

# MilloGram



## Living Our Values

Phil Rohrbaugh, Chief Executive Officer

The on-going media environment is one that certainly should trigger reflection by individuals and companies in terms of the core values which define them. I know that it has done that for me. These values, as I am sure you know, influence how we interact and treat others, what we expect in our customer and employee relationships, and how we behave. They inform our views around expectations and entitlement, and ultimately determine, I believe, our success as individuals and companies.

Some of the recent headlines, which I am sure you will recognize, have included: “Wealthy Parents Are Criminally Charged in College Entrance Exam Scheme”; “North Carolina Operative Indicted in Connection with Election Fraud”; “Facebook Faces Criminal Probe into Data Deals.”

Since The Wenger Group is now in its 75th year of operation and as part of updating our long-term strategic plan, we have been reflecting and talking about the core values that have been driving, and will continue to drive, the behaviors of everyone in our Company. Those core values are Integrity, Quality, Respect, Stewardship, and Safety.

**Integrity:** First and foremost, we believe that honesty and a strong moral character define us. This means that we demonstrate the highest professional and ethical standards in all our dealings, we strive to deliver on our commitments, we always do the right thing and in the right way, and we endeavor to think and talk straight with everyone—our team members, customers, and suppliers.

**Quality:** Second, we are in pursuit of excellence in everything we do. We are purpose-driven and passionate about providing unmatched feed quality and results for our customers, we do what needs to be done even when it is hard, and we always strive to deliver an exceptional customer experience. We are always asking how can we ensure quality is delivered, like the use of the NIR technology we use for testing that you

**OUR MISSION:** Providing Quality Feed for Quality Food.

will read about in this newsletter.

**Respect:** Third, we always value and respect those we interact with as part of our business. For customers, this means we create trusting, meaningful relationships and collaborate to work toward common goals. In the case of team members, we challenge each other to do our best each and every day. For suppliers, we develop meaningful business partnerships that effectively balance cost and value with a foundation of mutual respect.

**Stewardship:** Fourth, as a Company we manage our assets and show a responsible concern for others so we create a sustainable future for our team members and owners, customers, community, and the environment. More importantly, we do not take actions to produce operating results that create environmental issues or bio-security risks to our customers. Accordingly, when bio-security issues arise, we always do what is necessary and in the best interest of our customers. A current example of that response is the heightened bio-security best practice procedures we are employing, and which should be employed by everyone, in response to the Coryza bacterial infection impacting the market area we serve, as discussed in this newsletter.

**Safety:** Finally, we put safety first to ensure the health and safety of all of our team members and those that have some interaction with our Company at any of our locations, or in our service to customers.

We hope that as team members, customers, suppliers, or members of the communities we serve, these are behaviors you observe in us. But if not, then I would be interested in knowing about your concerns, and hope you would share your perspective with me at [prohrbaugh@thewengergroup.com](mailto:prohrbaugh@thewengergroup.com). We understand that there can be instances where we may fail, but it is our Company commitment to strive to continue to live these values each and every day in our behaviors as we serve our customers, and the communities where we operate.

# National List Changes May Affect Organic Production

There were recent amendments made to the National List of Allowed and Prohibited Substances (National List) provisions of the U.S. Department of Agriculture's (USDA's) organic regulations that may affect your business.

An amendment that may have broad implications for organic producers is the amended annotation for methionine in §205.603(d) by requiring that maximum methionine levels in feed be calculated as averages over the lifespan of organic poultry rather than as a constant percentage of the feed. "100 percent methionine per ton of feed in the diet, maximum rates as averaged per ton of feed over the life of the flock: Laying chickens: 2 pounds; broiler chickens: 2.5 pounds; turkeys and all other poultry: 3 pounds."

Poultry diets must be formulated to provide all essential nutrients including protein. The protein requirement of animals is more accurately a requirement for the building blocks of protein known as amino acids. Proteins are broken down into amino acids, and they are then absorbed by the animal to produce the specific proteins that they require.

While all amino acids are important, some cannot be produced by animals and must, therefore, be supplied in the diet. The amino acids that cannot be produced by animals are referred to as essential amino acids. Methionine is one of the essential amino acids for poultry.

USDA notes that the rule was changed in part with the expectation that additional synthetic methionine sources would be developed in the future,

"Methionine is a sulfur-containing amino acid that is essential for healthy and productive poultry, and is important for many different functions in the body. Methionine is responsible for a variety of metabolic reactions. It is also essential for cell proliferation and development. Alternatives to synthetic methionine have yet to be developed for commercial use. This rule change provides organic poultry producers with the ability to adjust methionine supplementation based on the nutritional needs of the birds at specific stages of production that would have positive impacts on animal welfare. In addition, this rule change maintains limits on the use of synthetic methionine, which preserves the incentive to develop viable nonsynthetic methionine alternatives. Agricultural Marketing Service (AMS) has reviewed and agrees with the National Organic Standards Board (NOSB) recommendation that the annotation for methionine be amended to clarify its use in organic livestock production. AMS received several comments on amending the methionine annotation."

