

MilloGram Wenger's Feed Mill, Inc.



Our Mission: Providing Quality Feed for Quality Food

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

From Barry Shaw

THE SUSTAINABLE APPROACH

Every sustainable company strives to ensure their business will be in existence in the future and that the foot-

print we leave on earth is not intrusive. These companies also want to ensure that their employees and their families are taken care of in terms of a quality work life and a quality personal life. So what does sustainable mean? According to the Brundtland Report, "It is that which meets the needs of the present without compromising the ability of future

generations to meet their own needs." While sustainable initiatives may not have concrete evidence for return on investments, ignoring them will certainly have a concrete effect on the bottom line. Sustainable manufacturing is a journey. It is also a cause that touches every corner of a business. The beauty is that a sustainable approach—social benefit, environmental responsibility, and economic performance—creates a cycle of improvement. Progress in one area almost inevitably enhances the others.

At Wenger's, you will find our journey took us from

becoming ISO certified in just Quality to ISO certification in Environment and Health and Safety. We found all three were interrelated in the success of our company. It all starts with our Core Values: Accountability, Ethics, Integrity, Quality, Reliability, Respect, and Stewardship and backed up with our Key Initiatives: Stewardship, Learning, Quality, Relationship, Financial, and Innovation. The point here is to show how quality, stewardship, and relationship flow throughout and are the cornerstone that ground and support our sustainable manufacturing efforts.

As surely as we can design quality into production processes, so can we design in sustainability. Through our Wenger System, we track our regulatory compliance, waste, and work-related injuries so that we can spot trends and improve. We must work throughout the extended organization, which includes

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We work hard to manage our company in the best interests of our employees, our customers, and our environment.

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Don Risser at Meadow Vista Farm, the dairy he owns with his brother Gerald Risser and son Eric Risser.

Wenger Feeds' SoyChoice™ works for local dairy

Situated just east of the Susquehanna River and just south of Harrisburg International Airport in Bainbridge, PA is Meadow Vista Farm, a 700-head dairy farm owned by Don Risser, his brother Gerald Risser and son

Eric Risser. Operated by two generations of the Risser family as well as a staff of 15, the dairy has been using SoyChoice™ for the past few months. “We are always looking for efficiencies, and we were happy to find this local product,” noted Don who had been using a competing expelled soybean meal produced in the Midwest.

Meadow Vista raises their own heifer replacements and has different rations for first calf heifers, post calving, second calf and older, dry cow and pre-fresh groups. Each day Don mixes about 14 loads of feed on the farm using formulas prepared

in consultation with Dan Hillyer of Agri-Basics. Individual ingredients are stored in bins. To reduce spoilage and shrink, Don also stores all of his silage and haylage in individual silos rather than trenches.

Don describes his current role on the farm as one of overseeing and support, “there is always something to organize, always something to fix,” he notes. Besides milking, there is plenty of work to do on the farm including tending to the herd’s health needs, washing down the barns, tillage, planting and harvesting, maintaining the buildings and equipment, and tending to the replacement calves that are born year round.

The herd is milked three times a day, filling a Mount Joy Farmers Co-Op trailer every 24 hours for fresh delivery to the processor and your grocery store shelves.

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the supply chain. We expect suppliers to mirror our environmental standards. We learn from the best. It is our privilege to learn from other top organizations and excellent corporate citizens. Many are our customers and suppliers.

We have even taken it a step further. Rebecca Ranck, our Environmental Coordinator, has put together a document stating our position: “Wenger Feeds Environmental Stewardship and Sustainability.” Currently in draft form, you will be able to see it on our website, www.wengerfeeds.com, in the near future. I quote “Wenger Feeds (in its efforts to be sustainable) has taken on the responsibility of becoming environmental stewards in developing and implementing programs, actions, and procedures to reach their goal of being environmental leaders in agriculture. In each area of our company, we strive to meet and exceed environmental compliance and stewardship.” This document covers manufacturing, transportation, egg production, and other areas of our company.

Sustainable manufacturing and environmental stewardship are a journey that never ends. Conducting ourselves as a good employer and a good corporate citizen does not just happen. We work hard to manage our company in the best interests of our employees, our customers, and our environment. Each step forward reveals new ways to improve and become more efficient. And, it is rewarding to see each step make life a little better for our business and for the communities we call home.

WHAT IS BIODIESEL?

Rebecca Ranck, Environmental Coordinator

Over the last 15 years, we have all heard about biodiesel at one time or another. Now it seems that there is even more talk about biodiesel, and while some of you may already use it, others are asking, "What is biodiesel?"



Soybean oil produced as a byproduct at our soybean processing plant is sometimes sold into biodiesel markets.

