



## Customer Success Story: Famo Feeds

### Over a Century of Innovation & Trust



- A Valued Partnership
- A Personalized Relationship
- AFIA Feed Mill of the Year
- Quality & Consistency
- Safe feed/safe food, HACCP, FCI-RUPP Certifications

Famo Feeds is a successful, independent animal nutrition business in Freeport, Minnesota that manufactures and markets a full line of livestock and poultry feeds. They have been serving livestock producers across the Midwest since 1903.

Their full line of products include complete feeds, starter feeds, supplements, concentrates, vitamins, minerals, pre-mixes, base mixes, milk replacers, animal health, preservatives/inoculants, tubs, pet foods, specialty feeds and custom feeds.

Famo Feeds takes pride in the quality of their products and programs, the strength of their team, and the collective impact they make on the industry. As a family-owned business, they prioritize treating their dealers and producer clientele like family; and it does not go without recognition.

As a result of all their hard work and dedication to the industry, they were able to achieve **The American Feed Industry Association Feed Facility of the Year**. Famo was selected from the 5,800+ feed mills in the US. This award recognized their overall excellence in feed manufacturing operations, including everything from employee development to operating efficiencies and regulatory compliance.

*“Famo Feeds was selected as our winner because they do a fantastic job of serving the needs of their customer. They are a family-owned business, the first ever to win this award, and I think that shows in how they treat their customers.”- Gary Huddleson, AFIA’s Director of Feed Manufacturing and Regulatory Affairs*

Other factors that contributed to Famo’s selection are their application of automation technology, commitment to safe feed/safe food, and overall efficiency. Under President John Beste’s leadership, Famo has become certified in safe feed/safe food, Hazard Analysis Critical Control Point (HACCP), and Facility Certification Institute- Restricted Use Protein Products (FCI-RUPP).



*“We use extensive automation technology and software to make a high-quality product and maintain efficiencies. We are HACCP certified and pay attention to the food industry model when we are making our products. We are very proactive.”- John Beste, president of Famo Feeds*



Famo Feeds currently maintains critical control points in the plant that are constantly monitored through software, tracking, and automated systems. This began with a Repete® automation system they installed over 20 years ago when the plant was first built. Over time, they’ve added to and improved their operations, as well as upgraded their Repete system to the latest version.

John Beste shared more about how their experience with Repete automation has helped them better serve their customers, achieve commercial success, and their status as AFIA Feed Facility of the Year.

He explained why Famo chose Repete automation over other options when they were looking for an automation system.

*“We chose Repete automation because we felt that Repete had a better handle on **pelleting** for full-line feed manufacturing than other options we looked at. We’re not making five formulas a day; we make many different formulas in small batch quantities, and we felt that their system was superior to other options we had looked at in terms of meeting these needs.”*



John emphasized the importance of **consistency** in their operations and described how Repete automation has helped them maintain high levels of **quality**.

*“Everything comes back to consistency. With the Repete system operating all of the batching and pelleting, our parameters are tighter than what they would be with manual operations.”*

*“Our customers have benefited from this as well because the consistency and quality of our pellets are better with Repete.”*



Outside the Famo Feeds Feed Mill in Freeport, MN



Aerial view of Famo Feeds Feed Mill in Freeport, MN

Famo Feeds has a great team of highly skilled and engaged individuals. Manual labor is reduced and less complex with a high level of automation. Automation has benefited the team at Famo by improving the work experience of their employees.

Repete and Famo Feeds both value the **strong partnership** built over the years. John talked about how Repete continues to exceed their expectations as time goes on, and how he appreciates the **personal relationship** Repete and Famo have created.

*“We’re completely satisfied with Repete. The control system works day and night. Repete continues to improve our experience. That’s a testament to their team; they continue to raise the bar for themselves.”*

*“The team at Repete knows us as individuals and not just a number. When we call, we have a personal relationship with the people on the other end and that means a lot to us.”*

Looking ahead, John says Famo Feeds’ goals are to continue expanding upon their product line to provide more animal nutrition solutions and to keep animal agriculture moving forward. Repete is proud to partner with Famo Feeds and we look forward to further contributing to their success.