



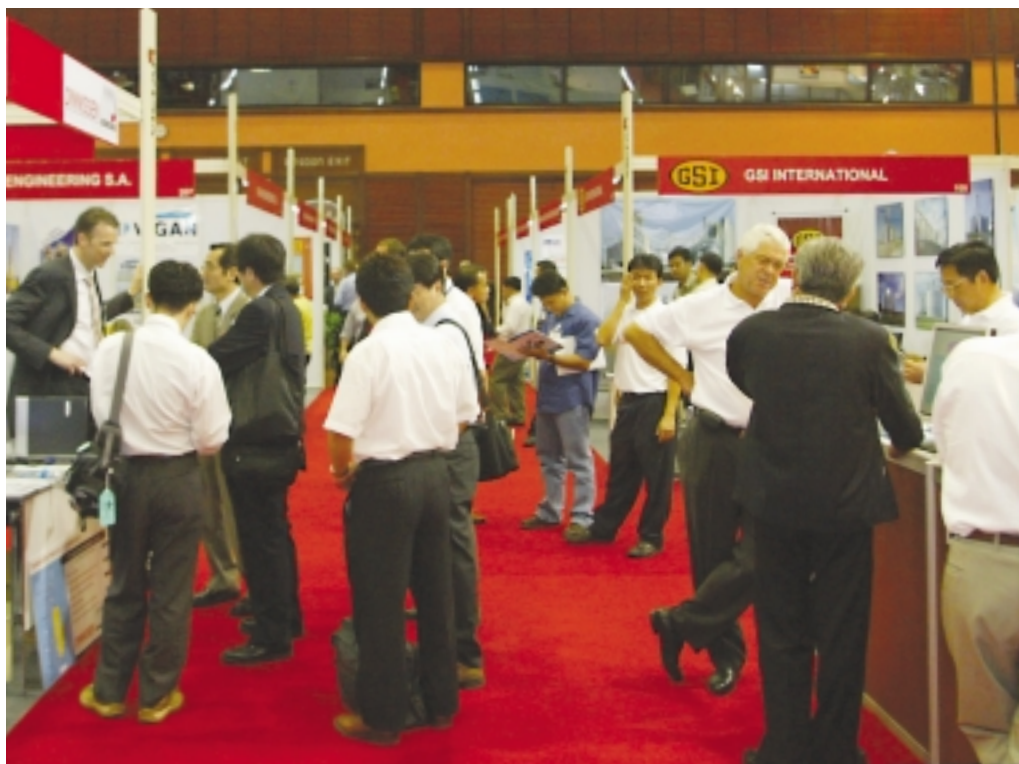
## New Ingredient & Additive Show joins growing Victam Asia 2008

With just six months before the shows open Victam Asia 2008 is already set to be larger than the last show in Bangkok in Spring 2006. Exhibitors from all over the world have confirmed their participation at what is now becoming the fastest growing and most comprehensive event for the feed and grain industries in South East Asia.

Visitors to Victam Asia 2008 will now have the additional benefit of also being able to visit, free of charge, a new related trade exhibition – FEED INGREDIENTS & ADDITIVES ASIA PACIFIC 2008 (FIAAP 2008). Both exhibitions will be held at the Queen Sirikit National Convention Center in Bangkok, Thailand from the 5 – 7 March 2008.

Each trade show will contain a dedicated area for local Thai companies. These exhibitors will be displaying locally manufactured products and services to the trade executives who will visit the event from throughout Thailand, the Asia/Pacific region as well as from elsewhere in the world.

There will also be pavilions devoted to companies exhibiting from the People's Republic of China. These exhibitors will be displaying a wide range of products manufactured in the PRC and will range from feed production equipment to flour milling and grain processing technology, etc. A pavilion for specialist ingredients, additives and formulation technology for animal feeds, aquafeed and dry petfood from China will be on display within the FIAAP show.



Victam Asia 2008, Feed Ingredients & Additives Asia Pacific 2008 exhibitions and the accompanying conferences are sponsored and supported by the following:

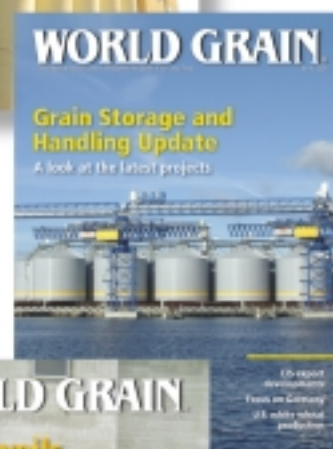
- Thai Ministry of Agriculture & Co-Operatives • Thai Department of Livestock Development • Thai Department of Fisheries
- Thai Feed Mill Association • Thai Tapioca Trade Association • Thai Chamber of Commerce

# WORLD GRAIN®

The International Business Magazine for Grain, Flour and Feed

*World Grain* keeps you in touch with the dynamic and global business of the expansive grain and grain processing industries. With international coverage of grain storage and transportation issues, global trade and market trends in addition to grain and feed processing operations and end-market demands, *World Grain* is the best resource for understanding the worldwide grain industry and for helping you excel in its operations.

Each issue of *World Grain* offers informative operation features for grain handling, flour milling and feed processing, as well as industry news, relevant special reports, commodity market updates, new product technology and in-depth focuses on industry activity in regions around the globe. Serving readers in 136 countries, it is the only international publication for grain, flour and feed industry professionals.



For information on advertising in *World Grain* magazine, contact Mark Cornwell, *Publisher*: +1-800-338-6201 or e-mail [mcornwell@sosland.com](mailto:mcornwell@sosland.com).

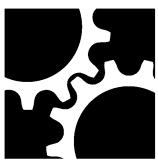
For a free subscription to *World Grain*, call Judy Arnone at +1-800-338-6201 or e-mail [jarnone@sosland.com](mailto:jarnone@sosland.com).

Additional information can be found at [www.World-Grain.com](http://www.World-Grain.com).



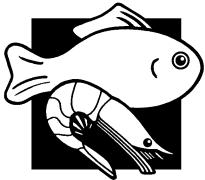
# What will you see at Victam Asia 2008?

Visit Victam Asia 2008 and see the latest developments and technology within the following important related industry sectors:



## ANIMAL FEED PRODUCTION TECHNOLOGY

Animal feed production technology, machinery, processing, automation, packaging, etc.



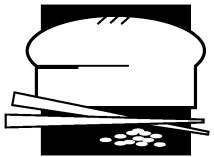
## AQUAFEED PRODUCTION TECHNOLOGY

Aquafeed production technology, machinery, processing, packaging, etc.



## PETFOOD PRODUCTION TECHNOLOGY

Production technology, machinery, processing and packaging of dry petfoods.



## FLOUR, GRAIN, RICE & RAW MATERIALS PROCESSING

Flour milling technology & additives, rice, pasta, grain, alfalfa/lucerne & raw materials & their processing technology.



