

Based out of the Manchester, Iowa, office, **Olivia Dress** has been with Animal Health International as a Customer Service Representative for a year and a half. Her primary focus is supporting beef and swine producers. Despite joining the company more recently, Olivia's roots in the beef industry go back generations. She grew up on a family farm, Hilby Cattle Company, where her dad was third generation and now her brother carries on the legacy. What began with Angus cattle and some swine early on, eventually became a full focus on beef with Simmental mixes introduced along the way. She grew up participating in 4-H and FFA, showing cattle, working with bred heifers, and learning the full lifecycle firsthand.

Olivia's background has continued to shape how she sees the industry and shows up for customers. She understands that the work behind raising cattle and being a beef producer goes far beyond what most people see. From the constant care and attention that cattle require to working without days off, regardless of health, weather, or unforeseen challenges, life as a producer means the work never stops. Olivia recalls family camping trips where they had to drive back home for morning and evening chores, reinforcing early on that isn't just a job; it's a way of life. She carries this perspective into her role at Animal Health International, where she sees each sales order not as a transaction, but as part of a larger effort to protect animal health and support the producer's livelihood. For Olivia, it all comes back to appreciation, because behind every operation is a level of care, commitment and grit that most people don't fully see.



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.

