

MilloGram

Wenger's Feeds, LLC



Our Mission: Providing Quality Feed for Quality Food

Managing Complexity

Geoff Finch, President and CEO, The Wenger Group

Our world is undoubtedly getting more and more complex around us each and every day. We all seem to have more work to do and less time in which to do it. And this trend is likely to continue—so much so that one day, we may even look back and say that things were easy back in good old 2017!

At The Wenger Group, as we partner with our customers to find solutions, we are faced with many opportunities for complexity every day. Part of our vision is to effectively manage—and not merely resist—this complexity. Often times there are many possible solutions to a problem, and we need to challenge ourselves to seek the simple one.

In the end, though the journey never ends, successfully



But are we bringing some of this onto ourselves? I was recently at a conference in which Lisa Bodell, CEO of futurethink, challenged everyone to rub their belly, pat their head, and click their heels together. As you can imagine, it was quite a sight as virtually everyone tried this age-old trick and failed miserably. But wait—it shouldn't have been hard at all! We weren't told that we had to do all of these at the same time—we could have done these actions sequentially, and it would have been very easy. But so many of us had an internal filter that interpreted the request in an unnecessarily difficult way.

How many times do we all subconsciously choose complexity over simplicity? Too often we are wired to assume that more is better than less, and that doing is more valuable than thinking.

Bain, a consulting firm, found in a recent study that the average employee spends 45% of their time in, or preparing for, meetings; 23% of their time on emails; 18% on other unproductive activities; and only 14% of their time doing real work. Can we turn this tide??

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managing complexity leads to more satisfied customers, better financial performance, and happier team members.

I wish us all luck on our journey to simplicity!!

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Nine Win Scholarships from Wenger's Feed Mill Scholarship Foundation

The Wenger Group, the parent company of Wenger Feeds, is pleased to announce awards from the Wenger's Feed Mill Scholarship Foundation. The Foundation was launched in April 2015 to grant academic scholarships exclusively to eligible full-time team members of The Wenger Group companies. "Our team members are our greatest asset, and we appreciate their dedication to The Wenger Group and are delighted to aid their children in attaining their future goals," 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, a separate entity from the company. Awards were available for use at accredited colleges or universities, community colleges, as well as trade and technical schools.

The 2017 recipients and their Pennsylvania home towns are as follows: Samuel David Aungst of Elizabethtown is a Computer Science major and will begin his senior year at Millersville University in the fall. Boston Bachert of Elizabethtown is a Communications major at Penn State. Nicole Drescher of Mount

Joy will be entering her freshman year majoring in nursing at the PA College of Health Sciences. Entering her sophomore year, Ainsley Feyock of Lancaster is an Early Childhood and

"Our team members are our greatest asset, and we appreciate their dedication to The Wenger Group and are delighted to aid their children in attaining their future goals."

Special Education major at Weidner University. Karen Flowers of Elizabethtown is a senior at Millersville University majoring in social work. Leah Hammaker of Elizabethtown is entering her final year at the University of Pennsylvania School of Nursing. Nathan Henry of Man-

heim is a senior Electronics Engineering Technology major at Bloomsburg University. Charity Marvin of Shickshinny is a junior Microbiology major at Rutgers. Lauren Wood of Maytown is studying nursing at Harrisburg Area Community College.

"The scholarships were awarded exclusively to eligible team members of our companies. This year, three new applicants were awarded scholarships, and we received applications from students pursuing a wide variety of degrees from healthcare and social work to engineering and computer science," noted Linda Lownsbery, Human Resource Manager. In total, the Foundation awarded \$45,000 in scholarships this year.



(Top) Samuel David Aungst, Boston Bachert, Nicole Drescher, Ainsley Feyock, Karen Flowers, (Bottom) Leah Hammaker, Nathan Henry, Charity Marvin, and Lauren Wood.

Feed Bin Sanitation

Spring is a perfect time to clean out your feed bins to make repairs and protect the nutrient value of your feed. Mold will germinate, grow, and reproduce, and can produce mycotoxins when provided with free moisture, free oxygen, warmth, energy, and nitrogen. Feeds and feed ingredients, when stored under normal conditions, provide all elements necessary for microorganism growth and reproduction.