## STORAGE & HANDLING TECHNOLOGY

Storage, handling and transportation systems, together with port un/loading facilities.



## BIOMASS TECHNOLOGY

Systems & technology used in biomass processing, for use as alternative energy sources, including organic waste re-cycling.



## EXPLOSION PREVENTION

Systems and equipment used within industrial premises to monitor and maintain safety and prevent fire and explosions.

## Show dates and opening times

Wednesday	5th March 2008	10.00 – 18.00
Thursday	6th March 2008	10.00 – 18.00
Friday	7th March 2008	10.00 – 17.00



Feed Ingredients & Additives Asia Pacific 2008 is the only trade show and conference being organised specifically for nutritionists, feed formulators and veterinarians within the expanding animal feed markets of the Asia/Pacific region.

The production of animal feed, aquafeed and petfood throughout the Asia/Pacific and its surrounds is increasing. But it is not only feed compounders, but also integrators, co-operatives, large farmers and hatcheries that are now producing and processing significant quantities of feeds.

FIAAP 2008 has been launched in order to display the introduction of new feed additives and ingredients. With the introduction of new processing technology and the subsequent affects on additives during processing, it is now becoming increasingly important to understand the impact on the end products. Visitors will therefore be able to see and discuss this and more with exhibitors at both FIAAP 2008 and Victam Asia 2008.

The FIAAP 2008 trade show will bring together companies supplying and distributing specialist ingredients and additives with nutritionists, feed formulators, veterinarians and senior industry executives from feed compounders, integrators, co-operatives, large farms and hatcheries, etc.

A specialist conference on feed ingredients and additives will also be organised during the event. This conference will examine the effect and conditions of ingredients and additives required for the safe manufacture of feeds for animals, pets, fish and shrimp, etc.

# This is what visitors saw in 2006





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The team at   
**VICTAM**  
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look forward to  
welcoming you to:

**Victam Pavilion at Kiev AgriHort 2008**  
12 – 14 February 2008

**Victam Asia 2008**  
5 – 7 March 2008

**Feed Ingredients & Additives Asia Pacific**  
5 – 7 March 2008

**Victam International 2010**  
May 2010

For more information visit [www.victam.com](http://www.victam.com)

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# Both Victam Asia and Feed Ingr supported by major international

The Asia/Pacific's foremost exhibitions for the animal, petfood and aquatic feed and grain processing industries will be supported by a number of conferences and workshops.

The Queen Sirikit National Convention Center, Bangkok, Thailand will host both the trade shows and series of seminars from the 5th – 7th March 2008.

Delegates from the feed and grain processing industries of Thailand, Asia/Pacific and from throughout the world will be in attendance to hear renowned international speakers present papers on important subjects impacting upon these crucial industries within South East Asia.

*The preliminary conference programmes are as follows:*



## FIAAP CONFERENCE 2008 – INGREDIENTS FOR SUCCESS! A new conference for the feed industry

Wednesday 5th March 2008

A new international conference for the feed industry has been announced. Designed for formulators, ingredient buyers, nutritionists and other feed industry professionals, the Feed Ingredients & Additives Asia Pacific (FIAAP) Conference will take place March 5, 2008, during FIAAP 2008, a new specialist feed ingredient exhibition. FIAAP will be a key occasion for feed formulators, ingredient buyers, processors, suppliers, distributors and everyone whose business involves animal, pet or aquatic feed production in the vibrant Asia Pacific market.

FIAAP Conference 2008 will provide insights into feed ingredient availability and price projections and explore new solutions for formulating animal feed, aquafeed and petfood.

Interaction with others in the industry is recognized as an important element of the meeting and the conference will be organized to maximize this opportunity. Delegates will also have free access to the three-day FIAAP exhibition as well as Victam Asia 2008, the region's premier feed industry event, which will be held concurrently at the Queen Sirikit National Convention Center, Bangkok, Thailand.

### Call for papers

If you would like to participate as a presenter at this conference, please indicate your interest as soon as possible.

Submissions are sought in the following categories:

**Innovative Ingredients:** New ingredients, formulation concepts and applied nutritional science for livestock, pet and aquatic species, appropriate to the region.

**Proteins:** Technical and economic perspectives on plant, terrestrial, marine and other protein sources.

**Natural ingredient approaches to growth promotion and animal health:** Non-antibiotic growth promoters, performance enhancers and nutraceuticals.

**Feed grains and oilseeds:** Supply, demand and price outlook for the major feed commodities.

**Quality Control:** avoiding mycotoxins and other feed ingredient contaminants.

### PLEASE NOTE

Papers will be selected on their relative value to the commercial feed industry and at the sole discretion of the organizers.

- Technical presentations must impart a high level of technical expertise.
- Presentations must not be sales orientated - although your brochures etc. may be made available to delegates at the meeting.
- Presentations must be tailored to the needs of the commercial animal feed, pet food and/or aquafeed industries.
- Presenters will be required to make available the full text of their presentations, abstracts, biographies and other written material in the format required and by the

given deadlines. Presenters who do not submit their presentations on time may be dropped from the program.

- Presenters will be responsible for their own expenses.

### Please submit an outline only.

Outline Format: No longer than a single page in Word (12pt Times New Roman, single spaced). Your name, affiliation and email address must appear at the top of the page.

The Symposium will be organized to encourage as much interaction between participants as possible. With this in mind, the number of presentations will be limited. Please therefore indicate your interest without delay.

Submit your abstract by e-mail to: [info@feedconferences.com](mailto:info@feedconferences.com).

CLOSING DATE FOR SUBMISSIONS: September 30, 2007

For more information about FIAAP Conference, visit: [www.feedconferences.com](http://www.feedconferences.com)

For more information about FIAAP 2008 Exhibition, visit [www.fiaap.com](http://www.fiaap.com)

### Press contact:

Suzi Fraser Dominy:  
[suzidominy@hawaii.rr.com](mailto:suzidominy@hawaii.rr.com);  
Skype: Suzidominy;  
Phone: +1 808 732 7499  
(Hawaii time zone = GMT -10 hrs)



# Ingredients & Additives Asia Pacific Annual Conferences and Workshops

## PETFOOD FORUM TO DEBUT IN ASIA

### Leading petfood event will be part of Victam Asia 2008

Wednesday 5th March 2008



**PETFOOD**Forum  
A S I A

Petfood Forum, the premier event for the petfood industry for 15 years, will debut in Asia March 5th in Bangkok, Thailand, as part of Victam Asia 2008, Southeast Asia's leading feed event.

Petfood Forum Asia will be the meeting place for petfood professionals in Asia and around the world. You can network with your peers and industry experts, while learning the latest on:

- Global and Asian petfood sales trends.
- Petfood safety and traceability.
- Nutrition and longevity.
- New and functional ingredients.
- Advances in palatability.
- Hot product trends.
- And more!

For regular updates on the program, bookmark [www.petfoodindustry.com](http://www.petfoodindustry.com).

Registration includes a plentiful buffet lunch and two coffee breaks.

