



**2015 WBFI
ANNUAL MEETING**

Scottsdale Plaza Resort, Scottsdale, Arizona
November 11 – 13, 2015 • www.wbfi.org

Welcome to the 2015 WBFI annual meeting in beautiful Scottsdale! We are honored that you invested the time and resources to discuss the latest developments in the wild bird feeding industry and network with your fellow industry representatives.

I'm pleased to report that our membership is as strong as ever and includes over 100 diverse organizations and about half of those organizations are represented at this meeting. This event continues to be the single largest representation of wild bird feeding companies found anywhere in the world. Thank you for continuing to see value in what we do.

As we continue to navigate the changing world of food safety laws, proposed taxes and other regulations, it's more important than ever that you stay in touch with the WBFI for the most up-to-date information and how it may impact your business. It's also very important that we stay united as an industry because our united voice continues to have influence. For example, the WBFI has been successful in opposing unfair taxation in different states on several occasions over the past few years, we've responded to multiple municipal rules that strive to prohibit bird feeding activities and we've been successful in shaping the final rules of the latest food safety regulations. The WBFI is representing you, the industry stakeholders, on many different fronts.

This year, we also continued to support the WBFI Research Foundation's work and the results of that support will again be shared with you at this meeting. We, the WBFI Board, feel that continuing to provide relevant market and scientific research through projects championed by the Research Foundation are a very significant benefit to our members and we plan to continue to support the Research Foundation in the coming year. We need to be able to answer as many questions relating to our markets as possible, along with the ability to provide scientific data substantiating the benefits of wild bird feeding.

I want to thank all who have put in incredible time and effort to create this event; the members of Event Planning Committee; Sue Hays WBFI's Executive Director and all of the meeting sponsors that have graciously contributed toward creating another successful and memorable event.

Lastly, I want every attendee to know that the WBFI truly values your feedback. Please take the time to fill out the surveys when invited throughout the event. I promise that you will be heard. Enjoy your time here in Scottsdale and thank you for participating in this year's WBFI Annual Meeting.

Sincerely,
Dave Netten, President



**WELCOME LETTER
FROM THE PRESIDENT**

Wednesday, November 11:

- 8 am - 12 pm Board of Directors meeting
- 4:30 - 6:30 pm Registration (Convention Desk)
- 5:30 - 7:30 pm Opening Reception for registered members and spouse/
companions (Cafe/North Pool)

Thursday, November 12:

(Breakfast and all general sessions are in Grand Ballroom AB)

- 7:30 - 9:00 am Breakfast for registered members and spouse/companions
- 8:00 - 8:45 am WBFI Annual Member Meeting - Election of Officers &
Directors, financial report
- 8:45 - 9:15 am Report from the WBFI Research Foundation International
Research & Development Center - Dr. David Horn,
Millikin University
- 9:15 - 9:45 am Break
- 9:45 - 11:00 am Final Rule for Preventive Controls for Animal Food -
Dr. Daniel McChesney, FDA CVM
- 11:00 am General sessions adjourn for the day
- 11:30 - 4:45 pm Golfers depart from the flagpoles for 2015 WBFI Golf
Tournament at McCormick Ranch
- 11:30 am WBFI lunch for registered members and spouse/companions
- 12:30 - 4:00 pm Taliesin West Tour (depart from the flagpoles)
- 12:30 - 4:30 pm Desert Trails Horseback Riding (depart from the flagpoles)
- 5:30 - 10:00 pm Arizona Coyotes vs. Edmonton Oilers hockey game
(reservation required)
- 6:00 - 9:00 pm INOC Dinner with comedian John DeBoer for registered
members and spouse/companions (Grand Ballroom AB)

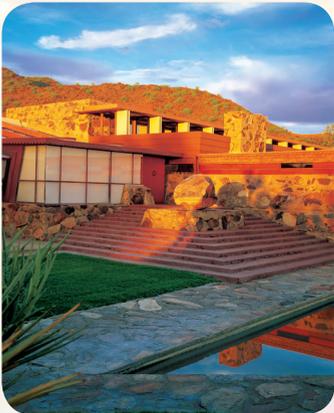


ANNUAL MEETING SCHEDULE

Friday, November 13:

(Breakfast and all general sessions are in La Valencia A)