Biodiesel is a renewable fuel produced from agricultural resources like vegetable oils. In the U.S., biodiesel is primarily made from soybean oil, but there are other oils that can be used including: canola oil, sunflower oil, recycled cooking oil, and even animal fats. Soybean oil produced as a byproduct at Wenger Feeds' soybean processing plant is sometimes sold into biodiesel markets. In addition, the company's diesel-powered fleet runs on a biodiesel blend. "The production of biodiesel is synergistic with animal production agriculture since the animals can utilize the soybean meal after the oil is extracted and the alternative fuel industry can use the oil," noted Wenger Feeds President and CEO Jim Adams.



Environmental**Services**

Biodiesel is made through a chemical process called transesterification. This process separates glycerin from the fat or vegetable oil leaving two products: methyl esters, which is the chemical name for biodiesel, and glycerin, which is a valuable byproduct that can be sold for use in making other products. Although valuable, there needs to be a market for the glycerin produced from the transesterification process.

There are often letters and numbers associated with biodiesel and the percent of biodiesel in the product. Biodiesel in its purest form is called "neat biodiesel" or B100, but biodiesel can be blended with conventional diesel at percentages from 1% to 20%. Biodiesel blends are known by their percentages, a 20% blend is B20.

Most diesel engines can run on biodiesel without requiring any additional or special equipment. However, it is best to check with the engine manufacturer before using a biodiesel blend to be sure that there aren't any engine restrictions.

Also, be sure to buy your biodiesel from a reputable vendor that sells commercial grade biodiesel. The American Society for Test and Materials (ASTM) is the industry organization that determines and defines the consensus of fuels for the United States. ASTM conducts rigorous and time consuming testing to identify and pass industry standards for fuels. This process can take up to 10 years. ASTM fuel standards are the minimum accepted values for the properties of the fuel to provide adequate customer satisfaction and/or protection.

In June of 1994, a task force was formed within ASTM with the expressed objective to develop an ASTM standard for biodiesel. The standard was approved and issued in June of 1999. In December of 2001, ASTM approved the full standard for biodiesel, which covers pure biodiesel (B100), for

blending with petrodiesel in levels up to 20% by volume.

Biodiesel is registered with the Environmental Protection Agency (EPA) as a fuel and fuel additive. It is the only alternative fuel to have completed the rigorous Health Effects testing requirement of the Clean Air Act. Results from the testing show biodiesel reduces carcinogenic air toxics by 75-90% compared to diesel. B100 is also nontoxic, biodegradable, and essentially free of sulfur. It reduces emissions including particulate matter, unburned hydrocarbons, carbon monoxide, and sulfates. B100 also reduces life cycle carbon dioxide by 78% compared to petroleum diesel according to a joint U. S. Department of Agriculture/Department of Energy study. Finally, biodiesel has a positive energy balance. For every unit of energy needed to produce a gallon of biodiesel, 3.24 units of energy are gained.

The Energy Policy of 2005 amended the Clean Air Act to establish a Renewable Fuel Standard program to become effective in 2007. From this action, EPA created a default standard requiring 2.78% of fuel sold or dispensed in 2006 to be renewable fuel. The Renewable Fuel Standard (RFS) was published on May 1, 2007 by EPA to encourage the blending of renewable fuels into the nation's motor vehicle fuel. A Direct Final Rule was published on November 14, 2008 to amend the RFS program requirements that were originally published on October 2, 2008, where EPA announced the RFS for 2009 as 10.21% of fuel to be renewable. The November 14 amendment was only a technical amendment of corrections to the October 2 publication. Later this year, the RFS for 2009 will be enforced and more information regarding this standard will be coming in the next several months.

If you are interesting in learning more about biodiesel or the RFS program, see:

<http://www.astm.org/Standards/D7467.htm>

<http://www.astm.org/Standards/D6751.htm>

<http://www.epa.gov/smartway/growandgo/documents/factsheet-biodiesel.htm>

<http://www.biodiesel.org/>

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Sarah Kelly of Country View Family Farms and Dr. Kevin Herkelman survey a pen of pigs in the Jim Charles research barn. The Feed Logic FEEDPro system operates automatically, moving on a ceiling mounted rail system, and delivering measured and calibrated feed amounts to the 45 feeders in the barn.



SWINE RESEARCH FACILITY GETS AN UPGRADE

NEW EQUIPMENT ALLOWS MULTIPLE TRIALS, OFF-SITE MONITORING

In an effort to continue to support the innovative nutritional work and quality feeding programs Wenger Feeds offers to its swine customer base, the company purchased a computerized feeding system from the FeedLogic Corp. This system was installed into a newly remodeled swine research facility. The feed system operates automatically, moving on a ceiling mounted rail system, and delivering measured and calibrated feed amounts to the 45 feeders in the barn. While it currently handles four diets, the system can manage any number of diets and can be monitored both in the barn and off-site through a high-speed internet interface.