*Register by January 15, 2008, and save more than 15%!*

#### **Petfood Forum Asia**

**5th March 2008**

**10:00 to 17:00**

#### **Early-bird registration fee:**

(through January 15, 2008) **US\$225**

#### **Registration fee:**

(after January 15, 2008) **US\$275**

Register at [www.petfoodindustry.com](http://www.petfoodindustry.com)

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# AQUAFEED HORIZONS 2008

Thursday 6th March 2008

## Aquaculture demand drives feed phenomenon

Aquaculture continues to grow more rapidly than all other animal food-producing sectors. According to the FAO's report *"The State of World Fisheries and Aquaculture 2006"*, worldwide, the sector has grown at an average rate of 8.8 percent per year since 1970, compared with only 2.8 percent for terrestrial farmed meat production systems over the same period.

More fish and shrimp are farmed in Asia than anywhere else on earth. Of the top-10 aquaculture producing nations, the first seven are within the region. (See Table 1)

Table 1:

### TOP 10 AQUACULTURE PRODUCING COUNTRIES 2004 (FAO 2006)

Country	Production (Tonnes)	apr growth
China	30,614,968	5.0
India	2,472,335	6.3
Vietnam	1,198,617	30.6
Thailand	1,172,866	10.8
Indonesia	1,045,051	6.9
Bangladesh	914,752	7.8
Japan	776,421	7.8
Chile	674,979	-3.1
Norway	637 993	11.2
USA	606,549	10.4

China produces the lion share: 69.57 percent, according to the latest statistics from FAO. Asia and the Pacific grows 21.92 percent, while the rest of the world – including Europe and the Americas – between them produces the remaining 8.5 percent. (See Table 2).

The two countries with the most rapidly developing aquaculture sectors are also in Asia. Myanmar's output rocketed from 190,120 tonnes in 2002 to 400,360 tonnes in 2004 – not quite enough to lift the country into the Top-10 but a whopping increase of 42 percent. Vietnam, now the world's third largest aquaculture producer of farmed aquatic species, saw production rise by 30 percent, from 703,041 tonnes in 2002 to 1,198,617 in 2004.

Table 2:

### WORLD AQUACULTURE PRODUCTION (FAO 2006)

Region	World production
China	69.57%
Asia & Pacific	21.92%
Western Europe	3.54%
Latin America/Caribbean	2.26%
North America	1.27%
Near East/North Africa	0.86%
Central & Eastern Europe	0.42%
Sub-Saharan Africa	0.16%



Farms range from sophisticated, vertically integrated, multi-national corporations to family-run enterprises that are scaling-up and making the transformation from extensive to intensive production. Whatever the size, the race is on to meet seemingly insatiable markets for seafood, both domestically and for export.

### Challenges and opportunities for Asian aquafeed sector

This booming seafood demand is the force behind the stellar growth of the aquafeed sector worldwide, particularly in Asia. Feed is the foundation on which all aquaculture development rests. Correctly designed feeds allow fish and shrimp to grow and thrive, to reproduce and to express their genetic potential, just as it does for other species. Feeds for aquaculture, however, must fulfil some unique and challenging criteria: they must meet precise nutritional requirements of target species that differ depending on the age and stage of growth as well as the conditions under which they are cultured, such as marine or fresh water, warm or cold water, re-circulating systems, ponds, tanks, raceways or sea-cages.

There are countless species of fish, shrimp and shellfish, each with their own individual nutritional needs, feeding preferences, behaviours and size. Making sure that the animal gets a perfectly balanced nutrient package in each bite of its food is essential: when a young fish can be only millimetres in size, this can present a real challenge.

Meeting the nutrient requirements of the animal is just the beginning however; there is no use developing a perfectly nutritionally complete feed unless it is eaten. Aquafeeds must taste, smell, look and feel right for the specific species of



fish if it is going to eat it. It must also float or sink at a specific rate, depending on the animal's natural feeding habits. And it must stay together, without losing any of its nutrients, until it does.

It is vital that the feed is consumed for other reasons too: uneaten feed impacts the environment and for a farmer, it is an expensive loss, since feed can represent 50 % of all his production cost of bringing an aquatic animal to market.

Technical know-how is vital for feed manufacturer to deliver high quality, economical and environmentally sound feeds both for his customer and to survive in a highly competitive market. To bring the latest information to the aquafeed industry in the region, the aquafeed information portal, Aquafeed.com, will again run a one-day technical workshop during Victam Asia 2008, at the Queen Sirikit National Convention Center, Bangkok, Thailand.

The symposium, "Aquafeed Horizons Asia 2008", is the third Aquafeed.com meeting in association with Victam international, and the second at Victam Asia.

"We are honoured that Dr. Juadee Pongmaneerat, Senior Expert in Aquatic Animal Nutrition at the Thai Department of Fisheries will open the workshop as she did last time in Bangkok", Suzi Fraser Dominy, Publisher of Aquafeed.com, the workshop organizers said. Dr. Juadee's keynote address on aquafeed and aquaculture production and policies in Thailand will kick-off a packed day of presentations.

The last Aquafeed conference in Bangkok attracted more than 150 delegates and this year's program is expected to draw another big crowd.

"We have a really great line up of



international speakers," Fraser Dominy told *Victam News*. "They will be bringing new ideas and solutions tailored for the region in terms of ingredients as well as practical technical processing know-how".

"The other great reason to be there is that this is the one meeting where the Asian aquafeed community can meet with their peers, both from within the region and from around the world and we will make sure that there is plenty of opportunity to interact". Add to this the opportunity to see the very latest in feed ingredients and technology at the Victam and FIAAP trade shows and you have the perfect package for commercial feed manufacturers and anyone with an interest in the sector.

Dr. Dean Akiyama, Senior VP, Aquafeed Technology, Charoen Pokphand Indonesia and Dr. Warren Dominy, Director, Aquatic Feed & Nutrition Department, Oceanic Institute, Hawaii, will chair the one day meeting that will be strongly technical and will cover feed processing technology and cutting edge ingredient solutions to meet the challenges facing the industry in Asia Pacific.