REASONS TO EMPTY FARM BINS:

- Maintain nutrient value of feed.
- Maintain structural integrity (pellet quality, uniform mix) of feed.
- Proper feed rotation/inventory management.
- Reduce risk of contaminants, insects, moisture, mold and toxins and the resulting odors.
- Proper application of medications.
- Efficiency of delivery. Bigger loads = better pellet quality.
- Build-up of old feed reduces storage capacity.
- Increased life of bin structure

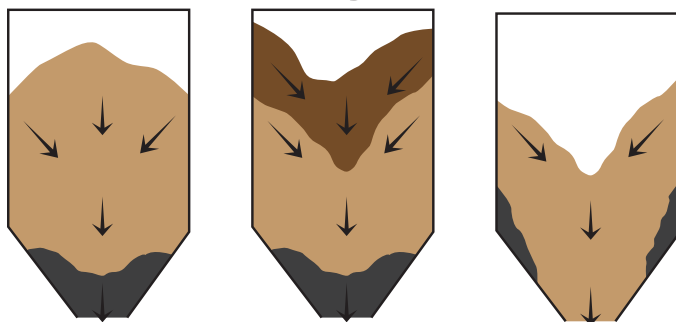
SUGGESTED MANAGEMENT PROCEDURES:

1. Keep bins dry. Moisture and warmth promote mold growth.

2. Repair any bin leaks.
3. Inspect bin lids for proper seal.
4. Utilize tandem bins whenever possible and rotate feed in bins to allow each bin to stand empty whenever possible.
5. Remove all caked and moldy feed to prevent buildup.
6. Wash and air-dry bins at least two times per year—ideal times are late spring and early fall. Empty boot and wash and clean as well.
7. Goal: Use only one feed type at a time per bin.
8. Make sure bin lids can be opened and closed from the ground and that bin lid chains and ladders are in good working order.
9. Document all cleaning procedures. Documents provide evidence of cleaning and a record of cleaning frequency.
10. Keep bin pads and bin areas clear of grass, weeds, and other obstructions.

Summary: Proper farm bin management will improve animal health and feed efficiency while lowering equipment maintenance and replacement costs, which will improve your bottom line. Please note: In order to prevent contamination, feed removed from the farm is not permitted to return to Wenger Feeds' mills.

Understanding the Flow of Feed from the Storage Bin



The first feed to leave the bin is directly above the bin opening. If feed remains in the bin from a previous flock or herd, it will be released first as new feed is piled on top.

As the feed level drops in the center, feed at the outer edges of the bin begins to fall into the center. If different types of feed are piled onto each other in the bin, they will funnel out of the bin and become mixed.

If bin is not completely emptied, feed may remain in the area of the bin shoulders.

FEED FLOW IN WARM WEATHER

For pelleted feed customers, pellets with sprayed on fat or high sugar content may become heated in the bin and get stuck as the warmer weather and humidity heat the bin. A bin cleanout may help feed flow more easily.

During the summer months, please do not order feed and leave it sitting in farm bins for extended periods of time before using it. Summer heat and humidity may make it harder to get feed to start flowing from the bin.

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Influence of three feed intake levels on the performance and cost of production of Lohmann LSL Lite layers from 72 to 104 weeks of age

Fausto Solís, Nutrition Services Manager

INTRODUCTION

It is well known that layers adjust the feed intake level according to the nutritional profile of the feed; however, different feed intake levels may not affect bird performance if nutrient (energy, essential amino acids, vitamins, and minerals) intake levels remain the same and if the appropriate diet is supplied. In a period of rising feed costs, it is prudent to explore at which intake level the best return can be achieved. With the objective of evaluating the effect of three feed intake levels on performance, egg shell quality, and cost of production of the Lohmann LSL Lite layers, a trial was conducted at the Wenger Feeds Research Farm.

METHODOLOGY

Three treatments were evaluated in the

trial. The treatments were represented by three feed intake programs—a low (21 lb/100 birds), a medium (23 lb/100 birds), and a high (25 lb/100 birds) feed intake level. Birds were fed the diets for a period of 32 weeks in the second cycle of production (from week 72 to 104 of age). The parameters evaluated were performance (egg production, egg weight, egg mass, mortality, and eggs per hen housed), egg quality (egg shell strength), and costs (cost per dozen eggs and per lb of feed). A total of 48,000 Lohmann LSL Lite layers from 72 weeks of age to 104 weeks were distributed in three feeding programs randomly assigned to houses A, B and C. Every house had two rows.

