

MilloGram



OUR MISSION: Providing Quality Feed for Quality Food.

Stay Focused

A Message from Our CEO, Phil Rohrbaugh

As the calendar year 2021 comes to a close, we all tend to reflect on the past year and set new goals and plans for the New Year. As I reflect on the past year, I would characterize it as one that required courage and faith in making decisions, since there was little to no prior experience, or a playbook, to address the many operating issues that the Agricultural industry

Now as we look forward to 2022, we believe that it is more important than ever to stay focused on the fundamentals in our business.

■ Shortages of labor that have impacted customers, suppliers, and our operations, and this challenge is likely here to stay for some time. This means we need to think differently about the attraction and retention of team members and recognize that labor shortages can impact us at any time. That impact is not only on our operations, but also on the operations of our customers and suppliers as well, requiring us to be more agile in responding to those changes as they occur, and, in turn, impact us. It is also informing our thinking around ingredient sourcing strategies, equipment parts inventory, and risk management practices.

The shift in labor markets is also accelerating the importance of thinking more about automation to help mitigate this increasing risk and influences the choices we make in deploying capital.

■ Due to rapidly rising prices, consumers may also be changing consumption behaviors and nutritional preferences,

faced in the past 12 to 18 months. The pandemic fundamentally changed many things that are now continuing business challenges for all of us and are challenges that likely will be with us in the future.

and we need to understand how this is impacting the various parts of the protein channels. For example, food service has not fully returned, and there has likely been some permanent contraction in channels (e.g. hospitality, cruise, restaurants, etc.) that protein companies serve.

■ As a result of the global impact of the pandemic and where ingredients and products are supplied from, there were interruptions in the supply chain that we needed to anticipate or develop alternative solutions around. This has necessitated that we increase our global sourcing capabilities and work with customers to use alternative ingredients to produce animal nutrition at times to help manage costs.

■ Other developments that have complicated our operating environment in 2021 have been the changes in economic, monetary, and energy policies, and very volatile commodity markets, all of which are impacting the supply chain and operating costs.

Now as we look forward to 2022, we believe that it is more important than ever to stay focused on the fundamentals in our business. While we expect commodity prices to be more stable due to the strong corn crop in our region, there is still the question of how much export demand will exist to ultimately influence overall pricing levels. Additionally, there are still pockets of ingredients where we will experience challenges, such as the hemp seed market, which has contracted about 50% in production over the prior year due to weather issues.

The focus of our Company in 2022 will include laser attention to what our customers want and need particularly around cost stability, striving to differentiate and innovate with our customers (like the example you will read about in this edition), relentlessly monitoring service and product quality, maintaining our vigilance around biosecurity risks, investing in and training our team members, and upgrading our mills and grain operations to further automate them.

At the heart of our Company is a desire to serve others and

to share the many blessings we experience. This stewardship extends to many things and in this Millogram we will mention just one example of our focus around supporting sustainability for our industry.

In closing, I want to thank all of our customers for the opportunity to serve you and want to wish you and your

companies a very prosperous 2022. As always, if there is something you want to discuss or share with me, my email is phil.rohrbaugh@thewengergroup.com.

Wishing you all the best in the new year!

ENHANCED CUSTOMER VALUE THROUGH PRODUCT DIFFERENTIATION: HEMP FEED AND HEMP EGGS

A part of Wenger's mission is enhancing customer value through product differentiation. To that end, Wenger Feeds partnered with Kreider Farms in their research and production of Hemp Eggs. This multi-year effort recently resulted in the Chiques Creek Division of Kreider Farms launching the first ever Hemp Egg in the Americas with the Hemp Feed produced by Wenger Feeds.

Supported by a extensive research, Wenger Feeds and Kreider Farms had jointly filed a Self-Declared Generally Regarded as Safe (GRAS) petition with the Food and Drug Administration's Center for Veterinary Medicine for Hemp Seed Cake for feeding commercial laying hens. The same report was presented as part of the Federal review of the ingredient by The Association of American Feed Control Officials (AAFCO) through the Hemp Feed Coalition.

