

MilloGram



OUR MISSION: Providing Quality Feed for Quality Food.

Plowing Ahead

Phil Rohrbaugh, Vice Chairman & Chief Executive Officer

As we enter the second quarter of 2023, some of the challenges of the prior year remain while others have evolved as the new year begins to take shape:

- The grain markets remain very volatile; however, we are seeing signs that grain prices could come down;
- Egg prices have begun to ease as flocks are slowly being restocked throughout the country;
- Pork cut-out values are at a very low level, below what has been seen in a long time;
- Inflation has abated somewhat but core measures remain high; and
- Labor markets continue to be very tight and staffing remains challenging.

Unfortunately, High Pathogenic Avian Influenza (HPAI) has again affected flocks in the Mid-Atlantic including some in Pennsylvania. We are asking everyone to pay special attention to your biosecurity practices as we move through the spring migration. Please refer to our website www.thewengergroup.com for more information and resources.

In the face of those challenges, we continue to look forward and plow ahead in what promises to be an exciting year for the Company.

New Laboratory Capabilities - The Wenger Laboratory recently added a new piece of equipment that will expand its ability to measure water activity (free moisture) levels as described elsewhere in this newsletter and help further efforts by the team to expand the shelf life of feed and ingredients. We continue to build out our laboratory capabilities to serve you better.

Grain Receiving - With the demolition of some concrete silos at the Rheems Mill in 2022, our team proved they can do the big, but increasingly difficult, projects to make lasting, long-term improvements to important operations that are part

of our Company. That demolition project allowed us to tackle the entire grain receiving footprint and move toward vastly reducing grain receiving times at our Rheems location in the next few months. This project aligns closely with our vision of being the Go-To Company.



We continue to look forward and plow ahead in what promises to be an exciting year for the Company.

In closing, we want to announce that we'll be transitioning this newsletter to a new format over the course of the next few months to better reflect all the changes we've made in business structure and include more information from each of our operating segments. I want to thank all our customers for the continuing opportunity to serve you. We feel the changes we have planned for upcoming editions should provide you with even more valuable information for your business.

HPAI WARNING SIGNS AND RESOURCES

HPAI is once again affecting our service area. We encourage all of our customers to review your biosecurity policies, restrict visitors, and closely monitor your flock for signs of disease.

HOW DO I LOOK FOR INFECTED BIRDS ON MY FARM?

- Sudden death without any clinical signs
- Runny nose, coughing, sneezing
- Swelling of the head, eyelids, comb, wattles, and hocks
- Purple discoloration of the wattles, combs, and legs
- Stumbling or falling down
- Lack of energy and appetite
- Decreased egg production and/or soft-shelled or misshapen eggs
- Diarrhea

WHAT DO I DO IF I FIND AN INFECTED BIRD ON MY FARM?

If you are a contract producer, contact the processor immediately.

Contact the Pennsylvania Department of Agriculture (PDA) Emergency Number. Press option 1 to reach the veterinarian on call, 1-717-772-2852.

Contact the USDA. USDA operates a toll-free hotline with veterinarians to help you, 1-866-536-7593.

Contact Wenger so we can immediately take necessary precautions, 1-800-692-6008.

See our web site for links and further information:

www.thewengergroup.com/hpai-updates/

DUTCHLAND FARMS GEARS UP FOR HPAI

Dutchland Farms recently purchased an enclosed trailer to house all the materials and personal protective equipment necessary to depopulate a house in the event it tests positive for highly pathogenic avian influenza (HPAI). This trailer and equipment will support both Dutchland Farms and other Wenger Feeds poultry customers that may find themselves in need.

Dutchland Farms Production Manager Lindsey Bright noted the thought process behind

this proactive approach, “Having these items on hand prior to a potential outbreak would increase our response time incredibly, therefore greatly decreasing the chance that AI could spread to neighboring members of the poultry industry.” The trailer is well stocked with nearly 90 items from Tyvek suits to masks, tape, and tools.

The team worked closely with Dan Hougentogler, an expert in commercial bird depopulation, to gain knowledge of depopulation via ventilation shutdown and CO2 foam and to create a detailed list of the supplies required. In addition to supplies, an internal team of seven was assembled and trained to depopulate a house should it be required.

