

MilloGram

Wenger Feeds, LLC



Our Mission: Providing Quality Feed for Quality Food

Partnerships

Geoff Finch, President and CEO, The Wenger Group

At The Wenger Group, we have long been believers in the tremendous power of partnerships. Partnerships are the synergistic alignment of people and resources to make the whole stronger than the individual parts. They involve two parties coming together with a common purpose, building trust, and building brighter futures for both.



Every day, every week, and every month, we are on the lookout for new partnerships, and new ways to improve on what we bring to all our stakeholders and our industry.

For us, it starts with our team members. We truly want to be a special, unique place for our co-workers to develop and demonstrate their many talents. By being intentional about creating a positive, rewarding culture, we can capture the hearts as well as the minds of our team members, which in turn unleashes their tremendous power to grow and serve our customers.

Just as important is the power of our partnerships with our customers. We work hard at, and are proud of, the wonderful

trust and sense of teamwork we have with them. The closer we align ourselves, the better prepared we are to meet their ever-evolving needs, often through segregated, documented, certified programs. The critical part is maintaining a proactive, close dialogue, as quick implementation of a new idea can often allow our customers to be first-to-market, solidifying their competitive position. This in turn allows them (and us, through our partnership), to continue to grow.

Certainly, our suppliers are also critical components to this business model. We've long sought to foster synergistic partnerships with our vendors. The days of us-versus-them, win/lose negotiating are long behind us. Our suppliers are vital partners who allow us to drive greater efficiencies in our operations. More importantly, in many cases, our partnerships with our suppliers allow us, in part through our cooperative, commercial-scale research facilities, to be the first to bring novel new products to the market. With an ever-growing need for optimized, precision nutrition, and a need for value-added ingredients, we feel these partnerships position us to add the best value possible for our customers.

Every day, every week, and every month, we are on the lookout for new partnerships, and new ways to improve on what we bring to all our stakeholders and our industry. There are many, many opportunities out there in our great field of agriculture, and we will continue to strive to be the best that we can be for our team members, our customers, and all those with whom we connect. We strongly believe that continuing in this direction will help us on our journey to becoming The Go-To Company.

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Micro System to Increase Efficiency at Shippensburg

In March, Wenger Feeds added a second micro system to the Shippensburg Mill to service organic feed production. A micro system is a modular system that weighs and adds small volume ingredients to a batch of feed. This is especially useful for ingredients like vitamins, minerals, and amino acids that are added at less than 50 pounds per batch. Micro systems are able to add essential ingredients at levels as small as 0.1 lbs./ton.

Micro systems can help reduce the potential for ingredient errors as well as speed up the manufacturing process and reduce manual labor as individual ingredients do not have to be weighed by hand. For team members, the systems can also reduce dust in the mill since the system is closed with individual products being handled only when each micro bin of the system needs to be refilled.

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The system installed at Shippensburg can handle 16 ingredients. Fourteen segments of the system each hold 200 to 300 pounds of product, and two segments are “super sacks” that each hold approximately 2,000 pounds. A typical system will

have to be refilled 1 or 2 times per shift. The entire installation was complete in 6 weeks time.

Nearly every mill in Wenger Feeds’ network has at least one micro system with the exception of Rheems Mill number one and Mount Joy. A new micro system for the Hempfield organic mill is planned for the near future.

“Since we added organic capacity to the Shippensburg Mill in 2014, this additional change will improve efficiency at this location. We’re always looking for processes and technology that can enhance the customer and team member experience,” noted Grant Markley, Wenger Feeds Chief Operating Officer.

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Introducing Dutchland Farms, LLC

To better position itself for future growth, Wenger's Feed Mill, Inc. created a holding company, The Wenger Group, and transitioned its three Divisions (Feed, Ingredient, and Poultry) into wholly owned entities under The Wenger Group. The final transition took place in late winter with the creation of Dutchland Farms, LLC. The new company will house pullet growing and flock services and will replace Wenger Feeds Egg Marketing Services in egg marketing.

The name "Dutchland Farms" was first applied to the company's egg division in 1962. At that time, the company packaged eggs under the label.

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Barry Shaw Wins Hall of Fame Award

Barry Shaw, Executive Chairman of the Board of The Wenger Group, was awarded the third annual Hall of Fame Executive Award from the High Center at their Family Business Forum on March 22nd at the Lancaster

Convention Center. Barry follows previous hall of fame winners Dale High and Phil Clemens. This award is presented to a family business executive who has made a significant impact by promoting the free enterprise system; shown dedication to the growth

and innovation of the business as well as family values; and demonstrated community leadership, philanthropy and humanitarianism toward his or her fellow citizens. The honoree's business is notable for achievements that contribute positively to our lives, our culture, and the future of the mid-state's economy. The business's past management and accomplish-



THE HIGH CENTER
Partnering for Success
ELIZABETHTOWN COLLEGE

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A Member of The Wenger Group™

WHAT DOES THIS MEAN FOR YOU?