After intense scrutiny and review of the 1,700-page report, the Pennsylvania Department of Agriculture, granted a conditional and exclusive approval for Wenger Feeds to use Hemp Seed Cake to produce Hemp Feed and Kreider Farms to exclusively produce Hemp Eggs for commerce within the state of Pennsylvania. This earned both Wenger Feeds and Kreider Farms a unique distinction in the industry as the first Hemp Feed and Hemp Egg producers, respectively, in the Americas. "Hemp Egg production using Hemp Feed is a new historical milestone for The Wenger Group in its commitment to being a quality nutrient provider to animal agriculture and enhancing customer value through customer centric product innovation," remarked the Senior Vice President & Chief Nutrition Officer, Dr. Raj Kasula, while thanking the Kreider Farms for the opportunity and collaboration.

Produced at their family-owned egg farm in Lancaster County, PA, Chiques Creek Hemp Eggs will be available to buy in a variety of independent grocery store outlets including 21 Giant stores located throughout Pennsylvania. The Chiques Creek

brand by Kreider Farms currently offers a unique line of Organic Hemp Teas, which are currently available at Giant, Weis, and Acme stores with more retailers added to their website daily.

Chiques Creek Hemp Eggs are nutrient-rich brown eggs produced from birds which are fed a specially formulated all-vegetarian, nutrient-packed diet including hemp seed meal, resulting in significantly higher nutrient values.

- Over 3x more Omega-3 *
- 20% more Lutein *
- 4x more Vitamin D *
- 2x more Vitamin B12 *
- Excellent Source of: Vitamin B2, Vitamin B5, Vitamin E, Biotin, Choline, and Selenium

*Compared to a standard egg

Chiques Creek Hemp Eggs are also laid by birds that are American Humane certified.

With its active participation and leadership in the hemp segment, Wenger Feeds is gaining recognition and importance as the pioneer in hemp feed production in the U.S. Wenger Feeds has participated, presented, and led hemp seed cake seminars and discussion forums across the country highlighting the importance of hemp seed cake as a potential animal feed ingredient and in assisting the Hemp Feed Coalition in pursuing their ingredient approval process with AAFCO.



WHAT IS BIOSECURITY?

In the context of animal agriculture, biosecurity is a series of management steps and practices implemented to prevent the introduction of infectious agents into a herd or flock, the spread of these agents through the herd, and out of the herd to other herds or flocks.

Each farm we deliver to has a biosecurity plan to prevent infectious agents from entering their farm. As we deliver products to customer farms, we also carefully consider biosecurity both at our mills and when we deliver.

WHY IS BIOSECURITY IMPORTANT?

Biosecurity is important for several reasons. First, it is an essential aspect of on-farm food safety programs. Keeping

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food products wholesome and of highest quality is important for the health and well-being of consumers. This helps to ensure consumer demand for product, and, therefore, ultimately the profitability of animal agriculture enterprises. Secondly, biosecurity should help keep animals healthy and more productive. This benefits the farming community through greater efficiency and profitability as well as the animals through experiencing less disease. Finally, a vibrant agricultural community is a positive influence on the economy of our state and nation and an important resource in maintaining a healthy environment.

BIOSECURITY AT THE WENGER GROUP

Biosecurity is a critical component of livestock production, and at The Wenger Group, we are a key part of the food chain. Our biosecurity processes are covered by several procedures in our quality and management system, which we refer to as The Wenger System.

A key part of this process is restricting visitors to the mill. Doors are locked and frequent visitors, like vendors, are not permitted in the mill. Additionally, in the event a tour is permitted, all visitors have to sign the visitor log and sign an affidavit indicating that they have not been on a farm or been in a quarantine zone within the past 7 days as defined by the United States Department of Agriculture's Animal and Plant Health

Inspection Service.

Anyone entering a mill must use the disinfect sprayer to disinfect the bottom of their shoes.

Our procedures also restrict team members from keeping backyard flocks or house pet birds.

