

MilloGram



OUR MISSION: Providing Quality Feed for Quality Food.

Integrating & Improving

Phil Rohrbaugh, President and Chief Executive Officer

As many of you know, 2019 was a busy year for The Wenger Group as it welcomed a partnership with Hooper Feeds and acquired the Benton Mill in the spring and culminated the fiscal year with the acquisition of Risser Grain in late September.



As a new calendar year begins, we're fully focused on integrating these acquisitions and making improvements in our milling network for you—our customers.

Likewise, we continue to build our internal team and capabilities across the organization. In the pages that follow, you'll read more about our enhanced efforts in nutrition under the leadership of Dr. Raj Kasula.

BUILDING OUR CAPABILITIES

In the last fiscal year, we produced approximately 2 million tons of feed. Producing this volume requires an exceptional amount of effort in terms of talent and management. However, it also requires a solid infrastructure. In order to ensure we continue to deliver on time to you, we have planned investments throughout the year and across our network.

While the investments in the Benton Mill and the Soy Plant ensure those plants can continue to produce quality products, these projects also help lead us into the future by expanding output capacity.

At Benton, we've installed a loadout to better handle bulk dairy feeds. Benton is a unique location for the company in that it is the only one focused on bulk dairy feeds, a new species segment for Wenger Feeds. We'll be enhancing this new product line and our strategy around this segment throughout the year.

An expansion plan at our Rheems Soy Plant will aid the plant in more efficiently making its two key products—conventional expelled soybean meal and organic expelled soybean meal. In addition, new presses will enhance the nutritional profile of both products.

CHALLENGES

We firmly believe that biosecurity is an area requiring continuing vigilance. While we haven't seen avian influenza locally in 2019, many of our customers did battle a *Coryza* outbreak, and we looked with concern as African Swine Fever devastated herds overseas. As some viruses like HPAI thrive in cold weather, it is especially important to protect your biosecurity on the farm.

STEWARDSHIP

Finally, you can learn more about Layer School, our in-house poultry management program that is held every two years. In fact, we are reviewing much of our training, and you will hear more in the future about our expanding role in educating around important industry topics. Utilizing both in-house expertise as well as that of universities and vendors, we value this sharing of knowledge to benefit our team, our customers, and the entire industry.

Building Our Nutrition Capabilities

INROADS IN ANALYZING OUR RESEARCH



Nutrition Services Manager Dr. Fausto Solís uses the Statistical Analysis System (SAS). It is a software package recently added to tools in the department.

Founded in 1944, Wenger's has a long history of innovative nutrition and research, and the current Nutrition Services department took on a new strategic focus with the addition of Vice President and Chief Nutrition Officer Dr. Raj Kasula, who was featured in our last edition.

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(SAS) is a software package used for statistical analysis and data visualization. The software is being used by Dr. Fausto Solís, Nutrition Services Manager. The SAS package is more commonly used in academic environments, which is why it is a perfect fit as the department seeks to align itself for a future driven by more robust research and analysis as Dr. Solís explains, "The package better aligns with the future of the company and allows us to make statistical analysis rather than just numerical analysis. We are able to statistically determine which treatment is best. It will aid us to analyze a large data set and make decisions more accurately on even small variations between treatment groups."

Sharing Our Expertise

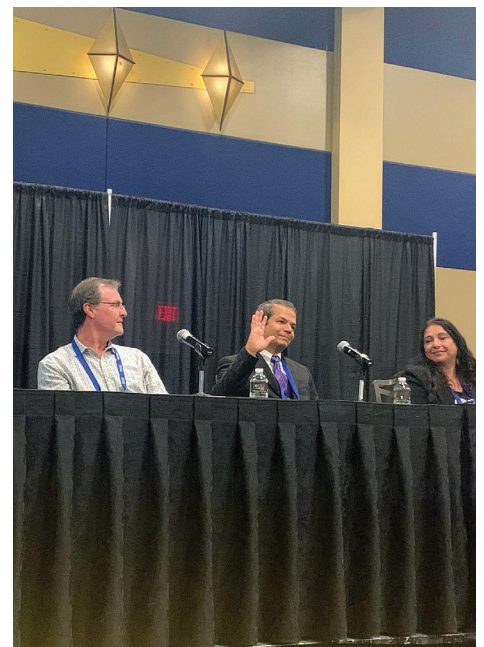
DR. KASULA SERVES AS DISTINGUISHED PANELIST

Dr. Raj Kasula was a distinguished panelist at the National Seed to Sale US Hemp Conference and Expo in Las Vegas in October. He joined Margaret MacKenzie, owner of Salt Creek Hemp Company, Dr. Shawn Archibeque from Colorado State University, and Mike Herrmann from INDHemp for a discussion of the use of hemp in animal feed.

