

# MilloGram Wenger's Feed Mill, Inc.



Massey, Mount Joy, Muncy, Rheems, Shippensburg & Spring Glen

Vol. 15, No. 1, December 2001 - January 2002

## This is a New Beginning...

Once again, today has arrived. However, today, January 16, 2002, is no ordinary day. Today, we made and delivered our first load of feed from our new Muncy Mill. This brings to an end a vision we had five years ago to expand our milling capacity to meet the ever-changing needs of our customers.

Our philosophy is to have smaller mills strategically located to give our customers the lowest cost possible in manufactured and delivered feed. (Feed delivery is our single highest cost of feed).

During the past five years, we had as many as six competitors making feed for us at one time. With the talents of our dedicated, fast, and flexible work force, we

completely rebuilt the Spring Glen Mill with the latest technology. We had to adjust our plans to add the Shippensburg Mill to our vision

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after losing the lease to the Gettysburg Mill. Now the addition of the Muncy Mill gives us the blueprint for our future—it strengthens our capabilities and it enhances everything from operations to efficiency making us stronger and perfectly positioned for the challenges and rewards of the future.

These changes are not

being taken without some degree of risk. The greatest risk is not taking one. That is why we adhere to the philosophy of the turtle—you need to stick your neck out if you want to go anywhere. We are willing to stick our neck out because we see a bright future for agriculture in central Pennsylvania, and we are committed with quiet enthusiasm to your future successes.

*THIS IS A NEW BEGINNING!*

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*Wenger's Muncy Mill shipped its first load on Wednesday, January 16. Pictured from left are Walter Reynolds, mill operator; Bill Flick, mill operator; Matt Spring, mill operator; Mike Schade, assistant transportation supervisor; Andy South, mill supervisor; Doug Goodling, manufacturing facilities manager; and Greg Nell, feed production supervisor.*

## Wenger's Muncy Mill Ships its First Load

On Wednesday, January 16, the staff at Wenger's Muncy Mill produced and shipped the mill's first load of mash feed.

Wenger's broke ground on June 7, 2000 for the new mill located in Clinton Township off of Route 405. The January 16, 2002 ship date of the first load marked the opening of the new facility. The mill is designed to produce 6,000 tons of feed a week.

The design of the mill is nearly identical to Wenger's

Shippensburg Mill in Franklin County. The main structure is a concrete slip-form, which stands 150 feet.

The first load of feed was delivered by Mike Schade, assistant transportation supervisor, to Denny & Brenda Wagner's farm.

Production of pelleted feed began the following week. The Muncy Mill has two pellet mills and is capable of producing baby pig feed for nursery and sow facilities.

The Muncy Mill is the 6th mill in Wenger's network of mills.

An official open house for the mill will be held in the spring.

## Farmers Pride wins 2002 Award from Dept. of Ag

Farmers Pride won a 2002 Agribusiness Achievement Award from the Pennsylvania Department of Agriculture.

The award recognizes Pennsylvania agriculture, food, and wood products companies who have made a special contribution towards the development and expansion of agriculture as well as a positive commitment to their local community.

Farmers Pride was one of three recipients of the award. Categories for the award were based on the size of the company.

Located in Fredericksburg, PA, Farmers Pride is a leading poultry producer and processor. The company produces and markets the popular Bell & Evans brand of antibiotic-free poultry and poultry products.

Wenger's makes and ships custom-formulated feed for Farmers Pride producers from the Mount Joy Mill.

## Poultry Farmers Wanted for EMS Assessment

PennAg is looking for 30 poultry farmers to participate in an Environmental Management Systems (EMS) assessment program that is being pilot tested in Pennsylvania. Each farmer will be compensated \$100 for

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their time. The purpose is to develop and evaluate a support system for producers to constructively identify and address priority state and local environmental and health issues while sustaining their poultry enterprise. PennAg is looking for 10 broiler operations, 10 layer operations, and 10 turkey operations to participate. Please contact Amanda Mende with PennAg at [amende@pennag.com](mailto:amende@pennag.com) or call (717) 651-5920 to see if you are eligible.

## WFM Transport Tours PSU Institute by Scott Martin, transportation supervisor

On December 11, 2001, I toured Penn State's Transportation Institute with Jim Adams, chief operating officer, and assistant transportation supervisors, Calvin Kleinfelter, Jim Read, and Dave Helm. Our purpose for going was to see if they could help us to discover the causes of and eliminate the rollovers of our trucks. We also toured their research facility.

