

# MilloGram

Wenger's Feeds, LLC



## Our Mission: Providing Quality Feed for Quality Food

## So Much to be Thankful For...

Geoff Finch, President and CEO, The Wenger Group

As 2016 comes to a close, it's a great time to sit back and reflect on the year that was and how fortunate we are as a company. It's been a successful year for the Wenger Group in terms of growth—in volumes, in new customers, and in our



Photo by Chad Dietrich

relationships. As we know, growth can sometimes come with uncertainty—indeed, we've seen wild swings in many of our markets—but solid risk management strategies have helped ensure a steady course in these turbulent times. Overall, we're very excited about the progress we've made this year on our vision to be the Go-To Company.

A lot of this progress is driven by our great team here at the Wenger Group. I am humbled as I look around at the level of commitment from our team members, who work long hours to help feed animals who eat 24/7. This involves working extra shifts, especially in manufacturing and delivering feed on weekends, as we work to ensure time off with our families during the holidays. Thanks to everyone on our team for their dedication and commitment!

And we are also blessed to have great relationships with our customers. We appreciate being able to collaborate, coming up with better ideas for how to meet their changing needs. Our customers continue to grow, and this added business has led us to invest in many projects over the past couple of years, boosting mixing and pelleting capacity among other things. Thank you to our customers as we grow together in helping US agriculture to provide the safest, most abundant, most affordable food supply in the world.

Nutrify has seen some good incremental growth as our “start-up” ingredient company. We've explored many opportunities, and we remain focused first and foremost on optimizing the supply chain to provide lower-cost ingredients for Wenger Feeds' customers. We've also grown our sales to external customers, and, recently, we opened up a new rail transload location in Lancaster County.

For Dutchland Farms, and for many of our customers, it was a very bad year for egg prices. The supply of eggs rebounded more quickly than anticipated from the avian influenza crisis of 2015 while demand remained very lethargic. But the challenges of this year were also an opportunity for our team in Dutchland to drive out costs, review our risk management programs, and prepare ourselves for the better days ahead.

In short, we are truly grateful for those who touch our lives each and every day. While we are most often focused on running businesses that are profitable, efficient, and growing, we also can take time to reflect on, and be thankful for, the human side of what we do. This is one of the things that energizes me the most. Here's to a great 2017...!!

## In This Issue:

- Order Review Process
- Breed Specific Diets
- Network Efficiency Increases
- Protect Your Biosecurity
- Nutrify Organic Certification

## Order Review Process Aids in Order Entry

Eric Miller, Sales and Marketing Coordinator

As feeding programs and customer requirements have changed over the years, Wenger Feeds has made an intentional decision to embrace the complexity found in our marketplace. We have identified complexity across many functional areas of the company, and managing it is a long term process. One complex area of our business is feed order entry. On average, 2,300 sales orders are entered every week. Each order has unique requirements ranging from item numbers to requested delivery windows. This large amount of data must be keyed correctly for the manufacturing, delivery, and invoicing processes to go smoothly. Recently, we programmed new controls into our

**This custom designed program scans every feed order for certain criteria such as date ranges and order size.**

business system to assist our feed customer service team in entering sales orders. This custom designed program scans every feed order for certain criteria such as date ranges and order size. If a specification is violated (like a typographical error of 150 tons of feed instead of 15 tons of feed, for example), the order is placed on hold and the customer service representative who entered the order is notified by a system generated email. The order will remain on hold until it is corrected.

This system does not mean we will never make a mistake, but it serves as an example of how we can use technology to assist in managing business in a complex world.

## Custom Feeds: Breed Specific Diets

Wenger Feeds recently released a new white layer program for the Shaver White. The new program joins a series of programs for specific breeds including the Lohmann LSL and a series of programs that are used for the Bovan and the Hy-Line W-36.