For more information and to register for Aquafeed Horizons Asia, visit

**[www.aquafeed.info/](http://www.aquafeed.info/)**

*Aquafeed.com is offering generous delegate discounts for delegates who register early and for groups.*

## AQUAFEED HORIZONS PROGRAMME

### **Aquafeed And Aquaculture Production And Policies In Thailand**

*Dr. Juadee Pongmaneerat, Senior Expert in Aquatic Animal Nutrition, Thai Department of Fisheries, Thailand.*

### **Promoting Animal Health Through Feed**

*Dr. Peter Coutteau, Product Manager Feedmill Nutrition and Manager of INVE Aquafeed Experts, INVE Aquaculture Nutrition, Baasrode, Belgium.*

### **The Development of Novel Feeding Attractants For Sustainable Aquaculture**

*Dr. Andrew Moore, Head of Salmon and Freshwater Fisheries, Centre for Environment, Fisheries and Aquaculture Science, UK.*

### **Palatability Improvement In Shrimp Feeds**

*Dr. Vincent Fournier, R&D Manager, Aquativ, France.*

### **The (South Antarctic) Krill Industry – How Far Can Krill Derivatives Become A Real Feed Ingredient Substitute? Overview**

*Dimitri Scalabos, General Manager, Tharos Ltd., Chile.*

### **Ingredient Trends And Effects On The Extrusion Process**

*Galen Rokey, Manager, Process Technology, Wenger Manufacturing, Inc., USA.*

### **Technical Advancements In Extruded Shrimp Feeds**

*Joe Kearns, Wenger Manufacturing, Inc., USA.*

### **Starter Diet Production Technology**

*Will Henry, Extru-Tech, Inc., USA.*

### **Beyond Pre-Conditioning – Reducing Carbon Footprint and Increasing Quality**

*Colin Mair, Cormal Technology Ltd., UK.*



## THE THAI FEED CONFERENCE

Friday 7th March 2008

Organised by the Thai Department of Livestock & Co-Operatives, part of the Ministry of Agriculture and also in conjunction with the Thai Feed Milling

Association. This technical conference will present papers from local Thai experts on the problems and solutions experienced by the Thai and

neighbouring animal feed industries.

For further information contact:  
**[chirawak@dld.go.th](mailto:chirawak@dld.go.th)**



AQUAFEED.COM  
CONFERENCES

# AQUAFEED HORIZONS ASIA 2008 TECHNICAL WORKSHOP

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## WHERE & WHEN

March 6,  
2008  
QSNCC  
Bangkok  
Thailand



## PROVISIONAL PROGRAM

### CHAIRMEN:

- Dr. Dean Akiyama, Senior VP Aquafeed Technology, Charoen Pokphand Indonesia
- Dr. Warren Dominy, Director, Aquatic Feed & Nutrition Department, Oceanic Institute, Hawaii

### SPEAKERS & TOPICS:

- Aquafeed And Aquaculture Production And Policies In Thailand  
*Dr. Juadee Pongmaneerat, Senior Expert in Aquatic Animal Nutrition, Thai Department of Fisheries, Thailand.*
- Promoting Animal Health Through Feed  
*Dr. Peter Coutteau, Product Manager Feedmill Nutrition and Manager of INVE Aquafeed Experts, INVE Aquaculture Nutrition, Baasrode, Belgium.*
- The Development of Novel Feeding Attractants For Sustainable Aquaculture  
*Dr. Andrew Moore, Head of Salmon and Freshwater Fisheries, Centre for Environment, Fisheries and Aquaculture Science, U.K.*
- Palatability Improvement In Shrimp Feeds  
*Dr. Vincent Fournier, R&D Manager, Aquativ, France.*
- The (South Antarctic) Krill Industry - How Far Can Krill Derivatives Become A Real Feed Ingredient Substitute? Overview  
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- Ingredient Trends And Effects On The Extrusion Process  
*Galen Rokey, Manager, Process Technology, Wenger Manufacturing, Inc., USA.*
- Technical Advancements In Extruded Shrimp Feeds  
*Joe Kearns, Wenger Manufacturing, Inc., USA.*
- Starter Diet Production Technology  
*Will Henry, Extru-Tech, Inc., USA .*
- Beyond Pre-Conditioning – Reducing Carbon Footprint and Increasing Quality  
*Colin Mair, Cormat Technology Ltd., U.K.*

The workshop is the third in the highly successful series of meetings organized by the web portal Aquafeed.com, in association with Victam International.

The meeting will provide valuable insights for feed manufacturers, service, ingredient and equipment suppliers, researchers, vets and others whose business depends on understanding the needs of aquaculture and the possibilities offered by advances in aquafeed technology and formulation.

E: [conferences@aquafeed.com](mailto:conferences@aquafeed.com)



Sponsored by Wenger International, Inc. and supported by the Thai Department of Fisheries

MORE INFORMATION, BROCHURE AND REGISTRATION DETAILS AT [WWW.AQUAFEED.INFO](http://WWW.AQUAFEED.INFO)

Please note conference delegate registration is separate and those wishing to attend any of the four conferences should register separately as a delegate through the individual organisers. Contact details for each conference are shown on previous pages.



VISITORS REQUIRING VISAS TO ENTER THAILAND SHOULD CONSULT OUR WEBSITE – **[www.victam.com](http://www.victam.com)** WHERE YOU WILL FIND AN APPLICATION FORM THAT WILL ASSIST YOU IN OBTAINING THE NECESSARY VISA. WE SUGGEST YOU ARRANGE THIS AS SOON AS POSSIBLE AS SOMETIMES DELAYS CAN CAUSE VISITORS TO MISS THE EVENT. THIS IS BEYOND OUR CONTROL.

Wednesday 5th March	10.00 – 18.00
Thursday 6th March	10.00 – 18.00
Friday 7th March	10.00 – 17.00

# Accommodation



**www.victam.com**



Bangkok is served by the major airlines, with frequent flights from all over the world, and especially its Asian neighbours. Bangkok's new international airport is served by a fast and easy transportation system providing reliable and safe access throughout the city.



# Useful information



## ● BANGKOK

Bangkok is the country's spiritual, cultural, diplomatic, commercial and educational hub. It covers an area of more than 1,500 square kilometres, and it is home to approximately ten million people or more than 10% of the country's population.

Over the last few decades Bangkok has changed into a modern, exciting and sophisticated city. It offers to visitors not only the cosmopolitan amenities they would expect from other big cities, but also a unique treasure trove of cultural attractions.

Thailand, in the heart of Southeast Asia, was never colonised and thus kept its unique culture and heritage intact. This great city has had astounding success in combining the ancient and modern world.



## ● THAILAND

### Population

Thais are well-known for their friendliness and hospitality. A large majority of over 62 million citizens of Thailand are ethnic Thai, along with strong communities whose ethnic origins lie in China, India and elsewhere.

### Language

Spoken and written Thai is largely incomprehensible to the casual visitor. However, English is widely understood, particularly in Bangkok where it is almost the major commercial language. English and some European Languages are spoken in most hotels, shops and restaurants in major tourist destinations, and Thai-English road and street signs are found nationwide.

### Time

The time in Thailand is seven hours ahead of Greenwich Mean Time (+7 hours GMT).

### Climate

Thailand enjoys a tropical climate with three distinct seasons – hot and dry. From February to May (average temperature 34 degrees Celsius and 75% humidity).

### Electricity

The electric current is 220 volt AC (50 cycles) throughout the country. Many different types of plugs and sockets are in use. Travellers with electric shavers, hair dryers, tape recorders and other appliances should carry a plug adapter kit. The better hotels will make available 110-volt transformers.

### Tap water

Tap water is clean but drinking from it directly should be avoided. Bottled water is recommended.