The Hemp Feed Coalition is a diverse set of stakeholders whose mission is to increase hemp agricultural markets specifically by assisting the industry with ongoing efforts to submit hemp ingre-

dients through the FAP (Food Additive Petition) process with the FDA-Center for Veterinary Medicine.

In collaboration with industry stakeholders, the Hemp Feed Coalition's Steering Committee serves as a mechanism for collaboration, information sharing and relationship building with agencies, non profit organizations and universities to meet these goals and open new markets in animal feed for hemp. Dr. Kasula is a member of the Committee.



Benton Mill Gains New Loadout, Scales

FURTHER IMPROVEMENTS PLANNED

Work began in September on a new loadout for the Benton Mill. The project is one of the first projects at this location since Wenger's acquired it in May. The loadout will include sixteen 15-ton bins and will give the mill more flexibility to make and deliver larger loads while also giving the team the ability to add molasses to mash feeds at the load out. Finally, a 70-foot load out scale under the bins will allow the team to load and tare the truck in one place.

The focus of the new location will be bulk dairy feed making it unique from Wenger's other eight mills, which manufacture poultry and swine feeds.

Vice President and Chief Operating Officer—Manufacturing Brad Wagner noted, "This project will help Benton more efficiently produce dairy feeds and improve the quality of our bulk dairy feeds. We are positioning ourselves to grow the dairy feed business."

Future plans at the mill also include improving spill containment for the liquid tanks and painting the exterior.



A new loadout and scales were added to the Benton Mill in September.



Stewardship: Layer School 2020 Starts in March

Coming in 2020, The Wenger Group will again be hosting Layer School. This 3-month program welcomes customers, company Team Members, and others from the industry to learn about all aspects of poultry production. The program is hosted by the company at its Rheems Training Center and utilizes both in-house expertise from the Wenger Feeds and Dutchland Farms divisions and guest instructors from Penn State, the University of Pennsylvania, Hy-Line International, MOBA, Hershey Equipment, and many others to discuss genetics, diseases, equipment, egg packing, and on-farm management. “Stewardship is one of our core values, and holding this program every two years is an important part of our commitment to that value. We value

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sharing the broad knowledge of our team with our customers and our internal team to benefit the industry as a whole,” noted Wenger Group CEO Phil Rohrbaugh.

SOY PLANT IMPROVEMENTS TARGET EFFICIENCY, NUTRITION

Wenger’s recently made some improvements at the Soy Plant that will allow the facility to make both conventional and organic expelled soybean meal more efficiently by improving the storage capacity of raw beans and finished oil.

The changes will allow the facility to make both conventional and organic expelled soybean meal more efficiently.

Continuous Improvement and Engineering Manager Larry Hammaker explained, “We added an additional silo to store received beans allowing us to dedicate one to each product. In addition, new oil storage tanks were added to allow dedicated storage locations for conventional and organic oil. Sequencing and flushing protocols for equipment were also developed that will allow conventional/organic product changeover at the plant.”

Finally, new extruders were installed that will improve the nutritional output of the meal. The new extruders provide a high shear extrusion, which give elevated meal temperatures but for a shorter period of time. This allows for improved nutritional results including: Trypsin Inhibitor destruction, better amino acids, and improved protein digestibility.



A second storage tank will allow for product changeover at the Soy Plant.

Remain Vigilant: Biosecurity Tips

While there haven't been recent outbreaks of highly pathogenic avian influenza (HPAI), it is important for producers to remain vigilant. Many poultry growers updated management and biosecurity plans following the deadly HPAI outbreak in 2016; however, growers need to maintain the extra emphasis on biosecurity for HPAI and other more recent disease challenges like *Coryza*.

The winter season is a time for producers to be especially cognizant with regard to their biosecurity procedures as some viruses—including the HPAI virus—survive 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 boot covers 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 property. 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.

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