

MilloGram



OUR MISSION: Providing Quality Feed for Quality Food.

Familiar Challenges and Much to be Grateful For

Phil Rohrbaugh, Vice Chairman & Chief Executive Officer

As our fiscal year comes to a close, we are presented with a familiar challenge, one we first experienced the first quarter of our fiscal year—highly pathogenic avian influenza (HPAI).

Our dairy business unit recently announced a new product to help their customers model their farm income and make sound business decisions—The Dairy Profitability Suite. This



With strong biosecurity procedures in place throughout our company, we were relatively well positioned then, and we are in a better position now as we put in place the additional procedures created in the late winter and spring of 2022.

It has been recently publicized that HPAI has been detected in backyard flocks in Lancaster County and in commercial flocks in York County and Ohio, and as the fall migration picks up speed, we have reintroduced our disinfecting foamers at all locations and have again required disposable boots for on-farm deliveries. Out of an abundance of caution, we've also canceled our picnics this year. We look forward to hosting you next year.

However, our news isn't all challenging. In late summer, we celebrated the certification of the Martinsburg Mill to three ISO standards—ISO 9001 Quality, ISO 14001 Environmental Management, and ISO 45001 Occupational Health & Safety. Thanks to the entire team who made this happen.

We remain proud of our commitment to these high standards of production and how it sets us, and our customers, apart in the marketplace. With this latest achievement, eight of our ten mills in our network are certified with additional work in the years ahead to bring the remaining two under this umbrella.

innovative tool will help our sales team to aid their customers in making sound long-term decisions.

As we expand our customer base, we want to remind you to carefully read your delivery ticket. We've included a guide in this issue. It's important that you use our feed in accordance with the guidance set forth in this document to get the best results for your flock or herd. We will be placing this document on our web site as well for easy reference, www.wengerfeeds.com.

We also celebrate our core values of stewardship in this issue with the volunteer contributions of our Executive Chairman of the Board, the efforts of our internal staff to share our knowledge around utilizing hemp as a feed ingredient, and the awarding of our annual scholarships to the dependents of team members.

On the grain front, since the last MilloGram publication, the grain markets have continued to be volatile as some drought conditions may have affected the local crop going into harvest time, and geopolitical issues continue to add uncertainty to the marketplace.

In closing, I just want to thank all of our customers for the continuing opportunity to serve you.

SHARING OUR EXPERTISE

Senior Vice President & Chief Nutrition Officer Dr. Raj Kasula was an invited speaker at iHemp Midwest in May in Lansing, Michigan. He spoke about Hemp Seed Cake and Its Value in Animal Nutrition.

On August 9, Dr. Kasula was also a guest for a virtual discussion on Hemp as a Feed Ingredient. He was part of a panel discussion on Ingredient Review and Approval.

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 country.

You can learn more about the Hemp Feed Coalition here: <https://hempfeedcoalition.org>



Martinsburg Qualifies for ISO Certification

Wenger's Martinsburg Mill recently qualified for ISO certification for the Quality (ISO 9001) Environmental Management (ISO 14001), and Occupational Health and Safety (ISO 45001) standards. ISO is International Organization for Standardization. The Company originally earned the above certifications in 2003. The Martinsburg Mill joins as the eighth of ten locations as ISO-certified. These certifications, along with the in-house Wenger System, drive continual improvement in all that we do. The Wenger System is a proprietary and centralized repository

of policies, processes, procedures, and work instructions that governs operations across the network.

All feed mills in Wenger Feeds network are Food Safety Modernization Act (FSMA) compliant; 7 locations are United States Department of Agriculture Process Verified (USDA-PV), the Rheems and Hempfield mills are Safe Quality Food (SQF) certified, and the Hempfield and Shippensburg mills are certified organic and non-GMO.



How to Read Your Delivery Ticket



Wenger Feeds, LLC
P.O. Box 26 - Rheems, PA 17570
1-800-692-6008
Customer Service Direct 1-855-936-4377
Sold To: 17940 Ship To: 18022

Ship To Copy

Sales Order: 1867892

WO#	Mill	L.O. Bin #
2193710	MUN	47

Delivery Date	Truck - Trailer #	Initials

Truck Bin Loaded

Date Feed Requested: 09/01/22 Order 1 of 1

By accepting this order, you agree to be bound by our Feed Terms and Conditions which can be found at <https://www.wengerfeeds.com/terms.pdf>.