STEWARDSHIP: SHARING OUR KNOWLEDGE AND EXPERTISE

Vice President & Chief Sales & Marketing Officer **Eric Miller** recently joined the Board of Directors of PennAg Industries Association. PennAg is a full-time, full-service membership association representing Pennsylvania agribusinesses of all sizes and types that serve and support the food chain. They advocate in government, public, and media affairs, and provide support to agriculture businesses at all times. Eric is also on the Board of Directors for the Lancaster Ag Council.

Of his desire to serve, Eric noted, “I have a new appreciation for the diversity of agriculture in Lancaster County and the many stakeholders in the industry. The Wenger Group is an important part of a bigger picture, and it is exciting to see the larger ag community continue to grow and evolve.”

Senior Vice President & Chief Nutrition Officer **Dr. Raj Kasula** was a panel member at the Penn State Harrisburg Office of Research and Outreach, Research and Discovery Day on Tuesday, March 28, 2023. The topic was “Industrial Hemp Research and Economic Development Opportunities in Pennsylvania.”

Along with Kreider Farms, the Company continues to work with the Hemp Feed Coalition to pursue the Generally Regarded as Safe (GRAS) Petition, and, with the Hemp Feed Coalition, gain FDA approval for hemp seed cake as a feed ingredient.

Stewardship is one of our core values, and we're happy to support our team members who choose to serve the community and the industry.



Lab Adds New Equipment, Capabilities

The Wenger Laboratory recently added a new piece of equipment that will expand its ability to measure water activity and help further efforts by the team to expand the shelf life of feed and ingredients.

Senior Laboratory Analyst - Wenger Nutrition & Quality Laboratory Jesse Sanders explained, "Water activity is a measure of free water/moisture in feed. The moisture in ingredients up to a certain level is integrated and not available for microbes. Moisture that is not bound is known as 'free water', which is used by molds and other microbes for their growth. Various mechanical, chemical, and process technologies are developed around managing this free water to enhance the quality of ingredients and finished feed."

The Water Activity meters detect this free water. "If we can decrease the available water, we'll be able to give a better

shelf life for our product."

Binding water becomes important in the war against mold growing in feed especially in summer months. Molds will germinate, grow, reproduce, and produce mycotoxins when provided with:

- Free Moisture
- Warmth
- Nitrogen
- Free Oxygen
- Energy

In addition, the length of storage and degree of microorganism containment before storage is important. Feeds and feed ingredients, when stored under normal conditions, provide all elements necessary for microorganism growth and reproduction. In the summer months, as feed heats and cools between day and night in the feed bin, free water condenses to form "moisture spots," which provides mold the moisture

