

Based out of the Manchester, Iowa, office, **Olivia Dress** has spent the past year and a half supporting beef and swine producers as a Customer Service Representative at Animal Health International. While she joined the company more recently, her connection to the beef industry runs deep. Olivia was raised on her family's operation, Hilby Cattle Company, a multi-generation farm where her dad represented the third generation and her brother now carries the tradition forward. What started with Angus cattle and some swine eventually evolved into a full beef operation, including Simmental crosses along the way. Through 4-H and FFA, Olivia gained hands-on experience showing cattle, working with bred heifers, and learning the full production lifecycle from the ground up.

That background continues to shape how Olivia shows up for producers every day. She understands that being a cattle producer isn't a job you clock in and out of, it's a commitment that demands constant care, long days, and resilience in the face of weather, health challenges, and the unexpected. She recalls family camping trips cut short to return home for morning and evening chores, lessons that reinforced early on that this lifestyle requires sacrifice and dedication. Today, Olivia brings that same perspective into her role at Animal Health International, viewing each order as more than a transaction. To her, it's part of helping producers protect animal health, sustain their operations, and carry forward a way of life built on hard work, care, and perseverance.



Having grown up on a large farming operation in eastern Iowa, **Marybeth Wendling's** roots in the beef industry were already deeply established before she joined Animal Health International, where she has been a Customer Service Representative for nearly seven years. Marybeth grew up feeding thousands of head of cattle and hogs each year, learning early on what it takes to sustain a working farm. Today, alongside her husband and family, she continues that legacy. Together they manage a 160 head cow-calf operation, farming roughly 2,000 acres, and running a trucking business. Inspired by her own upbringing and her grandmother's involvement in 4-H, Marybeth now mentors a local club of nearly 25 kids. It's her way of giving back to the community that shaped her as she helps the next generation find their place in this industry.

Marybeth understands the current realities producers face as she's living them too. Raised in the industry, she developed the resilience and perspective producers need. She learned that listening matters most when things get hard. That mindset shows up in every conversation, because she knows producers' realities extend far beyond the ask in front of them. To Marybeth, real support means more than business, it means commitment to the producer community she calls home. Her message is clear: keep going, the producer's life is one with much reward.