If you choose to vary the synthetic methionine throughout the life of your flock, our nutrition team can advise you on how to meet your goals. If you need additional assistance or information, contact your Account Leader.

You can find the complete rule changes in the federal register here: <https://bit.ly/2G1ySOE>





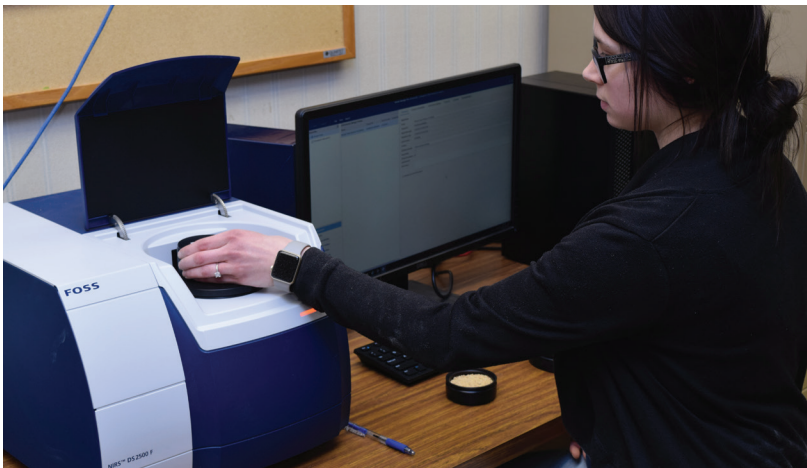
## New NIR Gives Lab New Options for Nutritional Testing

Our Quality Assurance Laboratory recently upgraded its Near Infrared Reflectance spectrophotometer (NIR). This equipment is used to complete much of the lab's nutrient analysis. The lab's existing NIR machine was no longer being upgraded or supported by the manufacturer, so it was replaced in January with a new version. Quality and Food Safety Manager Clay Henry noted, "The NIR is a key piece of equipment in our lab, and while the functionality is essentially the same, we're very happy to have an upgraded machine that we can repair and update as needed."

Natural products including corn, distillers, extruded soybeans, soy products, bakery, wheat, wheat midds, fat, soy oil, or poultry meal make up 90% of the ingredients in feed. Products like this vary from season to season and supplier to supplier. As part of Wenger Feeds' ISO-Certified processes, suppliers promise the Company a certain quality (protein, fat, moisture, calcium, etc.). However, the lab allows the Company to verify that suppliers are providing product that meets stated standards. Much of that testing is done using a Near Infrared Reflectance spectrophotometer (NIR). Supplier and Ingredient Quality Leader Jesse Sanders notes, "The NIR does a great job of testing for important components like protein and fat. We can even test for amino acids, which are the building blocks of proteins. Other samples are then sent to a partner lab for further analysis. Quality, Nutrition, and Nutrify review these results every month to track our suppliers. In addition, Nutrition Services uses our results to fine tune their formulation program to best utilize our resources in feed production."

In the last two years, the NIR has also allowed the Company

to monitor soybean meal much more closely. As the second most common ingredient behind corn, this monitoring is especially important for ingredient quality.



**The lab allows the company to verify that suppliers are providing product that meets stated standards.**

The lab currently tests between 90 and 150 samples on the NIR per week for proximate analysis (Moisture, Protein, Fat and Fiber) and an additional 60 to 90 for Amino Acid analysis. The lab also offers water testing, mycotoxin testing, and egg shell strength testing. To learn more or download a submission form, visit our web site: <https://www.wengerfeeds.com/products/laboratory-services/>

## Top Reasons to Order with a 48-Hour Notice

1. All our feed is made to order specifically for your flock or herd. Help us help you by giving our team a 48-hour lead time to prepare your feed order.
2. Ensure your animals get the right nutrition at the right time. Rush orders can be late, and a missed feeding can adversely affect your production. Plan ahead for best results!
3. Give us a delivery window. If we have a window of time, we can more accurately plan your delivery for when you need feed.
4. Avoid returned feed fees. Accurate ordering helps avoid feed returns or transfers ensuring your business is more efficient. Is there information we could provide you that would help facilitate your ordering experience? Let us know. Email [cc@wengerfeeds.com](mailto:cc@wengerfeeds.com)

# Coryza & Biosecurity

Larry Shirk, Chief Operating Officer, Dutchland Farms

The Pennsylvania poultry industry is currently experiencing a non-reportable, contagious poultry disease called Coryza that is affecting farms within a relatively small geographic area in Lancaster and a few surrounding counties.