- 7:30 - 9:00 am Breakfast for registered members and spouse/companions
- 8:00 - 9:00 am U.S. Grain and Oilseed Outlook with Foreign Demand Forecast
- Marty Ruikka, The ProExporter Network
- 9:00 - 9:45 am Feeding Wild Birds in America - Paul Baicich, co-author
- 9:45 - 10:00 am Break
- 10:00 - 11:00 am We Fly Together - Connections between the Bird-feeding Industry and Bird Groups in North America - Steven Price, Bird Studies Canada
- 11:00 - 12:00 pm 2015 Consumer Market Research Report & Social Media Report
- Foundation Trustees & Kathy Gniadak, TLC Virtual Assistants
- 12:00 pm Lunch for registered members and spouse/companions
(Cypress Court)
- 5:00 - 7:00 pm Wine Down beverages and hors d'oeuvres for registered members and spouse/companions (JD's Terrace)



**ANNUAL MEETING
SCHEDULE**



PAUL J. BAICICH

Paul J. Baicich (pronounced “base-itch”) is one of the three co-authors (along with Margaret Barker and Carrol Henderson) of the new book on the historic development of backyard bird feeding, *Feeding Wild Birds in America: Culture, Commerce, and Conservation* (Texas A&M University Press).

Paul has been an active bird watcher since his early teens in New York City where he grew up. A former employee of the American Birding Association, he edited 14 of their “ABA Birdfinding Guides,” edited *Birding*, ABA’s bi-monthly magazine, and served as ABA’s Director of Conservation and Public Policy.

His concerns include an abiding interest in bird conservation and studies in the breeding biology of North American birds. In this last regard, he co-authored (with the late Colin Harrison) *A Guide to the Nests, Eggs, and Nestlings of North American Birds* (1997). Paul also has co-led a number of birding tours and workshops to Alaska. These Alaska destinations include the Aleutians, the Pribilofs, the Seward Peninsula, and St. Lawrence Island.

Among his many other recent activities, he has worked for the National Wildlife Refuge System on a consultant basis on issues of popular birding and parallel refuge receptiveness. In addition, Paul co-edits (with Wayne Petersen) the popular monthly Birding Community E-bulletin. Paul writes a regular column, “Quick Takes,” for *Bird Watcher’s Digest*, and he is an officer in the Friends of the Migratory Bird/Duck Stamp. In 2014, Paul received the Ducks Unlimited “Wetland Conservation Achievement Award” in the category of Communications.

He spoke before us once before, at the WBFI Annual Meeting in 2007 in Scottsdale, Arizona.

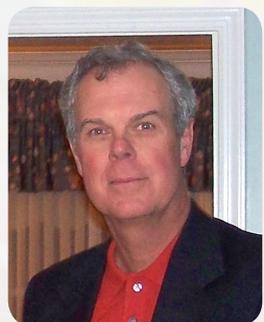
S P E A K E R S

MARTY RUIKKA



Marty Ruikka is President of the The ProExporter Network (PRX) and the firm's principal. He assisted founder Bill Hudson at the firm's launch in 1988 and followed on in 1993 working on satellite based mapping applications in conjunction with NASA's Stennis Space Center. Marty leads the PRX project team analyzing strategic grain origination projects including mergers, acquisitions, elevator studies and ethanol studies. He co-developed the Commodity Market Zone Analysis (CMZA) software, a grain origination-modeling tool based on a geographical information system (GIS). Marty is responsible for business development and operations at PRX. He also coordinates the PRX research agenda and presents the firm's findings at many industry functions.

DANIEL G. MCCHESENEY



Dr. Daniel G. McChesney is the Director of the Office of Surveillance and Compliance in FDA's Center for Veterinary Medicine. He has served in this position since 2003. Prior to becoming the Director, he served as the Deputy Director for the Office of Surveillance and Compliance (1999-2003) and as the Acting Director of the Division of Compliance. His Office is responsible for developing and implementing surveillance and compliance policy concerning FDA regulatory responsibility with respect to animal drugs, feeds, food additives, veterinary medical devices, and other veterinary medical products. He joined FDA's Center for Veterinary Medicine (CVM) as a microbiologist in 1990 and served as the Center's expert on microbial contaminants of animal feed, and application of HACCP programs to the feed industry. He received a B.S. in biology from Mercer University in Macon, Georgia and his M.S. and Ph.D. in cell and molecular biology from the Medical College of Georgia, Augusta, Georgia.

