

Stalosan F



Niels van Wyhe
Managing Director
Stormøllen

We have produced Stalosan for 40 years and done much research in production techniques which are unique for the production of Stalosan.

Since we started production of Stalosan F, going from a simple blending operation to a complicated chemical process, we have from time to time experienced Stalosan F getting very hard, almost stone hard as our dear customers would describe it.

We had frequent complaints and because we were not able to solve the problem a lot of hard Stalosan went on the city dump. Sometimes it even went wrong in the factory and we had to call "Demolition John" from the military's bomb squad. It was not so frequent after computers managed the production, but too often to be satisfactory. The biggest problem was that we could not fore see when and why Stalosan F became hard and what cannot be seen and understood cannot be corrected. ~ In other words Stormøllen learned to live with it and more or less accepted it as a "take it or leave it situation".

Quality control tried everything and their responsible manager Dr. F. Eiland was close to becoming a nervous wreck. He couldn't find a pattern in any of his enormous data files.

Then by accident one day a list of the lot numbers of hard Stalosan was made and suddenly it became clear that Stalosan produced on a Monday never became hard. An observation, nobody ever thought about.

It was obvious, the clues were there and the difference was that the Stalosan, bagged on a Monday, was produced the Friday before and left in the machinery for 36 hours to finish the process.

Therefore it was decided to make every day a Monday. A great idea but one that reduced the production capacity to one third.

The good thing is that the problem of hard Stalosan, and we mean stone hard not just compressed, was finally solved, and we now dare to answer the phones again.

We still have a little time to pass to be absolutely sure we will never get the problem again and especially this summer will be indicative as hot weather means less cooling of the chemical process. That just may lead to problems, even if we do not expect it to happen, as we have slowly increased the production time to five days in stead of the two days we have been using from September 2005 to May 06.

Do not worry about delivery, the new technique is installed and in about half a year a new building is ready and hopefully we will not experience the long delivery times we had from September to February this year.

We who are producing and selling the unique Stalosan F are happy that we finally do not have to use most of our time discussing the stone hard problem. Once again we can concentrate on more positive things, like how good we are at solving our farmers problems with the safest, most efficient and most broad spectrum disinfectant ever made.

You may say that the spectrum is slightly narrowed when the hard Stalosan disappeared; it is no longer possible to drop a bag on the foot of the tax inspector which probably would keep him of the premises for good! Unfortunately it has also kept some of our customers away and we realise it is not so easy to get them back inside the fence. However now the problem is solved it is no longer possible to find a good excuse not to use Stalosan in today's animal husbandry.

Stalosan, forty years old



Niels van Wyhe
Managing Director
Stormollen

In 1966 the first bags of Stalosan were sold to Danish farmers after two years of field testing. A Danish veterinarian, Knud Løje, who combined several known simple chemicals, having effect on bacteria pathogens, to obtain a synergistic effect, invented Stalosan. The major ingredient then was single super phosphate, lowering the pH towards acidity and a copper sulphate to kill the pathogens. All in all the original Stalosan, forty years ago, was simple to produce and efficient to the standards of the sixties.

Some 15 years later Stalosan was changed gradually several times, incorporating a better efficacy on bacteria and the efficacy on fungi was added to the spectrum.

In 1992 development of Stalosan F started. The goal was to develop a dry disinfectant, efficient on all pathogens including virus, coccidia, intestinal worms and environmental factors that were creating problems for the much larger animal herds of the nineties.

It clearly became obvious that it was no longer possible to achieve this goal using a simple blend and a complicated computerised chemical factory was build.

This factory, today, produces a Stalosan F that is very efficient on almost all known pathogens that commonly affect animals and birds. The effectiveness and safety of the product has made it the preferred disinfectant in more than 70 countries on all continents from South Africa to Canada and from Chile to Japan.

When Stalosan was invented the documentation was poor, although acceptable to farmers who were mostly relying on information and recommendations from colleagues. With the increasing industrialisation of animal husbandry it soon became clear that documentation, on both efficacy and safety, was essential.

Twentyfive years ago it was decided to document every aspect of Stalosan as if it was a veterinary medicine. Actually it went further when details on the effects on the soil and water environment was investigated and documented as usual showing no or only marginal negative influence on the environment. Recently some of the documentation, both on efficacy and safety, was redone to satisfy the much tougher standards required by the United States authorities. Stalosan was found harmless in all tests, including sensitisation, and only the eye test found Stalosan to be a mild irritant. Something we can accept as almost any powder will be classified likewise.