The first thing they showed us was a truck driving simulator. The device consisted of the actual cab of a Mack truck mounted on hydraulic cylinders, surrounded by picture screens, and operated by eight computers. Each of us took a turn driving the truck through different scenes and scenarios as projected on the wall of screens. The simulator is used to train new

drivers, and the device can be configured to simulate any type of truck. It was an interesting experience for seasoned drivers to navigate the truck without actually going anywhere.

We also got to tour their test track where they test any vehicle that transports people and is purchased with government funds. This track is in use 7-days a week 24-hours a day. The drivers who work at the track drive the vehicles one hour and then sit one hour

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while another driver drives the vehicle. The vehicles get driven through several types of conditions weighted down to simulate a full load. The vehicles are driven about 12,000 miles on the track, and they are evaluated for safety and durability among other criteria.

Finally, we toured a garage full of multi-fuel or hybrid vehicles and those that use alternative fuels.

We saw a Chevy Suburban that was converted to use a small combustible engine and electric batteries. The combustion engine was used to energize the batteries that ran the motors, which in turn ran the truck. The combustible engine was also able to power the truck. We also checked out a 100% electric car made by GM that is capable of speeds up to 240 mph. This car is not yet available to the public.

We learned about several different studies that the Institute is conducting, and we explained some of the challenges that we've had with our fleet of trucks. We are going to be working with the Institute to see how we can reduce or eliminate truck rollovers.

We had a full day and received a lot of valuable information. We are hoping to utilize the knowledge that they have and work together to make our job safer.

## Hatfield Processes Record Number of Hogs

Due to unprecedented demand for Hatfield's quality pork products, the company issued a special procurement request just before the holiday season in December.

During the last 3 weeks of December, Hatfield operated 6-days a week and processed 8,000 hogs a day, a company record.

In addition, the company set a new record during the third week of December, over 12.1 million pounds of finished product was shipped. The previous record was 11.1 million pounds achieved during the prior week.

Hatfield processed a total of 176,652 hogs in December, an increase of 31,046 hogs over December, 2000!

Through a partnership in Pleasant Valley Foods, Wenger's helps to supply hogs to Hatfield Quality Meats.

## Wenger Employees Recall Volunteer Efforts at the Pentagon

Several Wenger employees were among the thousands who volunteered during the September 11th tragedies.

Kim Keller, Dutchland Farms, Phyllis Mervos, front desk, Deb Craig, Dutchland Farms, Marie Miller, EAS, Carol Hebbe, finance, and Alida Schoenberger, JDEdwards Specialist, volunteered at the Pentagon on September 19, 26, and 28.

The volunteer efforts were organized by the Reverend Dr. Denny Nissley, Christ in Action Ministry, who operates a mobile revival tent and soup kitchen. He arrived at the Pentagon on September 12, and coordinated his efforts with three

other churches in Ohio, Pennsylvania, and Virginia to serve over 50,000 meals to rescue workers and law enforcement officials.

Working with Roni Clark, C&M Farm Services, through The Worship Center, Lancaster, PA, the WFM employees participated by serving lunch, busing tables and just sitting with the rescue workers and military personnel from all over the US and listening to and encouraging them.

Alida Schoenberger and her husband arrived on the last day of the effort and

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helped by cleaning off tables and stocking food. Alida described the experience: "I was impressed with the organization, the magnitude and the willingness of everyone involved to pitch in and help out any way they could."

## Who's Who



*Rheems Mill Supervisor Steve Estep pictured here outside the Rheems Mill.*

### Steve Estep

Mill Supervisor Steve Estep was referred to Wenger's by Greg Nell, now feed production supervisor. He worked with Greg's wife, Chris, and his sister, Kelly, at Greider's Hatchery in Mount Joy.

Hired in 1987, Steve worked at every position in the mill and on every shift before assuming the job managing the Rheems Mill. When asked why he has stayed for almost 15 years, Steve mentioned the company culture and the willingness of others in the company to help you.

Steve lives in Lebanon with his wife. He has one daughter, 21. He enjoys hunting and sports. For the last few years, he has spent his summer vacation with his father renovating a house in the Shenandoah Valley in Virginia.



*Soy Loader Wayne Stoltzfus pictured here outside the Rheems Mill.*

### Wayne Stoltzfus

WFM's red, white, and blue trucks first caught Wayne Stoltzfus' attention as he traveled route 283 while driving for another company. Wayne applied at WFM and was hired in 1984 to drive a tri-axle feed truck.