Upon completing his degree, he entered the U.S. Army and was stationed at the Walter Reed Army Institute of Research (1978-1987) where he served as a research microbiologist. After completing his active military service, he was a senior investigator at the Armed Forces Radiobiology Research Institute responsible for determining the mechanism involved in increasing survival after radiation injury.

A rustic wooden sign with a white-painted surface and visible wood grain. The sign is mounted on a rope that forms a triangular shape above it. The word "SPEAKERS" is printed in bold, black, sans-serif capital letters in the center of the sign.

SPEAKERS



STEVEN PRICE

Steven Price is President of Bird Studies Canada, the Canadian member of the global BirdLife network, which includes the Audubon Society in the U.S.

The mission of Bird Studies Canada's is to promote understanding through research, appreciation through awareness, and conservation through on-the-ground projects.

Steven has served over 30 years in the non-profit conservation sector. At World Wildlife Fund Canada, he was both Director of Conservation Science and Director of Corporate Partnerships. He created and managed innovative and constructive partnerships with some of the very companies and sectors seen as environmental pariahs by many, including certification of better forest management practices with Canada's biggest forest product companies and better fishing practices for sustainable seafood. These led to leading retailers like the Home Depot and Canada's largest grocer, Loblaw, awarding substantial, long-term contracts with the certified producers.

Steven has also developed and led conservation programming for birds and other wildlife throughout Latin America, where about half of North America's breeding birds spend their winters. In this respect, birds show us the international cooperation that is needed to achieve sustainability and wildlife conservation.

Steven is a father of two, with one son just starting work in the U.S. He lives in Toronto, enjoys cottage life and the outdoors, and has maintained clean, well-stocked bird feeders for 40 years. His wife Maria says he is never happier than looking out the window at feeding chickadees.



SPEAKERS



DR. DAVID J. HORN

Dr. David J. Horn is an Associate Professor of Biology at Millikin University in Decatur, Illinois. Dr. Horn's research interests include wild bird feeding, and the impact of wind turbines and windows on bird populations. Since his arrival to Millikin in fall 2005, David has received over 20 external research grants or sponsored research projects, and he and his students have given over 70 invited lectures or presentations at professional meetings, and published 10 manuscripts in science journals.

For over 15 years, David has published numerous scientific articles and given dozens of presentations on wild bird feeding. He served as Principal Investigator for PROJECT WILD-BIRD®, a 3-year, \$1 million study funded by the WBFJ Research Foundation and hosted at Millikin University, and he and his colleague, Dr. Travis Wilcoxon, recently completed a four-year study examining how wild bird feeding influences the bird community and health of individual birds. His current research in bird feeding centers around product testing and development, and the creation of educational materials promoting the hobby.

Dr. Horn grew up in Bethesda, Maryland. He earned a B.A. in Biology at Hiram College in Hiram, Ohio, a M.S. in Biological Sciences from The University of Mississippi, and a Ph.D. in Ecology and Evolutionary Biology from Iowa State University.

Dr. Horn teaches a wide variety of courses. Among his favorite are a non-majors science course – Biology of Birds, and an upper-level course for biology majors – Ecology. Every other year he teaches a course that travels to the Galapagos Islands. David currently serves as a Coleman Entrepreneurship Fellow. Faculty fellows promote entrepreneurship activities across the disciplines, and he teaches a course titled "Creating a Scientific Business Venture."



SPEAKERS

Directors: 3-year term will be complete in 2018:

Jason Godfrey, Mountain States Oilseeds (Processor / Multi-Regional)
Karen Burns, Cosmed Group (Processor / National)
Crystal Hiatt, Hiatt Mfg. (Feeder / Accessories / Multi-Regional)
Dave Netten, All Seasons Wild Bird Store (Retailer / Local)
Chris Teprovich, Harrold Terminal (Processor / Multi-Regional)
Mike Wulf , D&D Commodities Ltd. (Packer / National)
Dave Whitley, Global Harvest Foods (Packer / National)

Officers: 2-year term will be complete in 2017:

Treasurer: Rob Mann, All Star Trading (Distributor / Multi-Regional)
Secretary: Sue Hays, Executive Director

President Dave Netten was elected in 2014 for a 2-year term and thus this office is not submitted to the Membership for consideration this year.

