

# Cargill Nutrition System

## Trey Kellner, Ph.D., Swine Nutritionist and Managing Partner of AMVC Nutritional Services

“Ingredient procurement is a crucial need for us. Cargill’s power to get the right ingredients at the right time is key,” says Trey Kellner, Ph.D., Swine Nutritionist and Managing Partner of AMVC Nutritional Services.

Kellner is talking about the Cargill Nutrition System (CNS), a unique approach to animal nutrition. This powerful system combines the knowledge Cargill has about what animals need to grow and be healthy – their nutrient demand – with knowledge about the raw materials that feed those animals – their nutrient supply. CNS uses those insights to design precise diets and products.

“One of the big advantages of working with Cargill is its Cargill Nutrition System. It keeps us coming back. It’s where the value is. We’re getting expertise, solutions, ingredients, formulation – services and solutions that we don’t have the people or capacity for,” Kellner says. “Cargill has a unique way of helping those who work hard to run a profitable pork system understand everything they need to know about ingredients.”

One factor vital to every pork system is ingredient understanding. With thorough understanding comes better diet formulation, and Kellner believes no other nutrition company has Cargill’s level of capability. “Cargill’s capacity to provide detailed ingredient information for predictable outcomes is as real-time as it gets,” he says.

Although Kellner turns to Cargill because he can find everything, he needs all in one place, he describes it as getting “the brain trust and knowledge.” It’s just our small team of two nutritionists, so we really value our Cargill relationships,” he says.

Kellner says they raise and feed pigs and try to do the right thing every day. Cargill helps to make that happen. “We get a partner who is professional, trustworthy, and courteous. They solve problems with integrity,” he says.

“For our own customers and prospects, leveraging our Cargill relationships allow AMVC to say yes to more business opportunities,” Kellner says.

Trey Kellner began working with AMVC in 2017. The company had previously outsourced nutrition to Cargill, and they chose Kellner to manage the relationship and oversee feed program design internally. AMVC began as a traditional, small vet clinic more than three decades ago and now comprises several business units. Today they oversee the feeding of over 175,000 sows and 2 million annual marketed pigs in 14 different states and 40-plus feed mills.



Dr. Trey Kellner