The Americans also required comparisons to other products in the market according to a schedule as close to reality as possible. Stalosan again showed full efficacy on pathogens threatening modern animal production and all other five products in the reality inspired test did not have any bactericidal effect at all.

It has taken 40 years to get to where we are to day and often we think that we cannot create a better product. We are wrong in thinking that way because our customers change, systems change and the Stalosan produced forty years ago would hardly stand a chance against the farming conditions of to day.

Often we have said that it is not possible to find new ideas for our research and development in Stalosan, but every time we do we find some new and fascinating aspect to develop. In a few months, when the field trials are finished, a completely new form of Stalosan will be marketed in the domestic Danish market. Later if we are successful and our farmers accept the new form it will be offered to other markets round the world. Pilot trials are very encouraging.

Having experienced several times that there are always grounds for improvement and development we have decided to continue research and we hope by this decision to create a Stalosan that is 40 years young and being able to maintain its leading position worldwide for at least another forty years.

After all many years of steady development made a young liveable Stalosan being used today with the same high acceptance by the grandchildren of the farmers who started using it forty years ago, and we, both researchers, marketing and factory workers are proud of that.

Vitfoss status report



Lars Ole Madsen
Vitfoss

Vitfoss participated in a somewhat reduced international fair in Holland in the time 16 – 18 May. Despite the reduced fair space our level of activity was high. The fair had 26000 visitors from 126 different countries. Agronomist Torben Hansen from Stormollen participated together with the Vitfoss export staff, being the professional anchorman on Stalosan.

Many of our international contacts visited our stand; we held meetings with customers from Taiwan, Italy, Greece, Brazil, Belgium, Spain, Portugal, India, Pakistan, the Czech Republic, Bulgaria, Iran, Finland, Sweden, the Netherlands, Romania and Latvia.

Due to the ongoing introduction of Stalosan and Vitfoss products in Russia a staff member from our Russian distributor, Novocom in Moscow, joined us at the stand. Russia is at present the fastest growing market within the animal sector, and we are consequently very interested in the country.

Further, Vitfoss will participate in the international fair EuroTier in Hannover, Germany, in the time 14 – 17 November 2006.

Stalosan awaits registration in the EU countries at present. Stormollen is therefore collecting the required documentation material, which the importer in each country is to use for registration purposes. The entire documentation material will be put on a CD, which Stormollen is going to distribute as soon as possible.



Stalosan is applicable as a disinfectant everywhere – and the most recent marketing idea was arranged by the Hungarian importer during a large exhibition in the south of Hungary. Good initiative!



Message from Preben Toftemark



Preben Toftemark

Farmer Ove Johansen, Strandager 251, Lumby, 5270 Odense owns a milking herd of 35 – 40 Jerseys. During the last 2 – 3 years the farmer has achieved a record-low somatic cell count in the milk. This result is a consequence of excellent hygiene, care and health.

This herdowner, who has demonstrated superb results for several years, is a regular user of Stalosan, which he uses for scattering on the cows' loafing areas/pens.

Stalosan® F

Anniversary - Stalosan 40 years

1966 The first bags of Stalosan were sold to Danish farmers after **two years** of field testing. The major ingredient then was single super phosphate, lowering the pH towards acidity and a copper sulphate to kill the pathogens.

1980 Stalosan was changed gradually several times incorporating a **better efficacy** on bacteria and the efficacy on fungi was added to the spectrum.

1992 The development of Stalosan F started
Objective: Efficient on all pathogens including virus, coccidia, intestinal worms and environmental factors that were creating problems for the much larger animal herds of the nineties.

2006
 This factory, today, produces a Stalosan F that is very efficient on almost all known pathogens that commonly affect animals and birds. Twenty five years ago it was decided to document every aspect of Stalosan as if it was a veterinary medicine.

The effectiveness and safety of the product has made it the preferred disinfectant in more than 70 countries on all continents from South Africa to Canada and from Chile to Japan.

Objective: To maintain its leading position worldwide for at least another forty years.



40 years in Denmark



Competition

Which year was Stalosan introduced in Denmark? _____
 The submitted answers will be entered into a draw to win 3 x 250 Euro for a dinner.

Please send this coupon no later than 1th. August to:
 Vitfoss, Att.: Kenneth P. Madsen Ulsnaes 34, DK-6300 Graasten