Office of Vice-President: Vice-President: Mike Wulf, D&D Commodities (Packer / National)

In June 2015, Tom Lokitus resigned from the WBFJ Board of Directors when he separated from Lebanon Seaboard. This created a vacancy for the office of Vice-President.

WBFJ By-laws designate the procedure we must follow to fill the vacancy. The By-laws state that the members must elect the replacement Vice-President at the next annual meeting of the membership. This year, that meeting is November 12.

The term for this 2015 election will be until November 2016, the scheduled conclusion of Tom Lokitus' and now Mike Wulf's term for Vice-President, and then WBFJ Members will vote for a Vice-President and President next year, and those terms will last for 2 years until 2018. We will be on track with the President and Vice-President being elected in even years and the Treasurer and Secretary being elected in odd years.

Additional Nominations: According to the WBFJ By-laws Article VII Nominations for Directors and Officers, additional nominations for said offices may be made by any five Regular Members of the Institute, who shall make such nominations in writing signed by them and filed in the office of the Secretary not less than 30 days prior to the date set for the Annual Meeting. The deadline for submission of additional nominations to WBFJ Headquarters was 5:00 pm EDT Wednesday, October 14, 2015. WBFJ legal counsel advises that no nominations will be accepted from the floor the day of the Annual Member Meeting, November 12, 2015.

The above-noted slate and any additional nominations proposed in compliance with the WBFJ By-laws will be submitted to the membership for consideration on Thursday, November 12, 2015 during the Annual Member Meeting.



**BOARD OF DIRECTORS &
SLATE OF NOMINEES**

Cliff Peterson, Audubon Park (Founder)
Virginia Duncan, Kaytee (Founder)
Don Stein, Kellogg Inc. (Founder)
Donald B. Hyde Jr., Hyde Bird
Feeder Co. (Founder)
Glenn Stoll, Hawkeye Commodities
Robert Kramer, FM Brown's Sons
John Donnelly, Red River Commodities

Wayne Lindberg, Sunbird
Ken Vander Vleuten, bi-pro Marketing
Reggie Vanden Bosch, Heath Outdoor
Products
Lori Zimmerman, Lebanon Seaboard
Reggie Vanden Bosch, Kaytee
Craig Brummell, Essex Topcrop Sales
Dave Netten, All Seasons Wild Bird Store



President:
Rob Gunstone, Armstrong Milling

Secretary:
Sue Hays, Executive Director

Treasurer:
Paul Stefanic, D&D Commodities

At-Large:
Judy Hoysak, Woodstream
Ghislain Rompre, The Scotts Company



Benefactor \$78,000 +

WBFI
Wild Bird Centers of Am.
Central Avian
Kaytee Avian Foundation
D&D Commodities

Patrons \$75,000 - \$77,999

Percevia

Platinum \$15,000 - \$74,999

Anderson Seed
CHS Sunflower
Erva Tool & Die
Lebanon Seaboard
Oilseeds International
Red River Commodities
The Scotts Miracle-Gro Co.
Wagner's LLC

Gold \$9000 - \$14,999

All Seasons Wild Bird Store
Cosmed Group
Droll Yankees
Essex Topcrop
Heath Outdoor Products
National Sunflower Assoc
Prince Corporation
Woodstream

Silver \$3000 - \$8999

All Star Trading
All Treat Farms
Armstrong Milling
Backyard Nature Products
Birding Business Magazine
Bridgewell Resources
Cereal By-Products

Commodity Marketing Co.

Dick & Carole Hebert
Duncraft
Global Harvest
Hawkeye Commodites
High Country Mercantile
Imports Sterilization
Keystone Grain, Ltd
Legumex Walker
Northern Bag & Box
Perry Bros. Seed
Prinova
Pumpnickel Press
Scott Pet Products
Sunbird
Wild Birds Unlimited

Bronze \$1500 - \$2999

Birdola
Bridgeway Trading
Central Distributing
FM Brown's Sons
Hiatt Mfg.
Kay Home Products
Mars UK
Mountain States Oilseeds
Wild Bird Seeds & Such

Pioneer \$100 - \$1499

3D Corporate Solutions
Ace Hardware
Advanced Sunflower
Agritel Grain
Agway Dealer Network
American Gardener

