

Millogram



OUR MISSION: Providing Quality Feed for Quality Food.

Some Perspectives From the CEO

Phil Rohrbaugh, President and Chief Executive Office

Each year, the United States raises over 9.6 billion food-producing animals. These animals ensure that Americans have access to a safe and affordable supply of meat, milk, eggs and other products year-round. The Wenger Group (TWG) is an integral part of responding to this food demand by providing animal producing farms with good nutritional feed that is needed for these animals to grow and perform. To fulfill this mission, we need to maintain and continuously improve our operations and respond to the ever-changing challenges that are faced in our sector, working in collaboration with grain producers, farm grow-out operations, and protein processing companies. This Millogram discusses some of those issues.

COVID UPDATE

We have been very blessed to be able to operate in an uninterrupted manner throughout the COVID-19 pandemic period and delivering feed to protein production barns. Although some of our team members contracted the coronavirus, we are grateful for their recovery to good health and that the impact of potential exposure in our organization was minimal. Team members stepped in where necessary to help ensure business continuity in our mill, transportation, and grain operations.

We were also gratified to see that the most recent COVID-19 stimulus bill provides up to \$1 billion of assistance to contract growers for revenue losses sustained by the COVID-19 pandemic. If you would like more information about this assistance, please contact your relationship manager.

TALENT

Like many other businesses, the attraction and retention of talent is a major business challenge particularly since fewer people are pursuing long-term careers in agriculture. Accordingly, we are spending more time in developing and conveying the value proposition related to working in the agriculture sector and offering career paths that will allow team member

progression and development in our organization. Today at TWG, we have a leadership development program, career pathing in our mills, supervisory training programs, and we are working on expanding and developing a broader training curriculum accessible to all our team members.

We are also doing more to encourage careers in agriculture and areas that are very critical to our business. You will read about some of those areas in the section of this newsletter that discusses Stewardship.

If you or someone you know who is interested in a career in agriculture, you can learn more about our career opportunities and internships here: www.thewengergroup.com/careers/DRIVING-OPERATING-EXCELLENCE

There is a continuous focus on where we should make improvements in our operations to enhance our efficiency and effectiveness and better serve our customers. You will read about several of those actions across our mill network in this newsletter.

One area in particular where we continue to make significant investment is in our rolling stock where we have replaced 22 of our tractors during the 2020 fiscal year, which is 29% of our fleet. We believe this is important to ensure that we can serve our customers with reliability while reducing repairs and maintenance costs.

BIOSECURITY – A RELENTLESS FOCUS

Biosecurity risk management is a continuing focus by the Company, and we are always challenging ourselves with how we can improve in this area. We have many different biosecurity practices and programs that apply to our mills and transportation fleet, and they are all oriented to minimizing the risk of contamination occurring on farm or being part of the disease vector. Some of the key features of those programs include:

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- Maintaining strict requirements around cleanliness and sanitation practices to be followed by our mill and delivery team members that include the use of Company provided uniforms and foot sanitation equipment that must occur on each entry to the mill;
 - Visitors are restricted from gaining access to our mills except under defined circumstances;
 - The use of disciplined mill housekeeping practices that are designed to control and mitigate contamination;
 - We have defined mill and transportation operating and maintenance procedures to ensure that receiving areas and equipment is cleaned or flushed and secured when necessary to minimize contamination risks; and
 - Truck tires are regularly sprayed before farm access with a disinfectant and drivers must follow on-farm protocols to minimize any exposure to poultry, swine or other animals.
- We understand the devastating impact that disease can have

on a protein processing operation and endeavor to do our part in managing this risk. We also provided a few biosecurity tips for our grow-out customers as well later in this newsletter.

WINTER CONDITIONS

One of the key challenges we face is delivering feed to customers no matter what the weather may be each day. As you know, we already had a major snow fall this winter, and there could be more challenging weather in the months ahead. We want to ask all the producers to focus on adequately clearing the roads that give us access to the feed bins in our efforts to deliver feed to your operations. That clearance helps us to operate safely, and it also ensures reliability in responding to your orders.

In closing, we would like to thank you for the ability to continue to serve you and the confidence you have in us to partner with you in meeting the nutritional needs of your poultry, swine, cows, or other animals. On behalf of everyone in our organization, we want to wish you all the best in 2021!

Expanded Product Offering

ORGANIC MASH NOW AVAILABLE AT OUR HEMPFIELD LOCATION

With the increasing popularity of organic protein products, we're happy to announce that we're now offering organic mash feed at our Hempfield Mill.

Due to equipment configuration, the mill previously offered only pelleted and crumbled organic feeds. Changing the sequence involved the installation of new conveyors, a hammer mill update, a new diverter, and automation control system updates. An ingredient bin was also repurposed to store organic coarse corn.

"We're excited to offer organic mash feeds for our layer customers and others who have been asking for this product," noted Eric Miller, Vice President and Chief Sales and Marketing Officer.

Wenger Feeds offers organic feeds for both poultry and swine from the Hempfield Mill and Shippensburg Mill. If you are interested in organic feeds, contact your Account Leader.