Item No.	Description	*Med Crm	Quantity
51245.353	MB STARTER GD		22.96 TN
	Medicated		(45920.00 lbs)
3523	Bio-Cox/Sa-Cox		23.00 LB

1

2

3

Guaranteed Analysis

Crude Protein % (M)	22.35%	Calcium % (Max)	1.05%
Lysine % (Min)	1.31%	Phosphorus % (Min)	0.72%
Methionine % (Min)	0.64%	Salt % (Min)	0.14%
Fat % (Min)	2.95%	Salt % (Max)	0.16%
Crude Fiber % (Max)	2.63%		
Calcium % (Min)	0.95%		

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Ingredients

Grain Products, Plant Protein Products, Animal Protein Products, Processed Grain By-Products, DL-Methionine, Ground Limestone, Dried L-Lysine Fermentation Product, Monocalcium Phosphate, Salt, L-Threonine, Calcium Carbonate, Sodium Sulfate, Hydrolyzed Yeast, Mineral Oil, Roughage Products, Choline Chloride, Niacin Supplement, Calcium Pantothenate, Sodium Selenite, Salinomycin, Menadione Nicotinamide Bisulfite, Yeast Culture, Ferrous Sulfate, Vitamin B12 Supplement, Vitamin D3 Supplement, Zinc Oxide, Manganese Oxide, Diatomaceous Earth, Thiamine Mononitrate, Vitamin A Supplement, Copper Sulfate, Pyridoxine Hydrochloride, Biotin, Folic Acid, Calcium Iodate, Riboflavin Supplement, Vitamin E Supplement, Basic Copper Chloride, Dried Saccharomyces Cerevisiae Ferment, Dried Aspergillus Niger Fermentation Ext., Dried Trichoderma Longibrachiatum Fer Ext., Tryptophan

Directions for Use

Feed as the complete ration to broilers from 0 to approximately 17 days of age. For more detailed directions, please contact your account representative. Do not feed to cattle or other ruminants. Not for resale. Best if used within 2 weeks of delivery.

Drug Information

Salinomycin..... 60,000 g/t
WARNING: DO NOT feed to laying chickens. CAUTION: May be fatal if accidentally fed to adult turkeys or to horses. Not approved for use with pellet binders. Use for the prevention of coccidiosis caused by Eimeria tenella, Eimeria necatrix, Eimeria acervulina, Eimeria maxima, Eimeria brunetti, and Eimeria mivati. LIMITATIONS: Must be mixed thoroughly in feeds before use. Feed continuously as sole ration.

5

6

Bin Delivery Information

Bin 1530.43 - 23 Ton

Other Information

1-1/THR/Standard/to/MON/Standard/BRL/Starte
Bin: /
Del: /
Flock # 107

7



To ensure you receive your ticket, please have a mailbox installed on your bin or house for our drivers to leave the delivery paperwork. If you do not have a mailbox, we can provide one free of charge. As a reminder, drivers will not enter your farm for any reason, so the mailbox must be outside the barn.

To avoid errors, please read your ticket. Below is a key to important areas of your delivery ticket.

1. Item number ordered
2. Description
3. Quantity ordered
4. Guaranteed minimum level of nutrients
5. Ingredients listed in order of concentration
6. Directions for use. *It is important to read these instructions particularly if the feed contains medications or is not the sole ration and will be mixed with other ingredients on the farm.*
7. Bin delivery information

BIOSECURITY CHANGES

DISPOSABLE BOOTS FOR DELIVERY

While Highly Pathogenic Avian Influenza (HPAI) has been in decline over the summer, testing confirms that the disease is still circulating in migratory waterfowl and recently infected a commercial flock in York County and backyard flocks in Lancaster County. This disease could easily emerge as a significant threat during the fall bird migration.

For this reason, we will be resuming the use of disposable boots for feed deliveries. We have also returned our truck disinfecting foaming stations into operation at all our mills. These procedures are in addition to the on-board disinfecting units on each truck and the disinfection procedures currently in use by our drivers.

COMPANY PICNICS CANCELED

We have also decided to cancel the company picnics in the interest of biosecurity. We look forward to hosting them again in 2023.

BOOT DISPOSAL CONTAINERS NEEDED ON FARM

Please ensure you have a receptacle for our drivers to dispose of their boots after their deliveries. Thanks for your assistance.



Stewardship: Winners of 2022 Wenger's Feed Mill Scholarship announced



The Wenger's Feed Mill Scholarship Foundation is pleased to announce the 2022 winners of the annual scholarship.

The 2022 recipients are: Alanna Falk of York; and Mattea Cave of Dornsife.

Alanna "Ally" Falk will be a sophomore at Temple University this fall. She is a student in the College of Liberal Arts. Ally graduated from Eastern York High School in 2021.

Mattea Cave will be attending California University of Pennsylvania in the fall, seeking a bachelor's degree in criminal justice as part of her career goal of becoming a forensic investigator. Mattea graduated from Line Mountain High School in May 2022.

"For the past six years, we have received applications from students pursuing a wide variety of degrees from healthcare and filmmaking to accounting and physics. We awarded schol-

arships to two students this year including one repeat recipient," noted Lynda Limpert, Chair of the Board of Directors of the Wenger's Feed Mill Scholarship Foundation. The Foundation awarded \$10,000 in scholarships this year.