If you are a Dutchland Farms customer, you can expect the same great service from the same great team. The correspondence and invoices you received from Wenger Feeds and Wenger Feeds Egg Marketing Services will now say Dutchland Farms, LLC. If you receive email from our team, the address will now be dutchlandfarms.com. In the future, we will also be updating company tractor trailers and uniforms. If you have any questions, contact your Flock Service Technician, Account Leader, or Dutchland Farms Chief Operating Officer, Jeff Murphy, 1-800-692-6008.

ments provide inspiration for the next generation as they take the reins of leadership.

Barry commented on receiving the award. "I feel humbled by this award and greatly honored to be following in the footsteps of Dale High and Phil Clemens, two individuals for whom I have immeasurable respect and admiration." The Wenger Group also received an award for 15 years of membership with The High Center.

The emcee for the evening was WGAL-News 8 morning news anchor, Jere Gish. The keynote speaker was John C. Maxwell, the #1 *New York Times* best-selling author, coach, and speaker. He was identified as the top leader in business by the American Management Association® and the world's most influential leadership expert by *Business Insider* and *Inc.* magazine in 2014.

Biosecurity Plan Required for Indemnity

A new outbreak of highly pathogenic avian influenza (HPAI) confirmed in a commercial turkey farm in Indiana in January should serve as a warning to all livestock producers to remain vigilant with regard to their biosecurity procedures. In the near future, a sound biosecurity plan will also be required to receive indemnity payments in the event of a disease outbreak.

Citing a new interim federal rule that clarifies policies for highly pathogenic avian influenza indemnity payments, Agriculture Secretary Russell Redding urged Pennsylvania producers to establish and implement biosecurity protocols for their operations. Without a biosecurity plan, poultry operations will be ineligible for federal indemnity payments should HPAI be found in their flock.

The rule, developed by the United States Department of Agriculture's Animal and Plant Health Inspection Service (APHIS), outlines conditions for the payment of indemnity claims for HPAI. One component requires poultry owners and contract growers to provide to APHIS a statement that they had a biosecurity plan in place at the time HPAI was detected in their facilities.

"Having a biosecurity plan in place—and following it to the letter—is now more critical than ever for every livestock operation," Redding said. "Poultry growers in many states faced a difficult reality last year when HPAI devastated their flocks,

in part because of a lapse in biosecurity protocols. We have all learned from those mistakes, and this new rule will help us to avoid those same pitfalls. In order to be eligible for a federal indemnity payment, you must have a biosecurity plan.

There's just no reason not to. Having a plan in place makes sense."

Other components of the interim rule clarify the existing policy that allows for the payment of indemnity for eggs destroyed by HPAI response, and provides a formula to allow indemnity payments to be split between poultry and egg owners and their contracted

growers. You can view the interim rule and any comments that have been posted at <http://goo.gl/WKR1Uf>.

Jeff Murphy, COO of Dutchland Farms, LLC, agrees with Secretary Redding's focus on biosecurity. "Wenger Feeds and Dutchland Farms have taken a proactive approach to biosecurity—from upgrading the onboard disinfection systems on our feed trucks, to enhancing all of our biosecurity protocols, to assisting our contract growers and producers with development and implementation of their biosecurity plans. A robust biosecurity plan is no longer a 'nice to have'; it's a must."

For more information about HPAI and documents that can help keep you prepared, including tips on biosecurity and a flock plan template, visit www.agriculture.pa.gov and click on "Avian Influenza" or call 717-772-2852.

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Veterinary Feed Directive: WHAT DO YOU NEED TO KNOW?

WHAT IS A VFD?

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. The VFD regulation was revised to facilitate its expanded use under FDA's antimicrobial resistance policies. These policies apply to animal agriculture drugs, which are also important in human medicine. A VFD is a written statement issued by a licensed veterinarian that allows the use of a particular drug or combination of drugs in or on an animal feed. FDA intends to have related policies in place by late 2016 with the VFD effective no later than January 1, 2017. There are 362 drugs that are subject to a VFD, ten of which Wenger Feeds uses today. If an item you currently use is on the list, you will no longer be able to add it to your feed or water without veterinary oversight and a written VFD from a veterinarian. As a result, this may increase the lead 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.

WHAT DOES IT MEAN FOR YOU?

Wenger Feeds has a consulting veterinarian, Dr. Eric Willingham, who is available for consultation anytime that poultry health concerns arise. In addition, Dr. Willingham visits the area every six to eight weeks to spend time in the field with our customers, Account Leaders, and Flock Service Team.

For questions about VFD drugs, please contact our Nutrition Coordinator, Chris Olinger, 1-800-692-6008 or colinger@wengerfeeds.com.

If you are interested in having Dr. Willingham visit your facility to review your poultry health issues or discuss potential ways to improve your program, please contact your Account Leader or Flock Service Technician, 1-800-692-6008, or email cc@wengerfeeds.com.

Changes to the VFD may increase the lead 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.





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

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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 or click on "Grain Receiving" under the Services tab.

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