The diets being tested have been randomly assigned to one of four treatments within the barn, and the feed system monitors these feeds and their weighted delivery to each pen. The current barn has been designed to provide statistically valid testing powers with over 40 pens, a pen sized scale for weighing of pens of animals, and the FeedLogic FEEDPro feeding system all working together to provide research and development capabilities in a modern facility designed to closely emulate modern production facilities.

In early January, pigs were delivered to the research facility. A group from Wenger's helped to organize the pigs into pens with equal numbers of male (barrow) and female (gilt) pigs. The pigs were then weighed so they could also be organized by initial weight. The feeders will record the amount of feed

delivered to each pen. Pigs will be weighed periodically to determine how they are performing on the different feeding programs.

The swine research barn is just one of the research barns located at the Jim Charles farm in Millersville. Jim also operates a layer research barn for Wenger's. Diets, ingredients, feed additives, and management techniques are tested in both facilities and provide valuable insight to Wenger's Technical Services department. "The barns allow us to test our innovations before they reach your barn," noted Kevin Herkelman, Technical Services Manager.

Operating a research barn requires an additional amount of labor and a healthy attention to detail. Wenger's found the right producer in Jim Charles. "He's a terrific producer, one of the best," noted Nutrition Coordinator Chris Olinger, who works with Jim coordinating the trials. "He's a pleasure to work with, and we get great feedback from him. In addition to the paperwork, many of the trials require that eggs be collected separately, so there is more work involved in running a research house."

"The barns allow us to test our innovations before they reach your barn."

NEW LOOK FOR DESKTOPS

ENERGY EFFICIENT SCREENS INSTALLED

Desktop computer users in the office gained some much needed desk space over the past few months with the rollout of new computer screens. Wenger's Information Technology department purchased twelve screens for use in the office. In addition to taking up less space, there were many other reasons to make the switch. In comparison to the older style cathode ray tube screens (CRT), the new screens use 28% less energy, produce less heat,

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give the user two inches of additional screen space, and are easier on the user's eyes. "One of the biggest advantages is the effect that

it has on the user's eyes. Since it emits less light than a traditional CRT screen, it is easier on your eyes. You can look at it all day and not feel fatigued by the end of the day," noted Chad Garber, Network Administrator.

The department plans to deploy additional screens in the coming months until all the CRT screens have been replaced. The used equipment will be donated, if possible. Any remaining equipment will be recycled in accordance with the company's universal waste policy. Wenger's recycles computers, printers, batteries, cell phones, and spent fluorescent light bulbs.



Feed Driver Reuben Auker made an unexpected overnight trip to accommodate a customer order.

Our Employees Make the Difference

Reliability is one of Wenger's core values, and while we make a reliable feed, we also have to deliver it to where it needs to be when it needs to be there. Sometimes the delivery effort involves changing shifts and even an unexpected overnight stay.

Feed Driver Reuben Auker, who is based out of the Mount Joy location, is willing to go the extra distance to meet Wenger's goal of reliability. Recently, Reuben was several hours into his normal working shift when a customer located in Connecticut called with an ASAP delivery. Reuben quickly agreed to take the delivery, which requires an overnight stay. He drove home to pack his overnight bag and returned to work eager to head out for the delivery in Connecticut.

Sometimes the delivery effort involves changing shifts and even an unexpected overnight stay.

The service, dedication, and commitment shown by Reuben Auker definitely brings value to the Wenger Feeds brand. For many employees, their job brings fulfillment knowing they are serving the agriculture community, and many of our employees have a personal tie to agriculture. Reuben Auker has been employed at Wenger Feeds for 29 years, enjoys his job, and the part he plays servicing the agriculture community.

Thanks, Reuben, for your dedicated service.

Wenger Feeds Core Values: Accountability, Ethics, Integrity, Quality, Reliability, Respect, Stewardship. For more information about our Vision, Mission, and Core Values, see www.wengerfeeds.com/about.html



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The MilloGram is published six times a year for our customers, employees, neighbors, and friends.
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EFFICIENCY FOR YOUR BUSINESS AND THE ENVIRONMENT

Did you know that ingredients in our quality feeds are tested more than 500 times a year? While all corn may look the same to the untrained eye, the nutrient content of an ingredient like corn can vary based on weather conditions during the growing season. By using the actual nutrient profiles of the ingredients Wenger's receives from our approved suppliers, we can create a more efficient formulation for any flock or herd. More efficient formulation means a healthier bottom line for our customers and reduced waste for the environment.



Want to learn more about efficient formulation? Contact us at webmaster@wengerfeeds.com.

WHAT'S NEW

► **RESEARCH** Did you know that Wenger's Technical Service department utilizes research barns to test feed and feed ingredients before they're offered to our customers? Read about equipment upgrades to our swine research barn on page 4.

► **HOW CAN WE HELP YOUR BUSINESS?** See www.wengerfeeds.com for a complete list of our services.

Certified Processes
 Quality • Environment • Health & Safety
 ISO9001 ISO14001 OHSAS18001