Individual awards are determined by the Board of Directors of the Wenger's Feed Mill Scholarship Foundation. Awards are available for use at accredited colleges or universities, community colleges, as well as trade and technical schools.

Launched in 2015, The Foundation awards academic scholarships exclusively to eligible full-time team members of The Wenger Group companies. "Our team members are our greatest asset, and we appreciate their dedication to The Wenger Group and are delighted to aid their children in attaining their future goals," noted Barry Shaw, Executive Chairman of the Board of The Wenger Group.

STEWARDSHIP: CONGRATULATIONS LANCASTER FARMLAND TRUST

The Wenger Group is a strong supporter of the mission of Lancaster Farmland Trust, "To preserve and steward the beautiful, productive farmland of Lancaster County that reflects our heritage, supports our economy, protects our environment, nourishes our health, and enhances our quality of life."

The Trust announced in June that they had raised \$8.4 million toward protecting local farms against non-agricultural development through their multi-year Honoring the Promise fundraising campaign. This amount exceeded their targeted goal by nearly \$1 million.

This allowed for the preservation of 62 farms, totaling 4,040 acres to include 93,668 feet of streamside land, and 394 acres of forest.

All told, more than 510 donors, including new donors, committed money to the campaign, which was spearheaded by co-chairs Beverly Steinman of The Steinman Foundation and Steinman Communications, F. Barry Shaw of The Wenger Group, and former trust Executive Director Karen Martynick.

Executive Chairman of the Board F. Barry Shaw served on the Honoring the Promise Fundraising Committee that helped Lancaster Farmland Trust reach their fundraising goal.



NEW: Dairy Profitability Suite

You must make a lot of decisions on your farm, and every decision potentially affects your profitability. How do you determine what is your best step forward?

LET US HELP

Our Dairy Profitability Suite (DPS) is a program developed by your Wenger-Hoover Dairy Sales and Nutrition Consultancy Group. This program offers multiple benefits, including modeling of your farm profitability using inputs on all your contributing resources. Let us first start with the unique benefits that build on each other to help you analyze deeper into your farm profitability dynamics.

NUTRIENT PROFILING

First, DPS helps profile your nutrients based on ingredients you carry. Our laboratory offers forage testing, and the results of your tests are loaded into the DPS program allowing you to track results over time. DPS gives you an idea on how your feeds are trending and delivers a complete economic analysis of your forages.

RECOMMENDATIONS

Secondly, your Wenger-Hoover Dairy Sales and Nutrition Consultancy Group uses this information to make feeding recommendations and calculate your cows' income over feed costs (IOFC). This allows you to benchmark the profitability of your cows. These reports are compiled and processed by the team and discussed with you on the farm with your Wenger-Hoover Dairy Sales and Nutrition Consultant.

While DHIA calculates IOFC, it does not take into consideration your feeding program, your specific milk check deductions, and your true costs. We do, with the help of our Dairy Profitability Suite.

With your feeding program and your farm information, DPS uses the data to give you accurate IOFC data on each cow, and a complete picture of your herd's income and income over

feed costs. This information comes to you each month when your latest DHIA results are received.

PROFITABILITY MODELING

With the help of another component of DPS, the Dairy Profit-

ability Modeling Tool, we can also game plan different scenarios and let you know what your feeding decisions mean to you, your cows, and your business.

For example:

- What does 3 more pounds of milk mean for each cow?
- If you buy a feed additive to give you better butterfat, what will that mean to your bottom line?
- Does it pay to make over base milk?
- What is my best option for purchasing forages?
- What is my payback on an investment in cow comfort?
- Does making more milk increase my farm profitability?
- Are there other options you should consider?

This are just some of many on-farm decision that you must make. We can help.

COMPLETE FARM DATA

We understand that feed isn't your only cost. You have veterinary bills, breeding bills, crop costs, and bank payments among many others. Each cost must be paid for by your cows, so if you want to increase the profitability of your business, how do you decide what to do? We can help.

In this level, we bring in the rest of your financial information to help you to determine how to be more efficient and grow your business. To do this, we use our Dairy Profitability Modeling Tool. It gives us a complete farm financial picture and is only available from Wenger-Hoover Feeds.

Contact us for more information, 1-800-692-6008 or cc@thewengergroup.com.





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MilloGram

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OUR MISSION:
Providing Quality Feed
for Quality Food.

■ GRAIN RECEIVING CAMERAS

If you haul corn or soybeans to the Rheems, Mount Joy, Shippensburg, Spring Glen, Massey, or Muncy Mills, check our grain receiving cameras. Use the icon on the home page of wengerfeeds.com or click on "Grain Receiving" under the About tab.

■ **GO GREEN:** Receive your MilloGram by e-mail. Send your request to cc@wengerfeeds.com. Be sure to include your mailing address.