Anchor Marketing

Art-Line
ASA Agrotech
Beth Mohan
Blain's Farm & Fleet
Blue Seal Feeds/Kent Nutrition
Bob Yoder
Britton Transport
Brome Bird Care
BRT Group
Cabin Fever Woodworking
Canpulse Foods
Cello-Poly
Central City Marketing & Proc.
Central Life Sciences
Central/Valley Bag
Chin Ridge Seed Processing
Countryside Cooperative
Co-operative Feed Dealers
Crossroads Coop
Cyber Graphics
D&E Transport
David Horn
Denise Townsend
Des Moines Truck Brokers
Diversified Ingredients
E&J Commodities
E. Cohen & Co. CPA
Emerson Milling
Empire Grain
Essex Hybrid
F&M Transport
Friederichs Seed
George Petrides
Gro-Well Brands

Heritage Farms

Crystal Hiatt
Industrial Fumigant
Jean Cowden
JB Global
Jerry Heath
Kalshea Commodities
Kaylor of Colorado
Knight Seed
Leach Grain
Lineage Logistics
MGT Co. Sue Hays
Mike & Linda Wulf
New Biz Vent
North Central Companies
North Star Packaging
Nuts for Wildlife
Pacific Bird & Supply
Performance Seed
Peterson Grain
Pine Tree Farms
Reggie Vanden Bosch
Sam Crowe
Sanimax Marketing
Scott Stinar
Seed Factory
Shapiro Packaging
SKE Midwestern
Sommer's Wild Bird Food
Specialty Commodities
Sunopta
Theisen Supply
Tom Young
Uncommon Carrier
Vari-Crafts
Watkins Grain
Wayne Lindberg

**2005 - 2013 WBFI RESEARCH
FOUNDATION CONTRIBUTORS**

Packer

Armstrong Milling Co. Ltd., Hagersville ON
 Central Garden & Pet/Kaytee Products,
 Chilton WI*
 CHS Sunflower, Grandin ND
 D&D Commodities, Stephen MN*
 Essex Topcrop, Essex ON*
 F M Brown's, Sinking Springs PA
 Global Harvest Foods, Seattle WA
 John A. Van Den Bosch Co.
 Kaylor of Colorado, Greeley CO*
 Lebanon Seaboard, Lebanon PA*
 Legumex Walker, Winnipeg MB
 Pacific Bird & Supply, Los Angeles CA
 Performance Seed, St. Cloud MN
 Red River Commodities, Fargo ND*
 Scott Pet Products, Rockville IN
 Seed Factory, Ceres CA*
 Sommer's Wild Bird Food, Seville OH
 Wagner's, LLC, Purchase NY*

Processor

Advanced Sunflower, Huron SD
 Agritel Grain, Beausejour MB
 ASA Agrotech, Nagpur, India
 Cosmed Group, Linden NJ*
 Crossroads Coop, Sidney NE
 Friederichs Seed, Foxhome MN
 Mountain States Oilseed, American Falls ID
 O'Brien Seed, Mayville ND
 Perry Brothers Seed, Otis CO
 Sunopta Sunflower Group, Breckenridge MN
 Watkins Grain, Watkins CO

Distributor

American Distribution & Manufacturing
 Co., Cottage Grove MN

Cereal Byproducts, Mount Prospect IL
 Co-operative Feed Dealers, Conklin NY
 Essex Hybrid Seed, Windsor ON*
 Hawkeye Commodities, Grimes IA*
 High Country Mercantile, Cody WY
 Kalshea Commodities, Winnipeg MB
 Murphy Commodities, Portland OR
 Prince Corporation, Marshfield WI*
 ADM/Specialty Commodities, Fargo ND*

Feeders/Accessories

Droll Yankees, Danielson CT*
 Hiatt Mfg, Winona MN
 Kay Home Products, Antioch, IL
 Pine Tree Farms, Interlaken NY
 United Pet Products, Earth City, MO
 Woodsteam, Lititz PA

Retailer

Ace Hardware, Oak Brook IL
 All Season Wild Bird Store, Bloomington MN*
 Blain Supply, Janesville WI
 Duncraft, Concord NH*
 Theisen Supply, Dubuque IA
 Wild Bird Centers of America, Glen Echo MD*

Associate

Britton Transport, Grand Forks ND
 Central Life Sciences, Nampa ID
 Central/Valley Bag, East Grand Forks MN*
 Cyber Graphics, Memphis TN
 F&M Transport, West Fargo ND