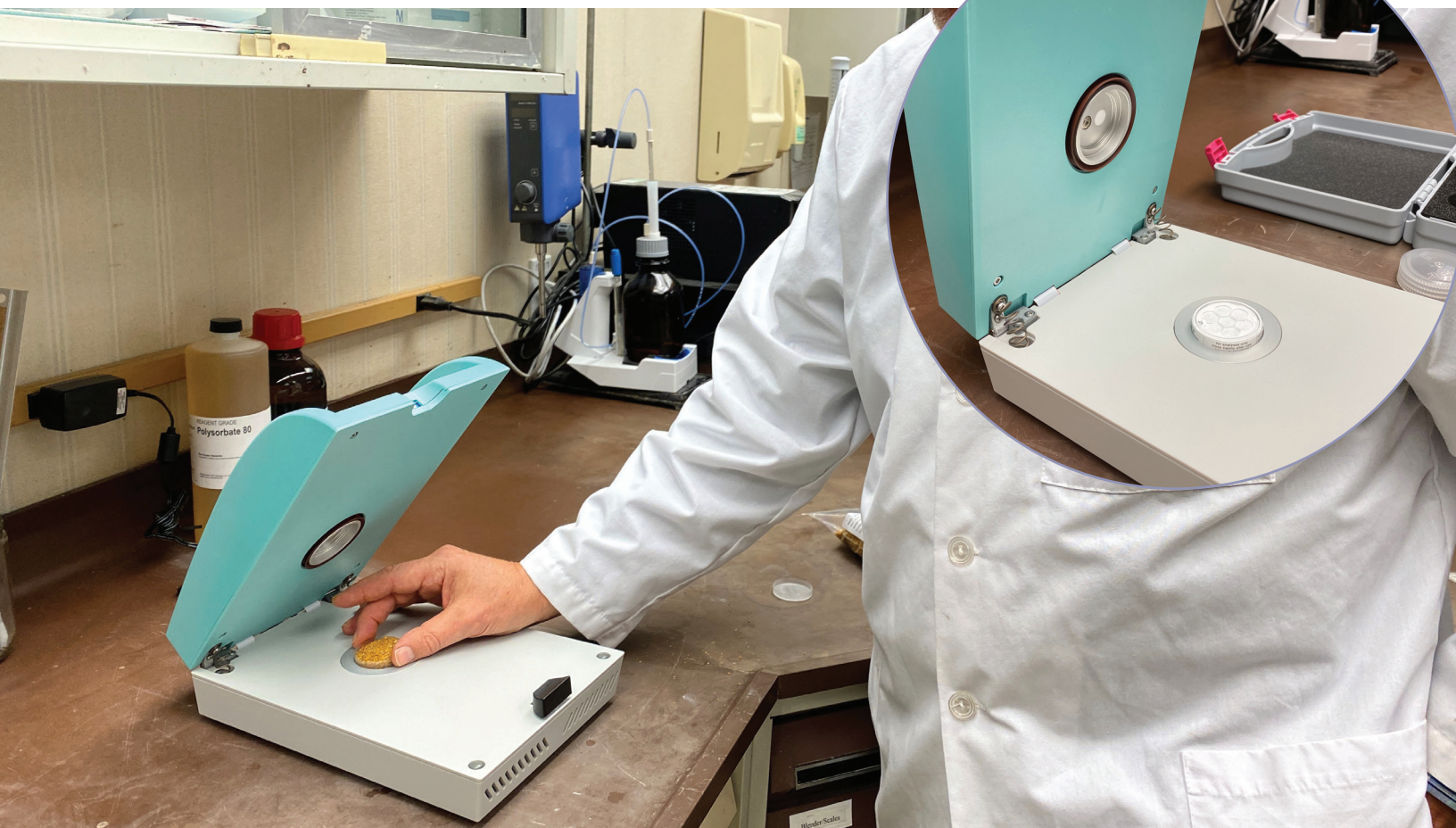
it needs to thrive.

If the team can reduce this free water in finished feed, it will be a key benefit for customers by improving the shelf life of the product.

Finally, feed bin management is still important to keeping your feed fresh. It is important that you use the feed according to the instructions and dispose of old feed. Cleaning your feed bins regularly rotating and emptying bins will help to keep your feed fresh and nutritious for your flock or herd.

If you need guidance for how to read your feed ticket and use your feed properly, see our web site:

www.wengerfeeds.com/how-to-read-your-delivery-ticket/



Improvements at Rheems Grain Receiving Should Cut Receiving Time in Half

The engineering team recently started a project at Rheems that should be a game changer for grain receiving. This project began with the removal of the concrete bins at Rheems in 2022.

Continuous Improvement Engineering Manager Larry Hamaker noted, "Currently the system needs three elevators; the first to take grain coming off the truck up to our in-line weigh scale, the second to take grain from below the in-line weigh scale up to conveyors over the silos, and the third to take grain from under the silos into the mill to be processed. We have a limited footprint in the basement and limited options to expand because of the highway and railroad on either side. With the new real estate created by the bin removal, we can pull one of the elevators out of the basement, which allows room for a much larger elevator to be installed."

A new larger in-line scale will be just inside the building and a conveyor underneath the scale will access the new elevator taking grain out to the storage silos. The bigger equipment will flow grain much faster and could, theoretically, reduce the unloading time to around 4 minutes. The total bay time will be longer as this would just be for when grain is flowing.

Other improvements are planned to further speed activity in the loadout. "We will be installing a much larger truck dump pit to allow hopper trucks to unload both hopper compartments without hav-

ing to move the truck. In addition, we will be adding equipment to improve communication between the driver and receiving team. We'll be using a radio frequency identification (RFID) tag system that will read the tag as the truck enters the lane, and their last delivery information will be shown on kiosks that are visible to the driver in his/her truck so the transaction can be started remotely." These kiosks will have screens to show current information and will contain cameras and audio monitors for live communication. The team plans to install one where the truck in line is being probed.

