

# MilloGram

Wenger's Feed Mill, Inc.



## Our Mission: Providing Quality Feed for Quality Food

## Opportunities

Geoff Finch, President & Chief Operating Officer

I would like to thank Barry Shaw for the wonderful opportunities he has provided for so many of us, for so many years. For almost half a century, he has been a pillar of strength and motivation as he helped guide Wenger's through a period of strong growth. And he did all this while remaining steadfast in the core values of integrity and respect that were the bedrock created initially by our founder, Mel Wenger. Barry remains very active and involved with Wenger's, but as time moves on, we are working on transitioning our company to the next generation. I feel fortunate to be able to share my thoughts with you, our team members, customers, vendors, and other partners, in the Mill-o-Gram going forward.

For those who are reading this who don't know me, I have had the pleasure of working for Wenger's for 19 years. Family is what brought me into this wonderful industry of ours—my wife Jennifer, my college sweetheart, happens to be Barry's oldest daughter. Since last October, I have served as President. Before that, I worked with Operations, Quality, and Nutrition, after beginning in 1996 in Grain Purchasing.

I was born and raised near Toronto, Canada, but I feel privileged to now call Lancaster County home. We have two young daughters, aged 8 and 10, who will hopefully one day help guide Wenger's into the 4th generation (but not too soon, I hope!).

I am humbled by the opportunity I have to help guide our company moving forward. This opportunity is all at once awesome, challenging, exciting, daunting, and exhilarating! We have a truly amazing team here, and a growing company that has the potential to continue to explore newer and greater heights.

**In an exciting move, to help better position Wenger's on our path of further growth, we recently committed to a re-structuring that would create a Wenger Group holding company.**

It's also a time of great opportunity for agriculture. We have a growing population who are hungry for more and more choices of safe, affordable food. Many of these people are right here in our backyard, as a significant portion of the US population is within an 8-hour drive of Lancaster County. We have more and more technology available to us to help us be more efficient, more productive, more timely, and safer in all

that we do. And we also have broader opportunities to serve global markets, and help develop the next generation of agricultural leaders.

In an exciting move, to help better position Wenger's on our path of further growth, we recently committed to a re-structuring that would create a Wenger Group holding company.

Along with this, each of our previous three Divisions (Feed, Ingredient, and Poultry) will become wholly-owned entities. Doing this provides us with the structure and protection to allow each company to fully pursue and develop the lines of business that will contribute to our future growth. One of our main goals through this change will be to maintain the strong Wenger's culture and identity.

At times it is good to pause and reflect. In this light, again, it is wonderful to see all that Barry and the team, not to forget Mel and his team, have created here at Wenger's. But as we all know, we can't pause too long, or the competition will pass us. So with tremendous energy, excitement and passion, let's all move forward on the opportunities that lie ahead!

## In This Issue:

Introducing Nutrify™  
Scholarship Foundation Awards  
Onboard Disinfecting Units  
Expansion at Shippensburg  
Changes to VFD

## WENGER'S FEED MILL ANNOUNCES Nutrify™: Performance Ingredient Solutions

To better bring innovative products to our customers and the industry, we have transitioned our ingredient division into a separate entity called Nutrify, LLC, a member of our new holding company, The Wenger Group. We will continue to offer feed ingredient sales and distribution to feed manufacturers through Nutrify.

Nutrify will provide premixes, and blend solutions directly to feed mills and independent farmers throughout the Northeast and develop and distribute innovative new products for all animal segments including those not served by Wenger Feeds.

"We feel the creation of Nutrify will bring added value to the current customer base and also provide continued growth by

selling ingredients to the Northeast feed industry. This could come through lower costs, improved traceability, development of unique blends or a combination of all three. We are excited about the expansion and growth opportunities that are currently in process and those still on the horizon," noted Jon Slothour, Chief Operating Officer, Nutrify.

As part of The Wenger Group, the division's team will be housed at Wenger's Feed Mill, Inc.'s corporate office at 101 West Harrisburg Avenue in

Rheems, PA and will continue to maintain distribution through its warehouse in the Rapho Industrial Park. Nutrify will also continue to purchase all ingredients for Wenger Feeds.



**Team Nutrify:** Chief Operating Officer Jon Slothour, Warehouse Team Leader Chad Winters, Ingredient Administrative Coordinator Jill Gebhart, Ingredient Buyer Ken Crum, Grain Team Leader Amy Slutter, Grain Buyer Brian Flattery, Ingredient Analyst Amelia Lewgood, Grain Buyer Cody Wert,

Ingredient Logistics Coordinator Pete Miller, President and Chief Operating Officer Geoff Finch, Micro Coordinator John Knapp, Account Leader Mike Sevick, and Ingredient Team Leader Pam Rowley.





# Nine Awarded Scholarships from the Wenger's Feed Mill Scholarship Foundation

The Wenger's Feed Mill Scholarship Foundation is pleased to announce the winners of its inaugural awards. The company launched the Foundation in April 2015 to award academic scholarships exclusively to the dependents of eligible full-time team members of the company. "We value the commitment our team members have to the organization and felt this was one way we could show our appreciation for their hard work," noted Barry Shaw, Executive Chairman of the Board.

