



Our Mission: Providing Quality Feed for Quality Food

Focusing on What's Important

Geoff Finch, President and CEO, The Wenger Group

With summer behind us and football season in full swing, I must admit I'm always impressed by the powerful focus of a top-tier quarterback. Under constant pressure from 300-pound defenders, with alternating coverages and blitzes, the QB must

As you'll see in the following pages, there are many diverse things happening in our world here at The Wenger Group. You'll read about everything including improved rail-to-truck logistics, continued biosecurity awareness, new identity-preservation certifications, and advances in nutrition and animal



digest all this and focus on what will provide the best result for his team. Is it the primary target, one of his secondary options, or must he improvise on the spot? The true leader can juggle all of this and keep his team marching forward toward the goal line.

Similarly, we all are faced with competing, changing dynamics, which force us to think on our feet, reevaluate options, and make snap decisions.

At The Wenger Group, we see an ever-changing playing field as we strive toward our goals. One area in which we have changed our focus has been in our ingredient division, Nutrify. We have explored many new routes for ingredient sales and have recently sharpened the majority of our focus on efforts that best serve our Wenger Feeds customers. While we have already implemented many new approaches for strategic buying and logistics improvements for the feed side of our business, we see further opportunities to drive value as we move down the field. These opportunities, combined with serving new and existing ingredient customers, will be the primary focus of Nutrify going forward.

Our goal is to stay focused on the many moving parts, read our options, and then to execute the moves that best serve all of our customers. By doing this, we hope to keep our team marching down the field.

performance. Of course, as in your world, there are many other issues, opportunities and challenges also in front of us.

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Good luck to you and your teams (in business as well as football) too!!

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Rail Siding, Transload to Reduce Traffic and Increase Flexibility for Wenger Feeds Northernmost Mills

After several months of construction and several years of planning, the Nutrify Transload at the Muncy Mill will open shortly.

The first phase of the project involved creating rail siding at the Muncy Mill. This phase was supported indirectly by a grant from the First Community Foundation Partnership of Pennsylvania (FCFP). FCFP “brings together people, partners and places to grow local giving and investment and strengthen

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area organizations in Lycoming and surrounding counties.” At their Winter Grants Reception in January 2016, the organization distributed over \$693,000 in grants including a “Field of Interest Fund” grant of \$25,000, which was awarded to Lycoming Economic Development Foundation Fund. This grant was then awarded to Wenger Feeds for the Muncy Mill.

Rail siding has key benefits for the community, for the mill,

and for customers. For the community, it will reduce truck traffic on Route 405 as ingredients can now be received by rail. One rail car can hold four truckloads of grain.

The siding will also increase efficiency at the mill as the time to receive product is reduced. Only one set of paperwork and quality samples will be needed for the railcar instead of four sets for the equivalent four truckloads. An increase in storage capacity at Muncy is being planned, which could further increase efficiency and aid in emergency planning.

Finally, the rail siding project allowed Nutrify, a sister division which procures ingredients for Wenger Feeds, greater flexibility and made feasible the building of a transload at the Muncy Mill.

A transload will take ingredients shipped by rail and transfer them to trucks for delivery to other Wenger Feeds’ mills. The operation will reduce incoming freight costs and improve materials costs into Wenger Feeds’ Spring Glen Mill, which does not have rail service.

“This project had numerous community and company benefits, and we’re excited to get it up and running to improve efficiency and give our mills greater flexibility to serve our customers,” noted Jim Adams, Vice Chairman of the Board and Acting Chief Operating Officer of Wenger Feeds, LLC.



New Rules Require Biosecurity Plan in order to be Eligible for Indemnity

The threat of disease, especially H5/N7 Highly Pathogenic Avian Influenza, is something the industry must be concerned about on a daily basis. Recent changes have occurred to United States Department of Agriculture (USDA) requirements for indemnity payment eligibility. Effective immediately, National Poultry Improvement Program (NPIP) compliance will be paramount to being eligible to receive indemnity funding if a flock is required to depopulate at USDA's direction.

If you raise more than 75,000 layers a year, 100,000 broilers, 30,000 turkeys, or 25,000 waterfowl, upland game birds, or birds raised for release, you are required to follow the guidelines of the NPIP in order to be eligible for indemnity. Farms with less than this threshold are still eligible for indemnity but are not required to follow the guidelines of NPIP at this time. However, it is good management to have a plan in place.

NPIP has recently updated standards to include 14 "Biosecurity Principles" that are required to be the basis of a poultry farm's biosecurity plan. Should you be required to depopulate your flock at the direction of USDA, a biosecurity plan must be readily available on-farm and fully implemented in order to be eligible to receive an indemnity payment. Verification of compliance with the biosecurity principles will be the responsibility of the PA Department of Ag (PDA).

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An outline of the 14 NPIP "Biosecurity Principles," as well as a draft of the PDA NPIP Flock Inspection Form is available for review at wengerfeeds.com. This form is in development and is subject to change.