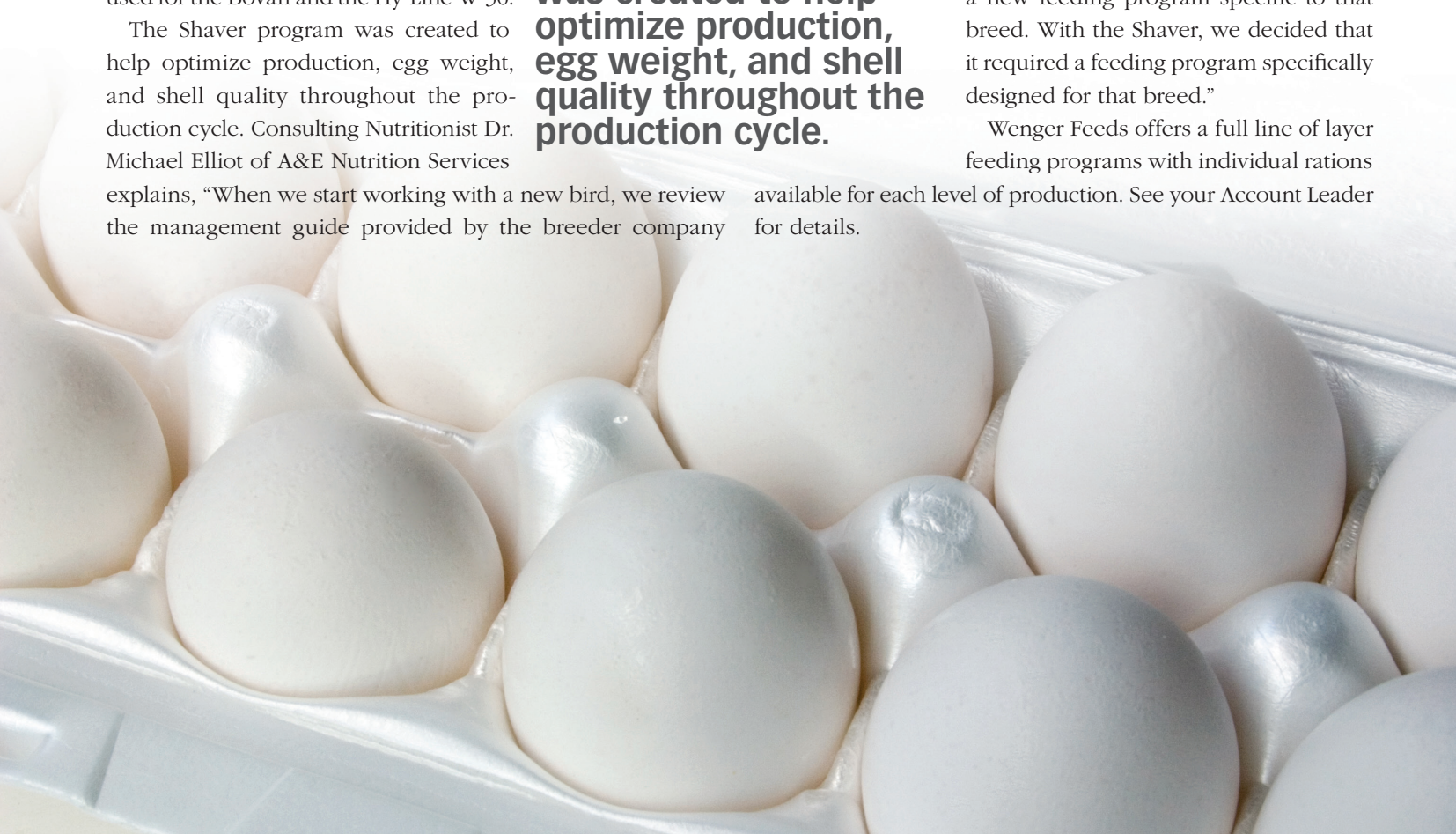
The Shaver program was created to help optimize production, egg weight, and shell quality throughout the production cycle. Consulting Nutritionist Dr. Michael Elliot of A&E Nutrition Services explains, "When we start working with a new bird, we review the management guide provided by the breeder company

and select the most appropriate existing feeding program for the first few flocks. We then monitor flock performance and determine whether to keep them on an existing program or if we should develop a new feeding program specific to that breed. With the Shaver, we decided that it required a feeding program specifically designed for that breed."

Wenger Feeds offers a full line of layer feeding programs with individual rations

available for each level of production. See your Account Leader for details.

**The Shaver program was created to help optimize production, egg weight, and shell quality throughout the production cycle.**





## Efficiency Increases Across the Milling Network

In November, Wenger Feeds added a second micro system to the Hempfield Mill. 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.

The system installed at Hempfield can handle 28 ingredients with each segment holding 200 to 300 pounds of product. A typical system will have to be refilled 1 or 2 times per shift.