### Clothing

Light, cool clothes are sensible and a jacket is needed for formal meetings and dining in top restaurants. Shorts (except knee length walking shorts), sleeveless shirts, tank tops and other beach-style attire are considered inappropriate dress when not actually at the beach or in a resort area.

### Business hours

Most commercial concerns in Bangkok operate on a five-day week, usually from 8 am to 5 pm. Many stores open seven days a week from 10 am to 10 pm. Government offices are generally open between 8.30 am and 4.30 pm with a noon to 1 pm lunch break, Monday to Friday except on public holidays. Banks are open Mondays to Fridays from 9.30 am to 3.30 pm except on public holidays.

### Fax and email

All of Thailand's leading hotels offer facsimile (fax) and email services. Numerous private businesses offer such facilities, most often in conjunction with translation services.

### Internet Services

Thailand has been expanding its information service for residents and tourists alike through the Internet system. Services are now available at Thailand's leading hotels and at the many 'Cyber-Cafes' that are cropping up in all major tourist destinations.

### Telephone services

At present, all telephone numbers (for local calls and long distance calls within the country) have nine digits.

For Bangkok calls, 02 is added to the existing numbers i.e. 0 2694 1222.

When making international calls from Thailand, first dial 001 + country code + area code + telephone number.

Direct assistance: 1133 (local), 100 (international)

### Emergency telephone numbers

Central Emergency (Police, Ambulance, Fire): 191

Crime Suppression: 195 or 0 2513 3844

Tourist Police (English, French and German spoken): 1155

Tourism Authority of Thailand (TAT) Call Centre: 1672

Immigration Bureau: 0 2287 3101-10





# whilst in Thailand

## Medical requirements

It is recommended that you consult your medical practitioner concerning any visit to Thailand and South East Asia, though inoculations are not compulsory unless entering from an infected country. The following websites do offer useful information and advice concerning travel in the area – [www.cdc.gov/travel](http://www.cdc.gov/travel) and [www.who.org](http://www.who.org)

## Currency and currency exchange

The Thai unit of currency is the baht. 1 baht is divided into 100 satang. Notes are in denominations of 1,000 (brown), 500 (purple), 100 (red), 50 (blue), 20 (green) and 10 (brown) baht. Coins consist of 25 satang, 50 satang, 1 baht, 5 baht and 10 baht.

Major currency bills and travellers cheques are cashed easily at hotels, tourist shops, all provincial banks, shopping centres and money changers. Travellers cheques are best changed in banks (you will need your passport). Rates of exchange at banks or authorized money changers are better than those at hotels and department stores.

## Credit cards

Credit cards are widely accepted.

For lost cards:

American Express: Tel: (662) 273 5100 or (662) 273 0022

Diners Club: Tel: (662) 238 2920 or (662) 238 2680

Master Card: Tel: (662) 256 7326-7

Visa: Tel: (662) 256 7326-7

## Tipping

Tipping is not a usual practice in Thailand although it is becoming more common. Most hotels and restaurants add a 10% service charge to the bill. Taxi drivers do not require a tip, but the gesture is appreciated and 10-20 baht is acceptable for porters.

## Bargaining

Fixed prices are the norm in department stores, but at most other places bargaining is to be expected. Generally, you can obtain a final figure of between 10-40% lower than the original asking price. Much depends on your skills and the shopkeeper's mood. But remember, Thais appreciate good manners and a sense of humour. With patience and a broad smile, you will not only get a better price, you will also enjoy shopping.

## VAT refunds

Visitors entering the Kingdom on a tourist visa are entitled to refund of the 7% VAT on goods purchased at registered retail outlets.

## • DO'S AND DON'TS IN THAILAND

### The Monarchy

Thai people have a deep, traditional reverence for the Royal Family, and a visitor should be careful to show respect for the King, the Queen and the Royal Children.

### Religion

Visitors should dress neatly in all religious shrines. They should never go topless, in shorts, or other unsuitable attire. It is acceptable to wear shoes when walking around the compound of a Buddhist temple, but not inside the chapel where the principal Buddha image is kept.

### Social norms

Thais don't normally shake hands when they greet one another, but instead press the palms together in a prayer-like gesture called a wai.

Thais regard the head as the highest part of the body, literally and figuratively. Therefore, avoid touching people on the head and try not to point your feet at people or an object. It is considered very rude.

Public displays of affection between men and women are frowned upon.

## • SPECIAL ADVICE

- Beware of unauthorised people who offer their services as guides. For all tourist information, contact the Tourism Authority of Thailand, Tel: 1672. For information about Bangkok, contact the Bangkok Metropolitan Tourist Bureau, Tel: 0 2225 7612-4.

- Observe all normal precautions as regards to personal safety, as well as the safety for your belongings. Walking alone on quiet streets or deserted areas is not recommended. Be sure that all your valuables-money, jewellery, and airline tickets are properly protected from loss. Visitors needing assistance relating to safety, unethical practices, or other matters, please call the Tourist Police at Tel: 1155.

- Drop your garbage into a waste container. The Bangkok Metropolitan Administration is now strictly enforcing the law in an effort to keep the city clean and healthy. A fine will be imposed on a person who spits, discards cigarette stubs, or drops rubbish in public areas.

- Do not get yourself involved with drugs. Penalties for drug offences are very severe in Thailand.



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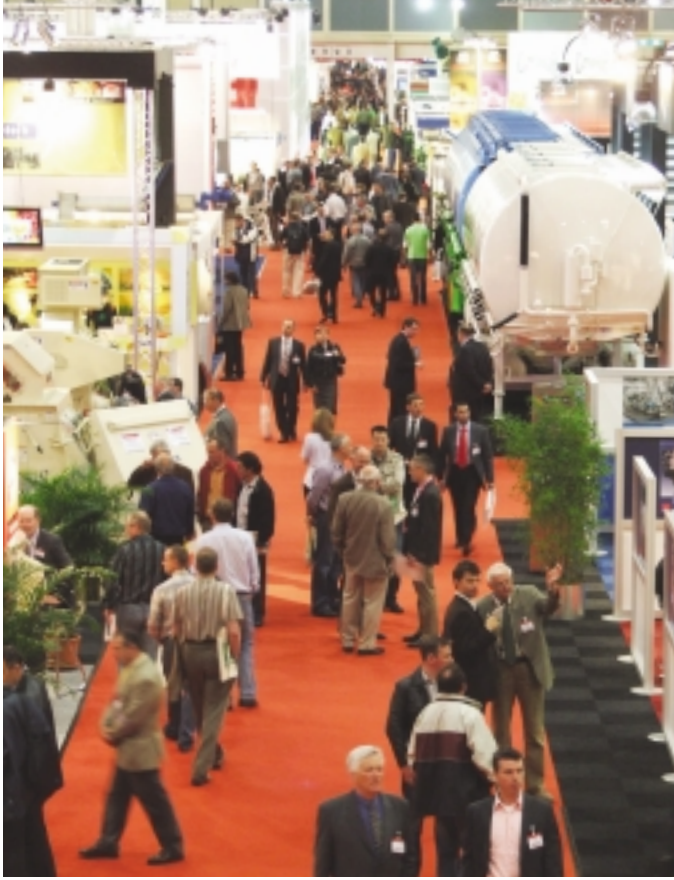


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## VICTAM Information stand at Victam Asia 2008

Victam International, the organiser of Victam Asia 2008 will have an information stand at the show. Visitors, conference delegates and exhibitors are welcome to the stand throughout the event.