Questions regarding this information should be referred to:

Nan Hanshaw, DVM, DACVPM

Chief, Animal Health Division PA Department of Agriculture
Bureau of Animal Health

2301 N Cameron St

Harrisburg, PA 17110

Phone: 717.783.6677 / Fax: 717.787.1868

We value your business and want to make sure that you are aware and prepared should the need arise.



Wenger Feeds earns Non-GMO Project Verified Certification

ALL NON-GMO FORMULAS OFFERED WILL ALSO BE ORGANIC

As of June 2017, Wenger Feeds earned Non-GMO Project Verified certification.

By its nature, organic ingredients are required to be non-GMO. So while the company has two mills certified to produce organic feed, Hempfield and Shippensburg, there were customer requests for an additional non-GMO certification.

"The organic certification was very helpful in getting us close to achieving non-GMO certification. We had to implement an additional level of testing in this instance. We are currently certified for swine and poultry feeds, but like organic, each formula will have to be submitted to the certifying body to be reviewed prior to approval," noted Clay Henry, Quality and Food Safety Manager.

As with organic certification, the company was audited by an independent third party. The certification is valid for one year with an additional audit required for recertification.

All non-GMO formulas offered through the company will also be organic.

In addition to the non-GMO certification, Wenger Feeds' processes have been certified in ISO 9001: Quality Management, ISO 14001: Environmental Man-

agement, and OHSAS: Occupational Health and Safety since 2004. In 2016, the company also earned USDA Process Verified Certification for all its Pennsylvania-based mills.

If you would like more information about non-GMO feeds, please see your Account Leader.

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Precision Poultry Nutrition Key to Feeding the World

Chicken and eggs are some of the most global foods of our era. The mild taste and uniform texture of chicken meat make it the perfect canvas for many cuisines. Thanks to its low cost, small environmental footprint, and positive nutritional attributes, it has grown substantially in popularity even surpassing beef in the early 1990s as America's most-consumed meat. Furthermore, chicken eggs provide a stable, low cost source of protein for much of the world's population.

To meet the needs of the globe, food production must increase by more than 1 percent per year over the next 35 years. Poultry and poultry products will account for a sizeable portion of the future food supply.

The necessary growth in poultry production will come with advances in genetics, management, and nutrition. Genetic advances have already created broiler breeds which require less than two pounds of feed to produce one pound of chicken (live weight). This is less than half the feed to weight ratio in 1945. Layer breeds have been selected for behavioral traits and egg size that also improve their livability and production throughout their lifespan.

ADVANCES IN FEED

Each breed type is accompanied by a guide for care and nutrition created by the genetics company. Wenger Feeds builds on the knowledge in the breed standards in two ways: precision nutrition through actual nutrient values and applied practical research.

"We sample the grains and other ingredients we receive in our mills and create an actual nutrient profile of the grain. Nutrients can vary based on variety, weather, conditions at harvest, and storage. By testing and using the actual nutrient values, we can more precisely meet the nutritional needs of the animals," noted Nutrition Coordinator Chris Olinger.

Wenger Feeds Quality Assurance Laboratory employs near-infrared spectroscopy (NIRS) equipment that utilizes light wavelengths to analyze the nutrient composition of raw materials. "We test about ninety samples a week," noted Laboratory Technician Barb Marsh. NIRS also allows the company to quickly test samples for real time data at a much lower cost than traditional chemistry.

The nutrient sample data is then added to the company's formulation software allowing the Nutrition Services Department to change formulations, adjust safety margins, and ensure

birds receive peak nutrition while avoiding the cost of over formulation.

The finished feed nutrient levels and their variations are also analyzed at laboratories of reference to ensure that the animals are receiving the nutrient levels formulated in the

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feed. Regular meetings are held between the Nutrition Services, Quality Assurance, and Manufacturing Departments to address any potential deviation from the specified nutrient levels in the formulas.

RESEARCH

Wenger Feeds employs research houses to test feed formulas, ingredients, and management techniques in real world environments allowing the company to bring innovations in nutrition directly to customers. Genetics are also considered when research projects are chosen, and recent efforts led to the development of a specific diet for a new laying hen breed.

RECORDS

Finally, the company is able to apply additional lessons learned through good record keeping to help better feed flocks. Wenger Feeds' sister division, Dutchland Farms, collects detailed information from all the flocks it services, and then uses that information to spot disease or potential problems, enhance liveability, change diets, and monitor the performance of flocks throughout their lifespan. Records are kept by breed, so they can easily be compared to breed standards and other flocks of similar age and breed.

SUMMARY

Focusing in on the exact nutrient requirements of poultry through precision nutrition techniques and applied practical research will enable Wenger Feeds' customers to lead the way feeding the world.

For more information on NIRS, research, or layer records, see your Account Leader.



Wenger Feeds, LLC
101 W. Harrisburg Ave.
P.O. Box 26
Rheems, PA 17570

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