Individual awards were determined by the Board of Directors of the Wenger's Feed Mill Scholarship Foundation, an entity set up separately from the company. Awards were available for use at accredited colleges or universities, community colleges as well as trade and technical schools.

## 2015 WINNERS

Samuel David Aungst of Elizabethtown is a Computer Science major at Millersville University. Samuel is the son of Dwight Aungst, Maintenance Supervisor.

Caitlin Bailey of New Holland, PA is a Theatre Studies major at Emerson College. Caitlin is the daughter of Swine Account Leader, Scott Bailey.

Brianna Buffington of Leck Kill is a Communications major with an emphasis on Public Relations and Sports Marketing at

Penn State Wilkes-Barre. She is the daughter of Duane Buffington, Mill Operator at the Spring Glen Mill.

**The company launched the Foundation in April 2015 to award academic scholarships exclusively to eligible full-time team members of the company.**

Justin Drescher of Mount Joy will transfer to Penn State Harrisburg in the Fall after completing two years at Harrisburg Area Community College. He is majoring in Business. Justin is the son of Charlie Drescher, Manufacturing and Customer Quality Leader.

Leah Hammaker of Elizabethtown is majoring in Nursing at the University of Pennsylvania. She is the daughter of Larry Hammaker, Process Engineer.

Nathan Henry of Manheim is an Electronics Engineering Technology Major at Bloomsburg University. He is the son of Clay Henry, Quality Manager.

Dylan Hoffer of Manheim is completing his education in Band Instrument Repair at Western Iowa Tech Community College. Dylan is the son of Barry Hoffer, Staff Accountant.

Charity Marvin of Shickshinny is a Biology major at Luzerne County Community College. She is the daughter of Aaron Marvin, Muncy Feed Driver.

Beau Walmer, of Elizabethtown, a Biblical Ministry Studies Major at Waynesburg University, is the son of Paul Walmer, Mill Operator at the Mount Joy Mill.

"We are excited to launch this Scholarship Fund for our team members and their dependents. With rising educational costs, we feel this program will give deserving students a better opportunity of affording the school of their choice," noted Jamie Rowley, Chief Administrative Officer.

**Scholarship Foundation Award Winners:** (left to right, top row) Samuel David Aungst, Caitlin Bailey, Brianna Buffington, (bottom row) Justin Drescher, Leah Hammaker, Nathan Henry, Dylan Hoffer, Charity Marvin, and Beau Walmer.



## Onboard Disinfecting Units Upgrade

With the return of Highly Pathogenic Avian Influenza (HPAI) in parts of North America, Wenger Feeds has strengthened biosecurity procedures including designing and installing new disinfectant units on the feed and egg delivery trucks.

Onboard disinfecting units have been in use on company trucks since the 1980s. The system sprays disinfectant on all the tires of the truck and is used before a truck enters a farm and as it leaves the farm. The design of the system was dated, and the Transportation Department initiated a program to improve biosecurity by enhancing the current system. Several designs were tested to more efficiently deliver disinfectant to the tires. The next generation system selected included larger capacity pumps, bigger diameter hoses, flood nozzles, and new brackets that allow the nozzles to be placed closer to the truck's tires. Thanks to Garage Supervisor Scott Martin and Garage Lead Eric Shope for upgrading the fleet with larger capacity pumps and flood nozzles, which completes step one of the project. Large diameter hoses and brackets will be installed throughout calendar year 2015. You can view a video of the new system on our YouTube page: <https://goo.gl/Ii9Hhv>



New onboard disinfecting units provide better wheel coverage to help protect your biosecurity.

## Shippensburg Expansion

To meet increased demand, a 100,000 bushel silo to store organic corn and eight 100-ton storage tanks for soft stock ingredients were installed at the Shippensburg Mill this summer. The silo and storage tanks will be fully usable when augers are installed in the near future. Further changes and improvements are planned for early fall.



A 100,000 bushel silo to store organic corn (above) and eight 100-ton storage tanks for soft stock ingredients were recently being installed at the Shippensburg Mill.



# New Drugs Added to Veterinary Feed Directive

On June 5, 2015, the Food and Drug Administration (FDA) published in the Federal Register its final rule amending the Veterinary Feed Directive (VFD) regulation.

## WHAT IS A VFD?

A “veterinary feed directive” is a written statement issued by a licensed veterinarian that orders the use of a VFD drug or combination of a VFD drug and a non-VFD drug in or on an animal feed. The FDA’s Center for Veterinary Medicine (CVM) evaluates new drugs for safety and efficacy and, as part of the review process, determines if a drug will be over the counter (OTC), a prescription (Rx) drug, or a VFD drug (limited to drugs used in or on animal feed). The VFD regulation was revised to facilitate its expanded use under FDA’s antimicrobial resistance policies that apply to drugs used within animal agriculture that are important in human medicine.