You may wish to exhibit or visit future Victam events worldwide, come to our stand and get more information on the following:

- **Victam Pavilion at Kiev AgriHort 2009** in the Ukraine.
- **Victam International 2010** to be held in May 2010, our largest event.

Pick up a copy of *Victam News*, our own newsletter published twice a year. Register for your own free copy or have it sent to you electronically. Maybe you might want to advertise to all the visitors at Victam Asia 2008 and FIAAP 2008, well our newsletter will do just that and more.

Victam has its own comprehensive industry website directory –

**www.victam.com** Is your company listed? If not take time out and find out how we can help.

Perhaps you have other questions, come and see us and our friendly staff will do their best to help.



## Victam International 2007 attracts more visitors

The trade show Victam International 2007, which took place this year from 8 – 10 May in Utrecht, The Netherlands, attracted almost 5% more visitors.



This was mainly caused by an increase of visitors from Eastern Europe, Asia, the Middle East and Africa. The number of visitors from Western Europe remained largely unchanged. Circa 70% of the visitors came from outside The Netherlands – at the last show in 2004 this was 60%. The visitors came from 110 countries.

Also notable was the increase in visitors from the Petfood sector (+ 60%) and from the Aquafeed sector (+ 54%). The number of visitors from the Biomass sector even doubled. An important cause for this increase is undoubtedly the considerable interest for the conferences that were held for these sectors. For that matter, all conferences were better attended than in the past.

There were 25 contestants for the sought after Victam Innovation Award, which indicates that Victam International is the trade show where exhibitors choose to introduce innovations to the industry. An independent jury – without interference or influence from Victam – elected Geelen Counterflow winner. The runner-up was the combined efforts of Imtech Food & Feed, Dinnissen b.v. and Saweco and the third prize was won by Roca Systems.

Our independent visitor questionnaire showed that 40% of the visitors have final approval/buyer authority. Furthermore it is notable that a larger number of nutritionists and feed formulators visited the show. The visitors gave Victam International 2007 higher marks than the last event.

The exhibitors were enthusiastic; some even spoke of the best Victam show ever! The number and quality of visitors were once again more highly appreciated by the exhibitors. The suggestions and comments from visitors and exhibitors are evaluated and adopted in order to improve future events.

*The next Victam International will take place in May 2010.*

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# Victam Pavilion at Kiev AgriHort 2008

11th Ukraine International Agriculture and Horticulture Exhibition, Kiev, 12 – 14 February 2008

## ***“Ukraine's economy grew 7% last year and is set to make similar gains this year”***

In the next ten years, economists expect strong real GDP growth. Some experts argue that Ukraine's economy may become larger than that of some current EU members, such as Bulgaria, Romania, Czech Republic, Hungary, and even Poland.

Foreign investment has been and will be critical to this strong growth

The country has a population of 48 million, among the largest in Europe. The Ukrainian market is twice the Romanian, six times the Bulgarian, and ten times the Croatian market. This market is still very open to new business initiatives. As the economy grows stronger, Ukraine creates boundless opportunities.

## **Key Product Areas**

### **Agriculture**

#### **Machinery and Tools**

Seeds and plant material

#### **Fertilisers**

Crop protection

#### **Fuel & Lubrication**

Farm buildings and designs

#### **Tools and workshop equipment**

Produce, crops

#### **Processing technology**

### **Animal Farming**

#### **Livestock care**

Animal breeding materials

#### **Cattle farming**

Pig farming

#### **Poultry breeding and processing**

Feeding and drinking

#### **Manure processing**

Veterinary products

### **Feed Industry/Victam Pavilion**

#### **Feed Mills**

Flour, Grain & Raw materials processing

#### **Grain storage and handling**

Feed ingredients

#### **Equipment and unit operations**

Quality control

## **Why exhibit at Kiev AgriHort 2008**

- Kiev AgriHort is the most important international B2B exhibition for animal feed industry, agriculture, animal farming and horticulture in Ukraine.
- The Association of Private Farmers of Ukraine, endorsing this as the major event in the largest agricultural market in Eastern Europe, officially support the exhibition.
- Kiev AgriHort 2007 was sold-out well before the event started. Kiev AgriHort 2008 will be the first exhibition held in the International Exhibition Centre that will occupy all three pavilions.
- Organised in the modern International Exhibition Center “IEC”, conveniently located and only 10 minutes away from the old city centre.
- Organised in the ideal month of February, well ahead of the agricultural season.
- In conjunction with UkrProdMash and UkrProdPack, specialised exhibitions aimed at the fast growing Food Processing and Packaging Industry of Ukraine.
- Since 1999, AFIE Kiev, Animal Farming International Exhibition is added as an integrated section of Kiev AgriHort. Among the 2007 exhibitors were companies like: Big Dutchman, Cargill, Chore Time, GSI Group Europe, Pas Reform, Salmat International, Sprout Matador, Sustain Agri (Danish Pavilion), Valli International, VDL Agrotech and many others.
- A high number of quality trade visitors, a large press coverage and great interest of governmental bodies.

## **Who will be visiting?**

The show will be open to trade visitors only and will be attended by professionals from Ukraine and abroad. Meet these key buyers who can make a difference to your business.

- Feed industry executives
- Private farmers from all over Ukraine
- Management of State farms
- Representatives from National and regional associations
- Key buyers from the animal sector
- Businessmen and investors
- Representatives from Ministries and regional Oblasts (Provinces)

- Wholesalers
- Importers
- Distributors
- Representatives from governmental bodies
- Key buyers from the horticultural sector
- Traders, importers and retailers of flowers, plants and vegetables
- Representatives of municipalities, universities, research centres, laboratories etc.

## **Dedicated marketing campaign**

- 100,000 invitations distributed through the Ministry of Agriculture of Ukraine, the association of Farmers and landowners of Ukraine and to the readers of the agricultural magazine Propozitsiya. All sent to the key buyers, trade professionals, private and state farms.
- Direct mailing campaigns to a qualified visitor database.
- Advertising in the relevant trade press, journals, newspapers and on regional TV & Radio.
- Editorials in carefully selected trade press.
- Allocation of tickets for exhibitors to issue to existing and potential clients.
- Close co-operation with the leading agricultural trade magazine Propozitsiya including a high volume ticket insert.
- Frequent local press conferences.
- Ticket inserts in specialised trade journals.
- Promotion in many International trade magazines.
- Billboards placed throughout the city centre of Kiev.