The entire installation was completed in six days. The location also received a new five-ton capacity mixer, which replaced an aging four-ton model. The location had previously received

upgrades to its organic mixing system to increase capacity, and a post-pelleting liquid application system was installed on a pellet line to allow for better pellet quality and improve network production capabilities.

**Projects are planned and completed throughout the year to increase capacity, replace aging equipment, reduce complexity, and improve the quality of our feed products.**

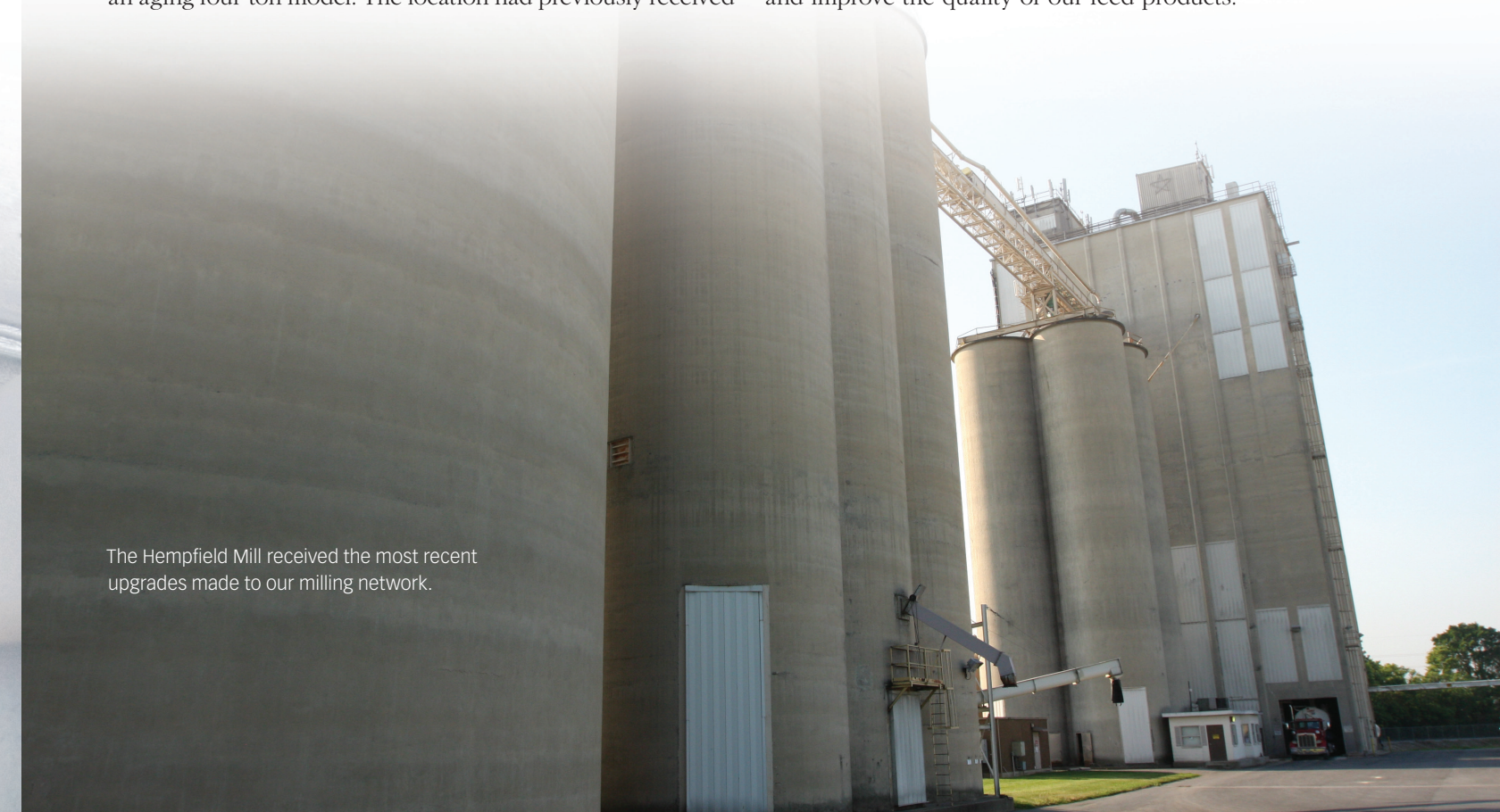
A new mixer was installed at the Shippensburg Mill in September. The previous equipment was able to mix five tons in two minutes, the new equipment can mix seven tons in two minutes and added about 1,500 tons per week in capacity. It will be used for both organic and conventional feeds and will be flushed between feed types and as required by company manufacturing processes.