** Indicates 2007 WBF
 Quality Standards
 Charter Members*

**2015 QUALITY
 STANDARDS MEMBERS**

Company Name	First Name	Last Name	Work Phone
ADM/Specialty Commodities	Michelle	Vandervoode	888-328-2998
Agritel Grain	Marc	Audet	204-266-2651
All Seasons Wild Bird Store	David	Netten	612-803-4402
All Star Trading	Reid	Barth	419-731-4410
	Rob	Mann	847-375-8670
	Maggie	Mann	
	Rob	Gunstone	905-779-2473
Armstrong Milling	Ken	Zantingh	905-229-0011
	Nancy	Zantingh	
	Jay	Dorrier	
Atlantic Grain & Trade	Reese	Dorrier	
	Tony	Reno	
	Jason	Wesenberg	
	Tim	Scheerer	519-634-5474
	Steven	Price	888-448-2473
Baden Feed & Supply	Ray	Hassan	306-931-7775
Bird Studies Canada	Lorri	Chavez	602-281-3759
Canpulse Foods	Rhonda	Eckes	920-849-1979
Central Garden and Pet (Kaytee)	Phill	Moehn	920-849-1910
	Todd	Regan	224-688-2786
	Richard	Alford	717-304-1526
	Keith	Harrington	218-773-1189
Central Life Sciences	Joe	Ignoffo	800-369-1550
Central/Valley Bag	Tim	Thompson	
Cereal ByProducts	Julie	Trachsel	
	Pam	Collins	315-682-0027
CHS Sunflower	Charlie	Collins	
Cosmed Group	Karen	Burns	908-862-7077
	Bob	Burns	

LIST OF ATTENDEES

Company Name	First Name	Last Name	Work Phone
Crossroads Coop	Virgil	Schumacher	800-833-2951
	Marcia	Schumacher	
	Kyle	Foster	
D&D Commodities	Jennifer	Deere	800-543-3308
	Jerry	Grochowski	
	Dick	Hebert	
	Audrey	Hebert	
	Ken	Johnson	
	Paul	Stefanic	
	Scott	Stinar	
	Sue	Stinar	
Droll Yankees	Mike	Wulf	
	Allen	Elias	860-779-8980
Encore Packaging Solutions	Dan	Bloedow	248 303-1423
Essex Hybrid Group	Rick	Spurr	519-974-9993
	Leanne	Lynch-Spurr	
Essex Topcrop	Craig	Brummell	519-776-6411
	Debbie	Brummell	
F & M Logistics	Mark	Flaagan	701-361-6083
Global Harvest Foods	Dave	Whitley	206-829-2366
	Sadie	Whitley	
Gold Crest Distributing	Mel	Toellner	888-985-2473
	Randy	Brown	605-875-3278
Harrold Terminal	Chris	Teprovich	610-763-5500
	Chris	Cook	800-397-7070
	Shane	Petersen	
Hiatt Manufacturing	JD	Schruers	
	Chris	Tribolet	
	Crystal	Hiatt	507-454-4977
High Country Mercantile	Pam	Connally	307-587-0537
Kalshea Commodities	Danica	Sabourin	204-272-3773
	Doug	Ziegler	
Lebanon Seaboard	Suzanne	Sides	800-532-0090
Legumex Walker	Michael	Bolz	204-325-9555
	Jared	Froese	218-684-4739
	Julie	Girouard	819-352-7111
	Bruce	Wiebe	204-362-6954
	David	Horn	217-424-6392
Millikin University	David	Horn	217-424-6392
Mountain States Oilseeds	Jason	Godfrey	208-226-2041
	Kotie	Godfrey	