## **International Exhibition Center**

The new international exhibition center (IEC) at the Brovarskyi Prospect in Kiev is Ukraine's biggest and most up to date venue for International Exhibitions. It is easily accessible by road and public transportation. It offers all modern facilities and heavy machinery can be exhibited indoors. In 2006 the IEC was extended with a third pavilion in addition to the 2 existing pavilions. The total exhibition space is now 27,000 m<sup>2</sup>.

For information on exhibiting at the Victam Pavilion in Ukraine or visiting the event please contact: [expo@victam.com](mailto:expo@victam.com)



# Your chance to exhibit in the **VICTAM** Pavilion at Kiev AgriHort 2008

12 – 14 February 2008 • International Exhibition Center, Kiev, Ukraine

**Victam will again organise an exhibition pavilion at this expanding and successful show.**

Why exhibit at Kiev AgriHort 2008?

- Sustained economic growth
- Foremost event in the Ukraine
- Largest agricultural market in Eastern Europe
- Local association and government support
- 2007 show sold out well before the event started
- 84% of the exhibiting companies rated the event "successful"

For further information or to reserve your stand contact:

Tel: ++ 31 33 246 4404 Email: [expo@victam.com](mailto:expo@victam.com) Web: [www.victam.com](http://www.victam.com)



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# Metering, batching, controlling bulk and solids with C-LEVER® II flow meter

For decades Rembe have been manufacturing reliable and long lasting flow meters – based on the principles of the centripetal force and the 2nd Newton's rule. By connecting centripetal force with friction compensation bulks and solids are exclusively measured in dependence of the mass.

This unique technique achieves an excellent accuracy, like industrial platform belt scales of  $\pm 0.25\%$  of the volumetric range for nearly all flowing bulk and solids. At the same time the closed inline flow metering system C-LEVER® II is setting benchmarks in the field of industrial flow metering.

The accuracy of the C-LEVER® II is almost independent from product, its density, form, friction and elasticity. Severe changes of flow and/or pulsations caused by rotary valves or screw feeders do not influence the accuracy. The high linearity – resulting from the friction free measurement – provides maintenance-free metering of different densities with strong fluctuations in volumetric flow range of high accuracy.

The C-LEVER® II is already pre-calibrated and provides a very high accuracy. The system is nearly maintenance-free as it is manufactured without any mechanical parts.

Resulting from this a post calibration during production process is not required. All computer-controlled components are mounted outside of the production flow. Other weighing systems, e.g. belt scales, are difficult to seal against dust – although equipped with costly sealings. In contrast the C-LEVER® II with its unique and closed design made of stainless steel is always completely dust-proof. The system can be cleaned very easily.

## Continued research and development toward to C-LEVER® II plus

The C-LEVER® II plus is the most recent result of continued product management and consequent advancement. Inspired by our enthusiastic customers who have been operating the C-LEVER® II for more than a decade the C-LEVER® II plus has



▲ Above: C-LEVER® II plus.

been enlarged and has additional new benefits. The requested development was realised in close cooperation with Prof. Dr. Ing. Andreas Jahr of FMDauto (Institute of Product Development and Innovation), Düsseldorf, Germany.

The result of this development: a modular construction combined with reduced installation height and an increase in capacity. Due to its modular construction, direct weighing and batching of very precise mass flow rates from 10 kg/h to 100 m3/h are now possible. A novel metering valve in the inlet ensures this function.

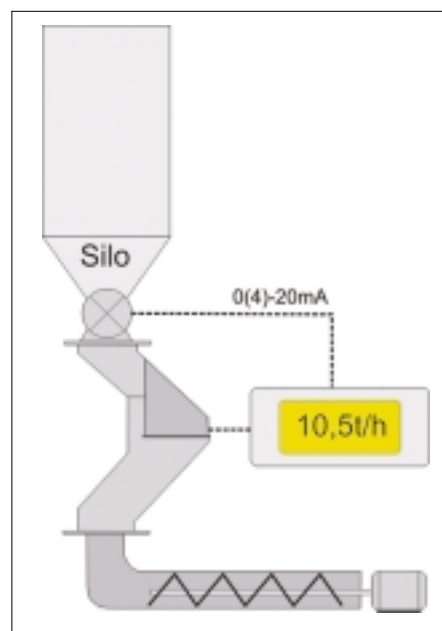
Benefits of the modular system are high flexibility and adjustment to individual applications, excellent accuracy of  $\pm 0.25\%$  like industrial platform scales, reduced installation height of less than 350 mm, integrated discontinuous allocation, e.g. in filling processes integrated continuous gravimetric batching.

The newly developed optional booster module allows increases in the flow rate from 12 m3 to 75 m3 per hour.

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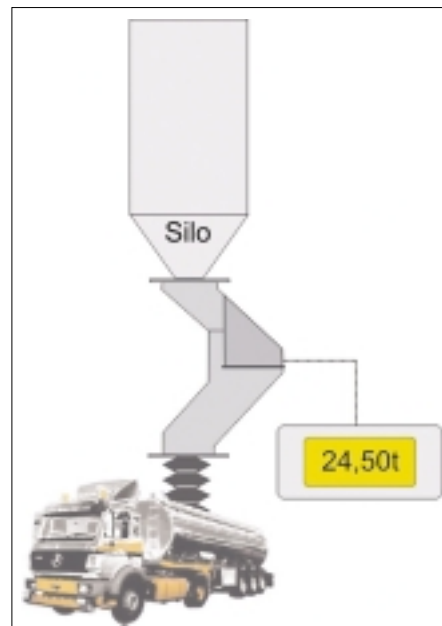


▲ Above: C-LEVER® II application.



▲ Above: Typical application of C-LEVER® II regulating a screw feeder.

▼ Below: Precise truck loading with C-LEVER® II.





# AKVAFORSK, VESO and SINTEF established in Chile

Three Norwegian institutes have established a Chilean company for applied aquaculture research. The name of the new company, AVS Chile SA, reflects the three mother institutes that have pooled their knowledge in fish biology, fish health and aquaculture technology. AVS Chile will build up a research organisation in the coming year, based on the broad competence of the mother institutes. This will be accomplished in close cooperation with the Chilean aquaculture industry and authorities.

The mission of AVS Chile is to create knowledge for a profitable, healthy and sustainable aquaculture industry in Chile. Our vision is to become the leading applied aquaculture R&D institution in Chile.

Two-way knowledge transfer

AVS Chile will take advantage of the competence built up in the mother companies, recruit top scientists and train young talent from mainly Chile and Norway. We aim to be an engine for fast two-way transfer of scientific knowledge, scientists and students between Norway and Chile. AVS Chile has at present a staff of two experienced researchers from Norway and Chile, and further recruits are planned.

State-of-the art research facilities  
The companies consider building a state-of-the art research station for aquaculture in Chile, where biology, veterinary and technology science research can be conducted.