Finally, the Muncy Mill gained additional tonnage capacity and flexibility

with the replacement of its mixer—from a four-ton capacity to five—along with the addition of a fourth pellet line, an additional micro system, and a soybean oil tank. The mill also gained additional control over its hammer mill systems with the milling software upgrade it received.

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The Hempfield Mill received the most recent upgrades made to our milling network.





# Protect Your Biosecurity

In September 2016, a mallard duck in Alaska tested positive for the H5N2 highly pathogenic avian influenza (HPAI) virus that decimated poultry flocks across the United States in 2015. At the same time, other highly pathogenic strains, H5N8 and H5N6, have emerged in Europe and South Korea respectively.

Many poultry growers updated management and biosecurity plans following the initial deadly outbreak; however, growers need to maintain the extra emphasis on biosecurity by continuing to follow those guidelines—not only to minimize risk but for the greatest chance of reimbursement in case their flocks would have to be depopulated. The winter season is a time for producers to be especially vigilant with regard to their biosecurity procedures as the HPAI virus survives best in cold temperatures.

## COMMON SENSE BIOSECURITY MEASURES

**1. Keep Your Distance.** Restrict access to your property and your animals, and post a biosecurity sign. Have a specific area where visitors can enter. Visitors should not be allowed near your animals unless absolutely necessary, and then visitors should be wearing clean footwear (disposable boots work well) and clothes (supply for them). An area should be available for visitors to change clothes and provide shower-in, shower-out facilities if possible. Require and teach biosecurity to family, employees, and all visitors coming into, or involved with your production area.

**2. Keep It Clean.** You, your staff and family should always follow biosecurity procedures for cleanliness. Wear clean clothes, scrub boots/shoes with disinfectant or use separate

dedicated footwear for inside contact with animals, and wash hands thoroughly. Equipment and vehicles should be kept clean, and insist all equipment and vehicles be cleaned before entering prop-

erty. Maintain programs to control birds, rodents, and flies, who can carry and spread disease.

### 3. Don't

**Haul Disease Home.** If you, your employees, or family have been on other farms, other places where there is livestock and/or

poultry, or someplace where fellow farm personnel congregate, clean and disinfect your vehicle tires and equipment before returning home. Always change clothes and wash hands before returning to your animals.

**4. Don't Borrow Disease From Your Neighbor.** Do not share equipment, tools, or other supplies with your neighbors or other livestock or poultry owners. If sharing equipment, be sure to clean and disinfect before returning to your property.

**5. Look for Signs of Infectious Diseases.** Know what diseases are of concern for your flock or herd and be on the lookout for symptoms. Assess the health of your flock or herd daily. Early detection is important to prevent the spread of disease.

**6. Report Sick Animals - Don't wait.** Report serious or unusual animal health problems to your service person, veterinarian, local extension office, animal owner, or State or Federal Animal Health officials. USDA operates a toll-free hotline (1-866-536-7593) with veterinarians to help you.



# DO NOT ENTER

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# Nutrify, LLC Achieves Organic Certification

Nutrify, LLC is pleased to announce that it achieved organic certification for the handling and distribution of organic ingredients.

Nutrify currently handles several organic ingredients and plans to add additional offerings in the near future. "Attaining organic certification helps streamline the sales of products to our customers as they will only require a Nutrify certification versus a certification for each individual ingredient. The certification also allows organic handling at our transload facility, strengthening our commitment to the organic ingredient market in the Mid-Atlantic region," noted Jon Slothour, Nutrify Chief Operating Officer.

The company is certified by a third party, Quality Assur-

ance International, and will be audited yearly to maintain the certification. As a distributor, Nutrify must ensure that it can trace product from receipt to resale.

The company opened a transload facility in August. Located at 3901 Nolt Road in Landisville, Pennsylvania, the location offers convenient access to Interstates 283 and 30, ample track space, an indoor transload from railcar to truck, a covered transload from truck to railcar, and flat storage capacity.

Nutrify, a member of The Wenger Group, distributes performance feed ingredients throughout the Northeast United States. Located in Lancaster County, Pennsylvania, the company specializes in ingredient distribution for animal feed manufacturers in the dairy, poultry, and swine industries.

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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.



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