IMPROVING FOR YOU

GRAIN TRANSFER SYSTEM AT MASSEY

Over the summer, the Operations Team completed a project to install new conveyors and an elevator system at the Massey Mill to enable grain transfer from the six main storage silos to the hammer mill grinding silo or back into any of the main storage silos.

The previous system utilized the same routing system to perform the transfer and unload delivery trucks, so this limitation led to more labor as transfers had to happen during evenings and when truck volume was light and could cause some downtime at the mill if corn inventories were depleted.

The limitation also meant that corn silo clean out, a key aspect of quality, had to happen on the weekends and evenings. Now, this task can occur during normal business hours.

The change will improve overall efficiency at the mill and improve the quality of the work environment for team members due to the reduced need for weekend and evening hours.

TWIN CONDITIONERS AT SHIPPENSBURG

As a result of a 2019 European mill tour taken by several Company executives, the Operations Team installed a dual conditioner at the Shippensburg Mill. Conditioners add steam to mash feed to prepare it to be run through the pellet mill.

The dual conditioners allow the team to maintain pellet quality levels while increasing overall production at the mill by 5 to 10%.

“We evaluate capital projects every year at every facility and focus on projects that help us improve team member safety, increase asset utilization, improve efficiency, and meet our long term strategic goals,” noted Brad Wagner, Vice President and Chief Operating Officer - Manufacturing. “The investments we made at Massey and Shippensburg this year will allow us to make more efficient use of those assets.”



STEWARDSHIP: SECHLER FAMILY FOUNDATION & FLY ON THE RUN

SECHLER FAMILY FOUNDATION

On November 4, Assistant to the Chairman of the Board, Abby Lowry, and Vice President and Chief Sales and Marketing Officer, Eric Miller, traveled to Bell & Evans to present a check for \$20,000 to the Sechler Family Foundation.

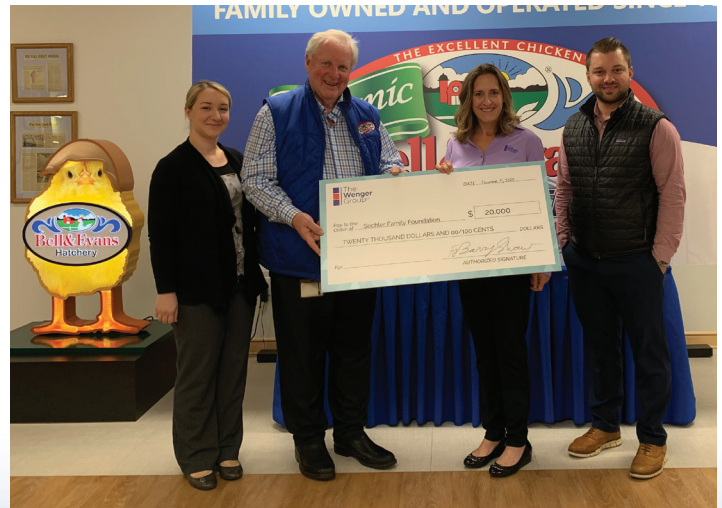
The Sechler Family Foundation, a 501(c)(3) nonprofit, was founded in 2020 to raise money in support of local public services, community projects, and youth agricultural education that benefit Bell & Evans' team members, farmers and their families in the communities where they live and work. The Sechler family and Bell & Evans have already raised more than \$2 million for local cancer care services, which contributed to the founding of the WellSpan Sechler Family Cancer Center in Lebanon, PA. The Center offers comprehensive, integrated care to patients including chemotherapy, infusion therapy, radiation treatment, physician offices, a pharmacy, a spiritual center, social workers, and dietitians.

"Our vision is businesses supporting the communities that provide for them, and we are leading by example," says Bell & Evans owner Scott Sechler. "We're very appreciative of the generous contribution from Wenger Feeds, as it allows us to continue making a positive impact in our local community."

Throughout Wenger's 76-year history, a common thread of stewardship and giving back can be evidenced. This has taken various forms ranging from supporting customers and team members to making charitable contributions to non-profit organizations. "Stewardship is one of our core values at The Wenger Group. The Sechler family has established a legacy of community giving, and we were proud to be part of that effort," noted Abby Lowry.

FLY ON THE RUN

The Wenger Group recently donated \$2,500 to Fly on the Run, a fund raiser for Lancaster County Career and Technology Foundation. The mission of the Foundation is to ensure the Lancaster County Career and Technology Center has the materials, equipment and funding to provide the best in career training for high school and adult students. Fly On The Run gets its name from an annual fly fishing fundraising event. Due to COVID-19, the event did not occur, but supporting the school is reflective of our core value of Stewardship.



Bell & Evans Executive Vice President Margo Sechler, Chairman/President/Owner Scott Sechler, Wenger Group Assistant to the Chairman of the Board Abby Lowry, Bell & Evans Executive Vice President and Vice Chairman of the Board Scott "Buddy" Sechler, Jr. (Below) Bell & Evans corporate headquarters in Fredericksburg, PA.



Remain Vigilant: Biosecurity Tips

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 your property. Maintain programs to control birds, rodents, and flies that can carry and spread disease.

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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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