

What's New



Fall River, WI 53932

BERGAFAT QUALITY VS COMPETITORS: With the decline of milk prices comes dairy producers desire to cut feed costs. One can cut cost with lower quality products. This is certainly true concerning **BergaFat**. There are lower cost products in the market. Your customers do give up some things when switching from **BergaFat**. What competitors may not tell you or your customers?

1. **Fat content.** **BergaFat** is guaranteed 99% fat. Calcium soaps generally are guaranteed 82.5% fat sometimes 85%. A cow must consume 1.2 pounds of calcium soaps to equal the fat content of 1.0 pound of **BergaFat**. Calcium soaps increase ration energy density, but universally, are not considered fat test improvers
2. **Fractionated vs. Hydrogenated - Trans fatty acids.** **BergaFat** is fractionated from food grade palm oil. Hydrogenated fats could come from food grade fat, but do not because other sources such as palm fatty acid distillates are less costly. Palm fatty acid distillates must be hydrogenated into palmitic acid. In the hydrogenation process trans fatty acids are created. Most unsaturated fatty acids complete the transition from unsaturated fatty acids to saturated C16 (palmitic acid). Some trans fatty acids (*trans*-10, *cis*-12 conjugated linoleic acid and *trans*-9, *cis*-11 conjugated linoleic acid; CLA) are potent inhibitors of milk fat synthesis. If even small amounts of these CLA isomers are present, milk fat depression will occur defeating the reason for feeding high palmitic acid fats.
3. **Unsaponifiable matter.** **BergaFat** is less than 0.50% unsaponifiable matter. Check competitor's tags. Some products guarantee a maximum 6.0% unsaponifiable matter. Unsaponifiable matter tests as fat, but is indigestible and unavailable an energy source for livestock. A competing product with 6.0% unsaponifiable matter must cost at least \$70/ton less than **BergaFat** to be cost competitive.
4. **Heavy metals.** The principle catalyst to hydrogenate fat products is nickel. Poor quality control can leave high levels of nickel in a fat product. **Remember, BergaFat is not hydrogenated!**
5. **Quality control.** **BergaFat** is manufactured only in **Berg/Schmidt** controlled plants. That is one reason **BergaFat** sometimes is in short supply. In order to ramp up supply quickly some competitor's contract production from as many 15 different plants all over the world including India. Can competitors match **Berg/Schmidt's** quality control?
6. **Traceability.** Because **Berg/Schmidt** controls the plants in which **BergaFat** is manufactured traceability is assured.
7. **Research.** **Berg/Schmidt** and **NutriLinx** support U.S. land grant university feeding trials. Almost all competitors' claims for their high C16 products use **BergaFat** research to support their claims. Yet from this discussion one can see most high C16 products are not the same as BergaFat. These products are not tested and therefore, may yield inferior results.

Do not back down if questioned by consultants and/or customers about the value of **BergaFat**. It is simply the best high palmitic acid (high C16) product available.

Thank you for your business.