When asked why he has stayed with WFM for so long, Wayne cited the company's willingness to provide training. Through WFM, Wayne learned how to drive the trailer trucks that he admired and earned a CDL, Class A license.

Wayne now works at the Rheems Mill and drives daily loads of extruded soy to the Mount Joy Mill. He is married with a son, 12, and a daughter, 15.

He enjoys hunting and fishing, and frequently dreams about hunting Dall Sheep in British Columbia.

## IS, Finance Share Spirit of Holiday Season

The Information Systems and Finance departments at Wenger's Feed Mill embarked on a special project for 2001's holiday season—both departments sponsored a needy family.

The Information Systems department located a family through the Elizabethtown Community Assistance Program (CAP). Rob Barber, LaVon Flowers, Jason Campbell, Bill Beach, Joann Wentling, Alida Schoenberger, and CEO Barry Shaw purchased gifts and food for a local family of 7.

The finance department located a needy family through the Columbia Community Assistance Program.

Barry Shaw, Mike Lutz, Deb Patterson, Dave Garrett, Dawn Gill, Carol Hebbe, Jodi Herr, Sheri Kauffman, Lorae Niehaus, Alida Schoenberger, Angie Strickler, Nancy Wallauer, June Yohn, and Minnie Zeager purchased gifts and grocery gift certificates for a family of 5.

Angie Strickler summed up the experience: "Both

last year and this year, our department has had a great time with the project. We all feel very blessed to have stable jobs so it feels good to give back to someone that is not as fortunate."

## Wenger News

In late December, Wenger's achieved another *holiday* record tonnage of 27,145. The tonnage record for a *normal* week is 25,603, a record set last March. The last holiday record was set last year on December 24, 2000. Thank you to all those who helped make this possible.

The Safety and Recognition banquet will be held on March 2 at 5:30 p.m. at the Eden Resort Inn & Conference Center, Lancaster, PA.

Geoff Finch, ingredient resources manager; Brad Keller, 2nd shift mill supervisor, Rheems; Tim Keller, pullet service; and Jason Campbell, information systems, placed 2nd in the National Hockey League Breakout National Championships in San Diego, CA on January 20!

## Mel's Corner: The Annual Report

For the last 5 years, Wenger's has compiled an Annual Report to detail Wenger's business operating highlights for the fiscal year (Oct. 1 - Sept. 31).

The primary audience for the annual report has always been Wenger's employees. Included with operating highlights and market numbers is

information of use to all Wenger employees—highlights from Wenger's safety program, 401(k) program information, updates on company projects, and Wenger's vision for the future of the company.

The annual report was first printed for fiscal year 1996. Deb Barber, wife of Rob Barber, di-

rector, information systems, designed the first report which resembled a fold-out brochure and totaled 8 pages.

Over the years, the annual report grew both in scope and in size. In 1997, the report grew to 12 pages and was richer in text and detail.

This year's report was a 24-page booklet and in-

The annual report is also used throughout the year as a detailed informational document about WFM. If someone absolutely needs to know everything about Wenger's, the annual report is the place to look.

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informational document about WFM. If someone absolutely needs to know everything about Wenger's, the annual report is the place to look.

The report is presented by CEO Barry Shaw every year at a series of informal meetings with all departments and locations at Wenger's.



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The MilloGram is published six times a year  
 for our customers, employees,  
 and friends.

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## Operation Blessing Receives Eggs from EAS

Eastern Ag Services (EAS) has donated two truck loads of eggs to Operation Blessing, a Christian humanitarian and disaster relief charity.

Operation Blessing provides relief and development assistance to victims of poverty and disaster. The organization has distribution centers in Virginia and in California, and its service area extends throughout the United States and across the globe.

The eggs donated to Operation Blessing will be distributed to Bristol, Virginia; Atlanta, Georgia and Waycross, Georgia; Orlando, Florida; and New York City, New York.

EAS previously donated eggs to Operation Blessing for distribution to needy families throughout the state of North Carolina after Hurricane Floyd in 1999.

## New Customers

### Broilers

Paul Funk  
 Marvin Zimmerman  
 Andal Farms  
 Mitchell Zimmerman  
 Edwin Martin  
 Clair Garman  
 Bella Poultry Farm

### Layers

Melvin Huber  
**Swine**  
 Walter Kline  
 John Keating - Barn II  
 Shady Rill  
 John & Andrea Harrell  
 Dry Run Farm