Dr. Jan Olli is appointed as Managing Director for AVS Chile. He has worked within R&D in aquaculture for about 20 years. He started his career in

AKVAFORSK as PhD associate and senior researcher, moved to BioMar as R&D manager, and lately he has been in the consulting company Asplan Viak. Dr. Jan Olli has master degree in animal science and doctor degree in fish nutrition and management.

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# VAV Aandrijvingen b.v. supplies 3000 meters of chain to Japan

VAV Aandrijvingen b.v., based in Katwijk, the Netherlands, shipped a 40 ft. container, packed with conveyor chains with plastic flights to Japan this summer. The order consisted of 3000 meters of double drag link chain in different breaking loads, destined for the feed industry. Through VAV's agent "Kyoshin", first contacts were made during an exhibition in the Far East, while the final contract was signed during VICTAM Utrecht earlier this year.

The double drag link chain with plastic flights, a variation on the CHV / VAV drop forged chain, has been an important export product for VAV over a long time. Because the plastic flights were to be mounted on the chains in VAV's workshop in the Netherlands, and because VAV's other business too, experienced a rapid growth this past year, employees Booms and de Vreugd (pictured right) were very happy when the container was finally closed. However, they were not given much time to enjoy the moment, as new orders were already waiting to be processed.





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Amandus Kahl GmbH & Co. KG
Andritz Sprout
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Anyang Gemco Energy Machinery Co., Ltd.
Aquaculture Asia Pacific
Aquafeed.com
Beijing Smile Feed Sci. & Tech. Co., Ltd
Bitwise Pty Ltd
Bühler AG
Carter Day /Jacobson
Chemoforma Ltd.
Chore-Time Brock International
Cletral
Conforma Clad Inc.
Ehcolo A/S
Extru-Tech
F.H. Schule Muehlenbau GmbH
Far Eastern Agriculture
Feed & Grow International Co., Ltd.
Feed & Livestock
Feed Management Systems
Feed Technology Update
Format International Ltd.
Fredrik Mogensen AB
FrigorTec GmbH
Geelen Counterflow
Ge-Pro Geflügel-Protein Vertriebs GmbH & Co. KG
Grain & Feed Milling Technology
Ibberson International, Inc.
Idah Machinery Co., Ltd.
International Aquafeed
International Pig Topics / International Poultry Production
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Jiangsu Zhengchang Cereal Oil and Feed Machinery Co.,Ltd.
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# Brand new explosion extinguishing for elevators with the Q<sup>®</sup>-Atomizer

This brilliant development from REMBE<sup>®</sup> - the Q<sup>®</sup>-Atomizer – is a self-triggering suppression system, which protects against the effects of dust explosions in elevators, bucket lifts, transport shafts and pipelines.

Due to the fact that the Q<sup>®</sup>-Atomizer requires no extra power supplies or complicated mechanisms, it is very economical and very easy to maintain. The system uses the generated energy from the explosion to activate itself.

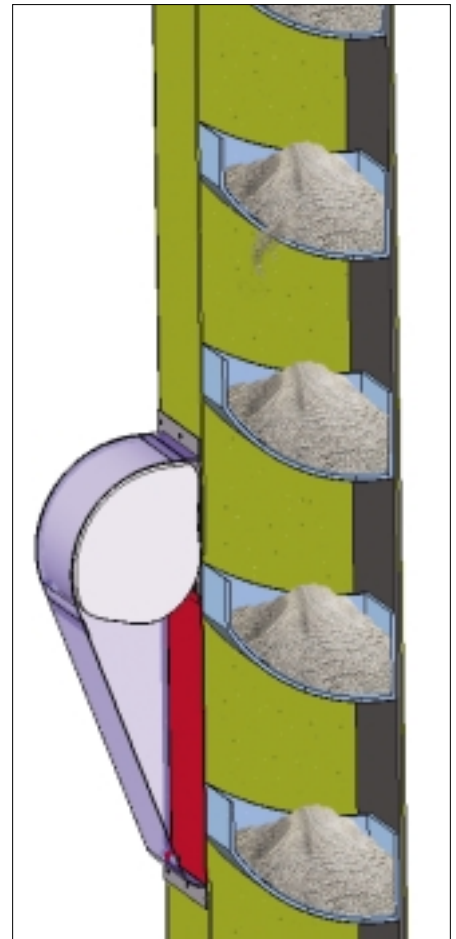
The racing shock wave is cleverly redirected into the frame which then activates the extinguishing power.

The extinguisher cartridge rapidly reaches its maximum pressure and sprays the extinguisher powder with an inertion effect, directly in the protected elevator shaft.

This especially from REMBE<sup>®</sup> developed extinguisher powder has extremely good extinguishing properties by dust explosions.

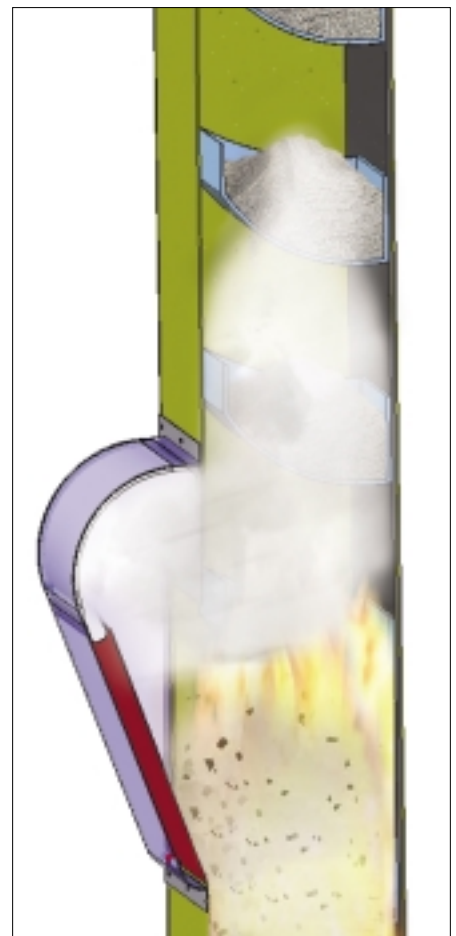
The extinguisher powder extracts the energy out of the reaction and draws the explosion together like a magnet. The expansion of the explosion is then immediately suffocated. The Q<sup>®</sup>-Atomizer is redundantly monitored by a fibre optical status warning system. The operator is informed of the event as soon as it occurs. The replacement of extinguisher cartridge is done in no time. After the change the system is once again ready for operation. Therefore you have highest level of safety guaranteed with a minimal investment.

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▲ Above: Q<sup>®</sup>-Atomizer during normal operation.

▼ Below: Q<sup>®</sup>-Atomizer after activation.



Q<sup>®</sup>-Atomizer on a bucket elevator.





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## Victam International Contact information

# VICTAM International

For further information on VICTAM ASIA 2008, FIAAP 2008 and VICTAM's Pavilion at AgriHort International 2008 please contact us as shown below: Or visit: [www.victam.com](http://www.victam.com)

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