Company Name	First Name	Last Name	Work Phone
Northern Bag and Box	Mike	Gillen	800-551-6982
	Donna	Gillen	
	Ben	Weingarten	218-779-1309
Nuts for Wildlife	Mat	Pope	804-314-9337
O'Brien Seed	Larry	O'Brien	701-788-9119
	Kathy	O'Brien	
Pestell Minerals & Ingredients	Christine	Freeman	519-662-2877x266
	Tim	Lehman	
Red River Commodities	Paul	Gebeke	701-282-2600
	Curtis	Kuntz	
	Scott	Hegge	701-306-9475
Safflower Technologies	Mike	Bergman	517-719-5418
	Erin	Oliver	
	John	Brown	
	Donna	Brown	
Sun Coast/Shapiro Packaging	Dwight	Preston	616-706-4367
	Fred	Grams	
Spectrum Brands	Matt	Kirk	513-337-0893
Sunbird	Matt	Lenz	612-963-0237
	Grace	Li	952-564-4608
	Jiyao	Li	
	Rena	Lindberg	612-963-0237
	Wayne	Lindberg	612-385-2517
	Jan	Lindberg	
	Randall	Lindberg	952-564-4608
	Peilian	Zhao	952-564-4608
SunOpta	Sterling	Kuntz	218-643-8467
	Jessica	Kuntz	
	Michael	Todd	
The Pro Exporter Network	Marty	Ruikka	734-475-0454
	Jeanne	Ruikka	
Volkman Seed Factory	Jason	Tooze	209-634-8522
	Shayne	Whitfield	
Wagner's	Lois	Helland	952-486-7938
Wild Birds Unlimited	Jim	Lesch	317-571-7100
Woodlink	Jack	Murray	847-395-3300
Woodstream Corporation	Judy	Hoysak	717-626-2125

A L L S T A R T R A D I N G

Sponsor of the Opening Reception

Please thank these attendees:

Reid Barth
Robert Mann
Maggie Mann

C E N T R A L A V I A N / K A Y T E E

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Please thank these attendees:

Todd Regan
Lorri Chavez
Rhonda Eekes
Phill Moehn



P L A T I N U M S P O N S O R S

CEREAL BY PRODUCTS

Sponsor of the Opening Reception

Please thank these attendees:

Joe Ignoffo
Tim Thompson
Julie Trachsel

COSMED GROUP DBA ETO STERILIZATION

Sponsor of the INOC Dinner

Please thank these attendees:

Karen Burns
Bob Burns

PLATINUM SPONSORS

D & D COMMODITIES LTD.

Sponsor of the Thursday Lunch

Please thank these attendees:

Jennifer Deere	Paul Stefanic
Jerry Grochowski	Scott Stinar
Dick Hebert	Sue Stinar
Audrey Hebert	Mike Wulf
Ken Johnson	

ESSEX TOPCROP SALES LTD.

Sponsor of the Opening Reception

Please thank these attendees:

Craig Brummell
Debbie Brummell



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Please thank these attendees:

Danica Sabourin

Doug Ziegler

LEBANON SEABOARD CORP.

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Please thank these attendees:

Suzanne Sides



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Please thank these attendees:

Mike Gillen
Donna Gillen
Ben Weingarten

SUNBIRD INC.

Sponsor of the Opening Reception

Please thank these attendees:

Matt Lenz	Wayne Lindberg
Grace Li	Jan Lindberg
Jiyao Li	Randall Lindberg
Rena Lindberg	Peilian Zhao

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Please thank these attendees:

Lois Helland



PLATINUM SPONSORS

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Please thank these attendees:

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Ken Zantingh
Nancy Zantingh

**CHS
SUNFLOWER**

Please thank these attendees:

Pam Collins
Charlie Collins

**DROLL
YANKEES INC.**

Please thank these attendees:

Allen Elias

**NUTS FOR
WILDLIFE**

Please thank these attendees:

Mat Pope

GOLD SPONSORS

RED RIVER COMMODITIES

Please thank these attendees:

Paul Gebeke
Curtis Kuntz
Scott Hegge

SAFFLOWER TECHNOLOGIES INTL.

Please thank these attendees:

Mike Bergman
Erin Oliver
John Brown
Donna Brown

SUNOPTA

Please thank these attendees:

Sterling Kuntz
Jessica Kuntz
Michael Todd

GOLD SPONSORS

All Seasons Wild Bird Store

Canpulse Foods

Central Life Sciences

Essex Hybrid Seed Co. Ltd.

F & M Transport, Inc.

Hawkeye Commodities

Hiatt Manufacturing Inc.

High Country Mercantile

Mountain States Oilseeds

Shapiro Packaging

Valley / Central Bag

SILVER SPONSORS

November 10 – 12, 2016

Sheraton Sand Key Resort

1160 Gulf Boulevard, Clearwater Beach FL 33767

NEXT YEAR'S MEETING INFO

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