RESULTS AND DISCUSSION

The results of egg production, eggs per hen housed (EHH), egg weight (EW), egg mass (EM) and feed conversion (FC) are reported in Table 1. The result data for mortality, cost per pound of feed, feed cost per dozen eggs, and the egg shell strength are reported in Table 2.

EGG PRODUCTION (%) AND EGGS PER HEN HOUSED (EHH)

The egg production was increased to 84.27% by increasing the feed intake to 25 lb/100 birds from 82.02% and 79.40% in layers eating only 23 lb/100 birds and 21 lb/100 birds (Table 1). These data represent 2.25% more eggs in the high feed intake program than those birds in the medium feed intake program, and 4.87% more eggs than those layers eating the lowest feed intake.

The eggs per hen housed (EHH) was also increased from 167 in the lowest feed intake program to 173 and 177 eggs in the medium and highest feed intake regimes, respectively (Table 1). This increase in the number of eggs per hen housed was regardless of the mild increase in mortality from 2.47% in the low feed intake to 3.25% in both the medium and high feed intake programs.

In a period of rising feed costs, it is prudent to explore at which intake level the best return can be achieved.



The difference in egg production and eggs per hen housed may be attributed to the higher intake of energy while keeping other essential nutrient levels constant. It has been demonstrated that higher amounts of energy may increase the output of eggs.

EGG WEIGHT (G/EGG) AND EGG MASS (LB OF EGG/100 BIRDS)

Although egg weights were not consistently affected by the feed intake programs, the egg mass was increased from 11.19 lb/100 birds in the lowest feed intake formulas to 11.78 lb/100 birds if fed the highest consumption diet. The medium feed intake program did not increase the egg mass (Table 1).

Table 1: Effect of three feed intake programs on egg production, egg per hen housed, egg weight, egg mass and feed conversion of layers in the second cycle.

Feed intake program (Lb/100 birds)	Production (%)	EGG (g/egg)	EW (lb./360 eggs)	EM (lb./100 birds)	FC (FI/EM)
21	79.40	167	63.98	50.73	1.88
23	82.02	173	61.86	49.05	2.06
25	84.27	177	63.47	50.33	2.12

Abbreviations: EHH=egg per hen housed, EW=egg weight, EM=egg mass, and FC=feed conversion

LB OF FEED PER DOZEN EGGS AND COST PER LB OF FEED.

Even though the feed conversion was increased with the increase in feed intake (1.88, 2.06, and 2.12 lb of feed per lb of egg, in the lowest, medium, and highest feed intake, respectively), the cost per lb of feed was reduced with the increment

of feed intake. For instance, with a feed intake of 21 lb/100 birds, the cost per lb of feed was \$0.1128, which is higher than \$0.1030 and \$0.0975 in birds consuming only 23 lb and 25 lb of feed per 100 layers, respectively (Table 2). Similarly, the feed cost/dozen of eggs was reduced with the increase of the feed intake. The cost/dozen of eggs was reduced from \$0.365 in the lowest feed intake formula to \$0.334 and to \$0.319 in the medium and highest feed intake programs, respectively (Table 2). The feed intake programs did not have a consistent effect on egg shell strength as can be observed in Table 2.

Table 2: Effect of three feed intake programs on mortality, cost/lb of feed, feed cost/dozen eggs, and egg shell strength. Costs in US dollars.

Treatments	Mortality %	Cost/lb. of Feed	Feed cost/ Dozen eggs	Egg Shell Strength
21	2.47	\$0.1128	\$0.365	4176.25
23	3.25	\$0.1030	\$0.334	4067.25
25	3.25	\$0.0975	\$0.319	4264.00

In conclusion, the data of the present study suggest that higher feed intake may contribute to increase the egg production (%), the eggs per hen housed, and the egg mass. In addition, increasing the feed intake program, the costs, including the cost per lb of feed and the cost/dozen of eggs, may be reduced. However, increasing the feed intake may exacerbate bird mortality and increase feed conversion ratio. The savings equaling nearly 1 cent per dozen of eggs is noteworthy. Since the feed cost per dozen savings are so significant, the results of this study will be validated in a similar replica in our Research Farm. If you need more information about this trial, please contact the Nutrition Services Department.

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