of animal food will need to be trained as a qualified individual (QI). That training will include the principles of animal food hygiene and safety as appropriate to the individual's duties. Training will need to be done prior to the individual beginning work as well as refresher training. As always, these will all need to be documented and records will need to be kept for at least two years. Members of AFIA can access a QI training video for free on the AFIA website.

Brooke Dutton, Quality Manager, has completed the PCQI training for Bill Barr & Company. As the PCQI, responsibilities will include:

- Preparation and reanalysis of the animal food safety plan
- Validation of preventative controls
- Determination that validation is not required
- Review of records

If you have any questions on this or other quality issues, please contact Brooke at [brooke@billbarr.com](mailto:brooke@billbarr.com) or 1-800-336-BARR



**INTREPID POTASH®**

### *Carlsbad, NM Facility Transitions to Solar Production*

Intrepid Potash is the only U.S. producer of white potassium chloride (KCL). As we turn the calendar to 2017, Intrepid is proud to announce the completion of the transition of its Carlsbad operation from traditionally-mined KCL to a solar-evaporation process. Similar to the process used in Wendover, UT and Moab, UT, this transition means that all three of Intrepid's U.S. operations are now solar-evaporation facilities for KCL. Bill Barr & Company is proud to represent Intrepid in the feed industry.

In addition to the Intrepid manufacturing facilities, we also offer bag, bulk and tote product out of facilities in New Mexico and Ohio. Contact us today to see how we can best serve you.



## Our Mission is to Provide:

- The finest quality feed ingredients available, at a fair price
- Outstanding service to our customers (the reason for our existence)
- Knowledgeable and dependable representation for our suppliers

## Supplier Profile



Premier Magnesia, LLC is the largest producer of magnesium-based minerals in North America. The production of magnesium oxide has always remained in Gabbs, Nevada. The mine in Gabbs was first constructed in 1941 to extract magnesium ore from the Nevada desert in support of the war effort. Premier's mine at Gabbs is now the oldest continuously operating mine in Nevada and produces many thousand tons of high quality magnesium compounds for a number of diverse industries.

The U.S. Feed Industry is a very important consuming entity for the high grade magnesium oxide mined and refined at Gabbs. MAGOX® is the registered trademark for the feed grade magnesium oxide (MgO) produced by Premier Magnesia, LLC. The product line consists of three different MgO products: Feed Grade (FG), Feed Grade-100 (FG-100) and 93HR Block grade. Another magnesium based mineral, magnesium carbonate (MAG-33) is also produced at Gabbs. MAG-33 goes into some specialty dairy formulations on the advice of some dairy nutritionists. Together these four products help Premier to support the American Feed Industry with the highest quality MgO and MgCO<sub>3</sub> possible.

Bill Barr & Company has been a loyal sales agent for Premier for over 20 years. We are proud to provide a reliable source of high quality bio-available magnesium oxide to the feed industry. Other industries that utilize MgO don't have the same requisite demand for a soluble, reactive, and bio-available MgO as do the animals consuming it. While there are other MgO products made in many countries all over the world, MAGOX® outperforms others due to its greater inherent reactivity.

Higher reactivity from MAGOX® is a direct function of sizing and a calcining process performed best by a specialty furnace known as a Herreshoff. Premier owns and operates the only three Herreshoff furnaces in the United States. Premier is the best locally reliable source for the most effective feed grade magnesium oxide (MgO) available.

For more information on MAGOX® brand of MgO please contact your Bill Barr & Company sales representative or visit Premier Magnesia's website: [premiermagnesia.com](http://premiermagnesia.com)

## Product Profile

### *More About the MAGOX® Process*

That Premier Magnesia uses a specialty Herreshoff furnace to produce MAGOX® was previously mentioned. What wasn't mentioned was that Premier is the only producer in North America using this technology.

The Herreshoff computerized, multiple-hearth furnace allows MgO to be calcined under exacting conditions in a guaranteeing uniform temperature, high quality and consistency.

Other sources of MgO are typically made using a single burner, rotary kiln where it is more difficult to control material temperature resulting in overheating. This produces more inconsistencies that can reduce reactivity.

Reactivity is a measure of how quickly MgO reacts with acid. Lower reactivity means more MgO passes through the system without having much effect. This can increase both material demand and cost to the user.



## Upcoming Events

### January 30-February 2

IPPE Expo  
Atlanta, GA

*We look forward to seeing you in Atlanta! Please stop by these vendor booths:*

AB Vista	B7963
AFIA	C88
Balchem	C2121
DPI Global	C3333
Impextraco	C2245
PCS	C2629

More information at [ippexpo.org](http://ippexpo.org)

### March 7-9

AFIA Purchasing and Ingredient Suppliers Conference  
Orlando, FL

*More than 550 buyers and sellers of feed and pet food ingredients attend this annual event.*

More information at [afia.org](http://afia.org)

**Be on the look out for our new website to be launched in Q1 2017.**

### April 3-5

Petfood Forum  
Kansas City, MO

*Please stop and see us at booth #845.*

For more information at [petfoodforumevents.com](http://petfoodforumevents.com).

## Our Services



### Distribution

Multiple warehousing locations to service customers efficiently



### Transloading

Ability to transload from bulk rail to truck, totes or bags



### Sourcing

Ability to find approved suppliers for numerous ingredient requests



### Inventory Management

Work with customers to manage inventory from order to receipt

## Our Suppliers

Bill Barr & Company is always looking for ways to better serve our customers. Pioneering efforts are ongoing in formulation, nutrition, substitutions, sourcing, manufacturing, cost savings and more. Bill Barr is proud to be on the leading-edge of new ingredients, and we share our commitment to quality and exceptional customer service with the manufacturers and suppliers we represent.



# Product List

## Minerals

- Suppli-K (Potassium Chloride)
- Suppli-mate (Pot-Mag-Sulfate)
- MagOx (Magnesium Oxide)
- Magnesite 33 (Magnesium Carbonate)
- Monocalcium phosphate
- Dicalcium phosphate
- Sodium Bentonite
- Potassium Sorbate

## Amino Acids

- L-Lysine
- L-Threonine
- L-Tryptophan
- DI-Methionine
- L-Valine
- L-Arginine
- L-Leucine

## Buffers

- Sodium sesquicarbonate
- Sodium bicarbonate

## Enzymes

- Quantum Blue (Phytase)
- Econase (Xylanase)

## Fruits and Vegetables

- Powders
- Fibers
- Pieces/Chunks/Flakes

## Herbs and Spices

- Powders
- Examples include oregano, ginger, sage, etc.

## Specialty Ingredients

- Alphadim
- Salmate
- Micro-Aid
- Fermacto

## Premixes

- Glucosamine-Chondroitin
- Custom pet food premixes
- Choline Chloride
- Calcium propionate

**Flax products** – whole, milled, oil

**Lentil products** – whole, flour

**Native tapioca starch**

**Oat products** – flour, hulls, fiber

**Pea products** – protein, starch, fiber, bran meal

**Potato products** – protein, starch, flour

**Xanthan Gum**

**Kelp**

**Glucosamine**

**FOS (inulin)**

**Chickory pulp**

**Chondroitin**

**Taurine (Chinese and Japanese)**

**Calcium sulfate**

**Psyllium husk**

**Poly Sorbate**

**Phosphoric Acid**

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**BILL BARR**  
& COMPANY



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