Delivery biosecurity is covered by procedures and applies to all WFM Transport deliveries to and from Wenger Feeds customers' farms. Each truck contains a disinfecting unit that sprays the wheels upon entering and when exiting the farm.

The truck disinfect system is manufactured locally, and members of the Company's transportation team worked directly with this vendor to modify and enhance the system on our fleet.

Drivers spray the bottom of their boots before and after delivery. At the end of the delivery, the driver disinfects the floor mat and pedals with disinfectant.

Wenger's customers have been informed that they must contact the Company in the event of a disease outbreak at their farm. Additional biosecurity procedures can be assessed depending on the disease severity.

Some customers may also require additional levels of biosecurity during delivery. Those customer specific procedures are also housed in The Wenger System.



In addition, anyone entering a mill must use the disinfect sprayer to disinfect the bottom of their shoes.



Each truck contains a disinfecting unit that sprays the wheels upon entering and when exiting the farm.

BIOSECURITY PREVENTS DISEASE

There are many diseases we're trying to prevent when we institute biosecurity plans including two of particular interest: avian influenza and African swine fever.

Avian influenza refers to infection of birds with avian influenza Type A viruses. These viruses occur naturally among wild aquatic birds worldwide and can infect domestic poultry and other bird and animal species. Wild aquatic birds can be infected with avian influenza A viruses in their intestines and respiratory tract but usually do not get sick. However, avian influenza A viruses are very contagious among birds and some of these viruses can sicken and even kill certain domesticated bird species including chickens, ducks, and turkeys.

Infected birds can shed avian influenza A viruses in their saliva, nasal secretions, and feces. Susceptible birds become infected when they have contact with the virus as it is shed by infected birds. They also can become infected through contact with surfaces that are contaminated with the virus from infected birds.

Avian influenza A viruses are classified into the following two categories: low pathogenic avian influenza (LPAI) A viruses, and highly pathogenic avian influenza (HPAI) A viruses. The categories refer to molecular characteristics of a virus and the virus' ability to cause disease and mortality in chickens in a laboratory setting. Infection of poultry with LPAI viruses may cause no disease or mild illness (such as ruffled feathers and a drop in egg production) and may not be detected. Infection of poultry with HPAI viruses can cause severe disease with high mortality. Both HPAI and LPAI viruses can spread rapidly through poultry flocks. However, some ducks can be infected without any signs of illness.

Infectious material can travel on just a small piece of manure. This is why foot baths and other means of disinfecting shoes

are important in the mill and in the feed delivery truck.

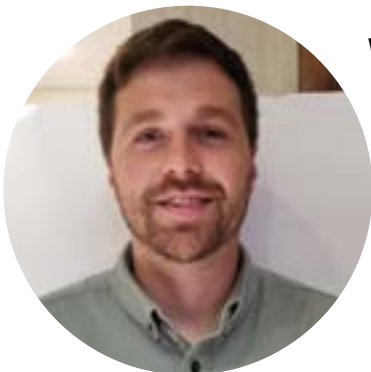
When H5 or H7 avian influenza outbreaks occur in poultry, depopulation of infected flocks is usually carried out. In addition, surveillance of flocks that are nearby or linked to the infected flock(s), and quarantine of exposed flocks with culling if disease is detected are the preferred control and eradication methods.

African swine fever is a deadly disease in swine that we profiled in depth in the last issue of our Millogram. <https://www.wengerfeeds.com/about/newsletter-media/>

There is no cure or safe vaccine for this virus, thus making it a particularly troubling threat to the world swine population. Symptoms mimic diseases that are common to the U.S. such as Porcine Reproductive and Respiratory Syndrome (PRRS) and Porcine Epidemic Diarrhea Virus (PEDv). The most notable indication of the disease being present on your farm will be mass mortality. Animals may exhibit red bruise-like blotches on their skin. There may also be vomiting and bloody, loose manure. The acute version of the disease can cause up to 100% mortality. The virus is incredibly hardy and can live on surfaces for long periods of time. One source indicated it was viable in frozen carcasses for up to three years. It can be transmitted in three ways—direct, indirect, and vector-borne. Examples of these three are nose-nose contact, fomites (clothing, shoes etc.) and ticks, respectively.