Under its policy, FDA’s position is that use of such drugs should be limited to those that: 1) are considered necessary for assuring animal health (i.e. medically important antimicrobial drugs should not be used to promote animal growth or to improve feed efficiency); and 2) include veterinary oversight or consultation (i.e. medically important antimicrobial drugs should not be used in the feed or drinking water of food-producing animals without veterinary oversight or consultation).

FDA officials have said that those drugs likely not to be subject to its final VFD regulation include: 1) wormers; 2) ionophores; 3) carbadox; 4) bacitracin; 5) bambarmycin; and 6) tiamulin.

## WHAT DRUGS WILL BE SUBJECT TO A VFD?

A listing of those animal drugs and drug combinations that will become subject to enhanced oversight is available on FDA’s website: <http://goo.gl/97isyh>.

FDA intends to have its antimicrobial resistance policies fully implemented by December 2016. Once the policy implementation is complete, the affected antimicrobial products will no longer be available to distribute to animal producers on an over-the-counter basis.

## The new process will limit the total number of antibiotics that Wenger Feeds has in its standard rotation.

There are currently 362 items on the list for additional oversight. If an item you currently

use is on the list, then they will no longer be able to add to your feed or water without veterinary oversight and a written VFD from a veterinarian. This may increase the amount of time required to treat a flock or herd, so it will be imperative for growers to be monitoring animal health and building a strong relationship with a veterinarian.

The new process will limit the total number of antibiotics that Wenger Feeds has in its standard rotation. Drugs deemed medically important for human use will no longer be available without a VFD. For example, Virginiamycin is a part of the conventional rotation for growth promotion, but starting in December 2016, the company will no longer be able to use it without a VFD because FDA has classified it as medically important for human use and using it for growth promotion will not be an approved use. Those drugs not deemed medically important will still be available.

As a reminder, Wenger Feeds does have a consulting veterinarian, Dr. Eric Willingham. He is available for consultation anytime that poultry health concerns arise. In addition, Eric visits the area every 6-8 weeks to spend time in the field with our Feed Sales and Flock Service Team Members.

For questions about VFD drugs, please contact Nutrition Coordinator, Chris Olinger. If you are interested in having Dr. Eric Willingham visit your facility to review your poultry health issues or discuss potential ways to improve your program, contact your Account Leader or Flock Service Technician.





Wenger's Feed Mill, Inc.  
101 W. Harrisburg Ave.  
P.O. Box 26  
Rheems, PA 17570

PRSRT STD  
U.S. POSTAGE  
**PAID**  
HARRISBURG PA  
PERMIT NO. 533

## MilloGram

### In This Issue:

Introducing Nutrify™  
Scholarship Foundation Awards  
Onboard Disinfecting Units  
Expansion at Shippensburg  
Changes to VFD

## MilloGram

Vol. 28, No. 4  
October - December 2015

The MilloGram is published four times a year for our customers, employees, neighbors, and friends by Wenger Feeds, 1-800-692-6008

[www.wengerfeeds.com](http://www.wengerfeeds.com)

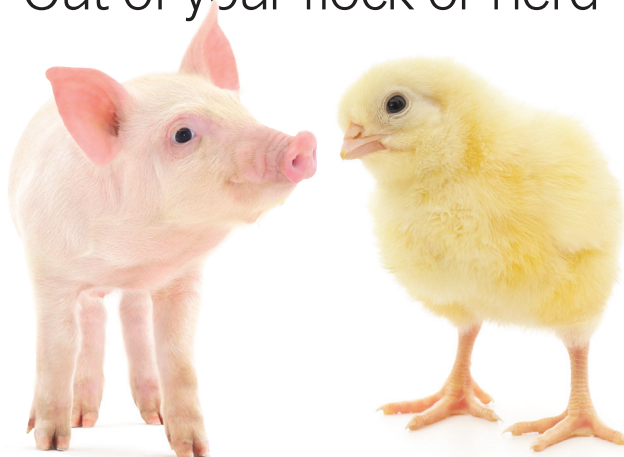
To be added or removed from the mailing list,  
e-mail your request: [cc@wengerfeeds.com](mailto:cc@wengerfeeds.com).

30% recycled paper



**GREEN PLUS**  
PEOPLE. PLANET. PERFORMANCE.  
The Redwoods Group Foundation

## Get the Most Out of your flock or herd



**Flexible feeding programs,  
great performance  
for every budget**

[www.wengerfeeds.com](http://www.wengerfeeds.com)  
1-800-692-6008



### WENGER INFO

#### ► GRAIN RECEIVING CAMERAS

If you haul corn or soybeans to the Rheems Mill or corn to the Mount Joy Mill, check our grain receiving cameras. Use the icon on the home page of [wengerfeeds.com](http://wengerfeeds.com) or click on "Grain Receiving" under the Services tab.



► **Go Green:** Receive your Millogram by e-mail. Send your request to [cc@wengerfeeds.com](mailto:cc@wengerfeeds.com). Be sure to include your mailing address.

