



PhibroChem  
Ethanol Performance Group

a: Ridgefield Park, New Jersey

w: www.phibrochem.com

p: 800.223.0434



Ten state-of-the-art fermenters located in Phibro's R&D laboratory in St. Paul.

## PhibroChem: Ensuring the fermentation process

ACE member PhibroChem is a division of Phibro Animal Health Corporation (PAHC) with its headquarters in Ridgefield Park, New Jersey. The company, privately controlled and established in 1941, has annual revenues exceeding \$500 million, is a global manufacturer and marketer of Animal Health & Nutrition and Performance Chemical products, and employs more than 900 people worldwide. Phibro's Ethanol Performance Group (EPG) markets and sells antimicrobial products which are manufactured by its parent PAHC. Phibro's products and people make it a valuable partner to ethanol producers by ensuring safe reliable products and services.

Phibro's market leading product, LACTROL® antimicrobial, is manufactured in Brazil. PAHC also manufactures products in the U.S and Israel for some of its other divisions and therefore has a global scope

and reach, says Mike Giambalvo, Divisional President. LACTROL® antimicrobial allows increased ethanol production by controlling harmful bacteria that can reduce fermentation efficiency.

According to Tom Slunecka, Vice President of Marketing for Phibro's EPG, the company's work to develop new products and prepare for the needs of tomorrow's ethanol industry remains a clear focus.

"We are leading the antimicrobial industry through major investments in research, product development, manufacturing, regulatory compliance, and customer service," Slunecka said. "These investments will assure that we continue to offer the most innovative and effective products possible."

Phibro's Ethanol Performance Group (EPG) emphasizes a high level of hands-on support to its customer base by its technically oriented sales organization and a separate technical service team. Typically when a customer develops a problem in their fermentation process, a member of the sales team will respond with a visit to the site and recommend that the customer utilize one of its diagnostic test kits to sample various parts of the plant where suspected contamination has occurred. A successful resolution to a customer's problem will result in a series of recommendations to alter the operating parameters of the fermentation process.

Phibro recently made a substantial commitment to product development and customer support by opening a state-of-the-art lab in St. Paul, Minnesota. Dr. Dennis Bayrock, an industry renowned expert on ethanol fermentation, leads the research and development lab. Phibro will also soon be opening a new lab at its Guarulhos, Brazil manufacturing site to support process and product development for its products, such as virginiamycin, the active ingredient in LACTROL® antimicrobial.

Mike Giambalvo, Divisional President, said, "EPG is dedicated to helping our customers find effective solutions. With addition of key staff and a substantial investment in new facilities, we are well prepared for the future."

In addition to the manufacture of ethanol, Slunecka explained that the demand for high quality distillers grain as a feed supplement continues to increase domestically and abroad. In response to questions about the integrity of distillers grain and antibiotic residues, EPG is providing its customers with support relating to the regulatory issues of distillers grain. Because DDG co-products are so important to our customers, EPG recently hired a nutritional specialist as a resource for ethanol producers for additional support.

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Phibro has provided cost-effective solutions for the ethanol industry for many years, and as the industry continues to evolve, this company has also proven its dedication to change.

Giambalvo concluded, "As a company that owns and operates large fermentation-based production facilities, we understand that tomorrow's production challenges will be more complicated than those we faced today. Old technology and services will not help the ethanol industry reach new production and profitability goals. We will continue to invest globally in the development of the products needed to meet new challenges. We will also lever our core animal health and nutrition expertise to support producers in marketing their co-products."

### Key Contacts



Paul Juranek  
p: 800.223.0434

The Industry Innovators series highlights the significant contributions made to the U.S. ethanol industry by members of the American Coalition for Ethanol. To inquire about your company being featured here, contact Lacey Dixon at ldixon@ethanol.org.