There are many diseases that threaten the health of animals and the livelihood of farmers, so it is important to always be vigilant.

Sources: CDC, <https://www.cdc.gov/flu/avianflu/index.html>
Penn State Extension, <https://extension.psu.edu/biosecurity-fundamentals>



WENGER DAIRY BUSINESS UNIT INTRODUCES NATHAN BLESSING

Wenger Feeds, LLC, is pleased to welcome Nathan Blessing as Dairy Sales and Nutrition Consultant.

A resident of Wrightsville, Nathan previously served as an

Independent Reproduction Specialist with Select Sires.

“We’re excited to add Nathan to our strong team of Dairy Sales and Nutrition Consultants. Nathan grew up on a dairy farm and has spent his entire professional career in the industry,” noted Tim Kelly, Dairy Business Manager.

THE WENGER SYSTEM CORNER

Katrina Long, Quality Systems Administrator

CURIOUS WHAT THE WENGER SYSTEM IS, AND HOW IT SERVES AS THE BACKBONE OF UNIFORMITY AND CONSISTENCY!

In 2003, as part of its strategic growth plans, The Wenger Group (TWG) determined there was a need for seamlessly replicating and implementing standard operating procedures (SOPs) for new locations acquired to ensure its established level of deliverables to its customers is uniform and consistent across the network. TWG developed and implemented the Wenger System to this effect.

Today, the Wenger System is a pillar of TWG's Enterprise Risk Management and provides the opportunity to mitigate the known risks, identify potential new risks, assess acceptable levels of risk, and continually improve. The Wenger System is a central repository that houses a dynamic set of policies, processes and procedures driving continuous improvement in various functions across all locations, aimed at delivering our product (feed) and services consistently every single time. The Wenger System ensures our compliance with internal and external regulatory requirements, enhances efficiency in our

functional deliverables, and enhances the customer experience as we can provide consistent product quality, and services. In an effort to identify potential risks and continually improve, set metrics are established to monitor improvements on identified risks throughout the year.

The Wenger System encompasses every team member, here at TWG, to drive continual improvement of every aspect within the Organization. The day-to-day functioning of Wenger System is managed by the WS/ISO Planning Committee, which consists of Senior Vice Presidents, Quality, Safety, and Environmental leaders as well as consultants to provide insight from all components within TWG. The Committee reviews the Wenger System, monthly, against the performance metrics of the Wenger Group, analyze changing, evolving, and emerging trends across all business units, and examines opportunities for continual improvement. In addition, the WS is governed by the WS/ISO Management Committee consisting of the Executive Team that meets semi-annually to provide an additional layer of support and direction to the Committee to better serve you!

We are interested to hear from you! If you have any concerns or comments, please feel free to contact your Relationship Manager, or share feedback through one of our online platforms.



SEAN CRAMER NOMINATED TO NGFA SUSTAINABILITY TASK FORCE

Environmental and Safety Manager Sean Cramer was recently invited to be a part of the National Grain and Feed Association's Sustainability Task Force that focuses on feed industry strategies towards minimizing global warming.

The task force will be chaired by Joe Kapraun. Dave Fairfield, NGFA's senior vice president of feed, is the staff lead on this effort.

The purpose of the task force is to develop recommendations on:

- The policy and position statements on climate change and sustainability that NGFA should develop and communicate to the industry, governmental authorities, and the public;

- How NGFA should communicate and incorporate into its education strategy information to the industry and public on climate change and sustainability, including identifying or recommending resources to help NGFA members address these issues; and

- Whether and to what extent NGFA should engage with other organizations and/or coalitions that also are involved in addressing climate change and sustainability issues.

The task force conducted its inaugural meeting in summer 2021.

Sean has been with the company for the past two years and also plays a key role in the Company's internal sustainability task force. The Wenger Group has been a member of the National Grain and Feed Association for over 25 years.



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