Pennsylvania Deputy Secretary of Agriculture Gregory Hostetter addressed the disease in a letter sent to poultry producers. “Recently, Pennsylvania Animal Diagnostic Services (PADLS) laboratories have identified a relatively uncommon bacterial disease in poultry in several counties in Pennsylvania. This disease, known as Infectious Coryza, causes respiratory illness in poultry and if not detected and managed timely, it will have a temporary negative effect on production.”

To date, cases have been identified in layers and some broilers. Gregory Hostetter continues,

“Infectious Coryza may appear in a flock with symptoms like what may be seen with other respiratory diseases, including a decrease in feed and water consumption. Although Coryza may spread and cause illness throughout the flock, it is not usually high mortality. After the bacteria that causes Coryza is introduced into a flock, there is a one to three-day incubation period, often followed by signs of upper respiratory disease for two to three weeks. The birds may recover, but older birds especially may remain chronic carriers of the disease.

Since Infectious Coryza is not a reportable disease in Pennsylvania, the Bureau of Animal Health and Diagnostic

Services will continue to monitor the situation and assist with industry outreach, but does not have the legal authority to quarantine farms.”

Both Dutchland Farms and the Deputy Secretary recommend strong biosecurity procedures as the best defense against Coryza and other infectious disease. The state is leading the effort, “The bureau has postponed PEQAP inspections and biosecurity risk assessments on layer and broiler farms in all affected counties, and FDA is being kept up to date on which counties are affected. FDA has also agreed to postpone Egg Safety Program inspections in these counties as long as possible.”

To learn more about protecting your farm, the state is offering a simple template for creating a biosecurity plan that is available at [www.agriculture.pa.gov](http://www.agriculture.pa.gov) on the homepage under Avian Influenza.

Please note that this bacteria and others can be spread not only from infected birds, but also on shoes, vehicles, and equipment brought in by employees, visitors, feed trucks, delivery vans, and utility companies. Some simple steps you can take include: using signs to limit visitors; requiring parking in designated areas only; requiring visitors to sign in, and follow biosecurity requirements such as wearing clean boots provided on farm; and other practices can help reduce your risk of having your flock infected.

If you suspect your flock is infected, do not spread poultry litter, and contact a PADLS poultry veterinarian or the Bureau.





# Celebrate 75

Last November, The Wenger Group entered its 75th year in business. The Company was founded on October 2, 1944.

Founder Mel Wenger originally owned a self-service grocery store, one of the first of its kind in Elizabethtown. His success selling Purina dog food prompted a Purina feed sales person to inquire if Mel had an interest in buying the nearby J.W. Wolgemuth Feed Mill in Rheems. Mel would purchase the mill in 1944. Originally, the mill sold all types of feed and included a feed store.

Join us on our social media accounts as we recount the history of the company using #Celebrate75.



THE PRESS AND JOURNAL FRIDAY, MARCH 19, 1948

## COAL

## FEED

### M. M. WENGER

RHEEMS, PENNA.

PURINA FEEDS  
LARD FEEDS  
EAGAN FEEDS  
ESWELMAN FEEDS

J. W. IODIZED LINE  
OF FEEDS FOR  
POULTRY AND  
DAIRY COWS

## COAL

Of All Kinds and Grades from Our Yard  
Carefully Rescreened or Direct from the Mine  
to Your Bin or Cellar.

Our Trucks Are Always at Your Service  
We Deliver Anywhere

TELEPHONE ELIZABETHTOWN 175

## GRAIN

## CEMENT

(Far Left) Mel Wenger (second from left) in his original grocery store. (Top) The Rheems Mill in 1898. (Left) The original M.M. Wenger sold all types of feed in addition to coal. (Bottom) The first balance sheet.



Oct. 2.	Cash in Bank	✓	35 000 00	
	M. M. Wenger - Capital	✓		35 000 00
	Cash invested in business.			
2.	Accounts Receivable - J. W. Wolgemuth Estate	✓	30 000 00	
	Inventory	✓	45 000 00	
	Land	✓	3 000 00	
	Buildings	✓	25 000 00	
	Machinery and Equipment	✓	13 000 00	
	Furniture and Fixtures	✓	1 000 00	
	Auto and Trucks	✓	3 000 00	
	Installment Contract Payable to J. W. Wolgemuth Est.	✓		120 000 00
	To record Purchase of business from the J. W. Wolgemuth Estate.			





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Affect Organic Production  
Updated NIR Gives Lab New  
Testing Options  
Coryza & Biosecurity

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Providing Quality Feed  
for Quality Food.

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■ **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.



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