Based on test results, the driver will be given instruction to enter the bay or to exit the lane. There will be another kiosk inside the receiving bay that will provide unloading information and a ticket printer so the driver can get their final documentation without having to come into the receiving office.

Larry noted the extensive time savings expected, "Total time now averages around the 19-minute mark. With all the new pieces, the theoretical times could be around 6 or 7 minutes."

With all the changes being planned, you can imagine that this project is complex. We want to thank our entire team for their careful work on this upgrade that should make a real difference for our suppliers. The project will be finished in June 2023.



REMINDER: PLEASE FOLLOW FEED ORDERING GUIDELINES

We need the following information to complete your order:

- 48 Hour Delivery Lead-Time
- Your Name
- Farm Name
- Delivery Date and Day
- Delivery Time Window
- House Number
- Group or Flock Number
- Bin Numbers
- Tons in Each Bin
- Feed Item: Name and Number
- Medications, Additives, & Amount/Ton
- Any Special Instructions

FIRST DAY OF REQUESTED DELIVERY:	ORDER SHOULD BE PLACED:
Monday a.m.	Friday a.m.
Monday Anytime	Friday by 5 p.m.
Tuesday Anytime	Friday by 5 p.m.
Wednesday a.m.	Monday a.m.
Wednesday Anytime	Monday by 5 p.m.
Thursday a.m.	Tuesday a.m.
Thursday Anytime	Tuesday by 5 p.m.
Friday a.m.	Wednesday a.m.
Friday Anytime	Wednesday by 5 p.m.
Saturday a.m.	Thursday a.m.
Saturday Anytime	Thursday by 5 p.m.

CUSTOMER SERVICE HOURS

Monday-Friday | 7 a.m. to 5 p.m.

FEED ORDERS

customerservice@thewengergroup.com

1-855-WENGERS (1-855-936-4377)

DAIRY FEED ORDERS AND LOGISTICS

Benton Mill: 1-570-925-6200

Gordonville Mill: 1-800-256-4567

Martinsburg Mill: 1-814-614-4069

GENERAL INFORMATION & BILLING INQUIRIES

1-800-692-6008 | Monday-Friday | 7 a.m. to 5 p.m.

QUALITY ASSURANCE INQUIRIES

Contact your Relationship Manager | 1-800-692-6008: Office

EXPRESS DELIVERY

We require a 48 hour lead time to properly manufacture all orders and serve all our customers with the service they expect and deserve. Orders we receive with less than this lead time can significantly affect our costs and, therefore, your costs.

Orders received by our Customer Service Team with less than a 48 hour lead time may be subject to a surcharge.

We understand that issues may arise that are outside of your control like plant breakdowns, processing plant schedule changes, family emergencies, sick animals requiring immediate medication through feed, or severe weather. Express orders resulting from these scenarios will be exempt.

ORDER CHANGES & CANCELLATION

Changes to order quantity, formula, additive, or delivery parameters within 24-48 hours of your delivery date and time may be subject to a surcharge. Order changes within 24 hours of delivery or changes to feed that is already manufactured cannot be accommodated.

Orders that are canceled after manufacturing has begun or when feed orders are not fully off-loaded during delivery due to full bins may be subject to a \$250 fee.

Please refer to our bin volume table above to assist you in ensuring your feed order will fit in your bin and contact your Relationship Manager with questions.



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Rheems, PA 17570

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MilloGram

In This Issue:

HPAI Warning Signs
and Resources
Lab Adds New Equipment,
Capabilities
Improvements at Rheems
Grain Receiving

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To be added or removed from the mailing list, e-mail your request: cc@wengerfeeds.com.

30% recycled paper



Placement of Farm Lane Barriers

As HPAI continues to threaten our region, many of our customers have installed barriers across the farm driveway to limit deliveries. While we applaud your attention to biosecurity, we also need to ensure our trucks can safely pull into your driveway before encountering a rope or chain. Please ensure that the barriers are not placed directly at the end of the farm lane as this creates a safety hazard. Our drivers understand the need to remove the barrier and reinstall them when leaving. Thanks for your help.

We also need to ensure our trucks can safely pull into your driveway before encountering a rope or chain.

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■ 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.