



From calf to cow, we formulate feeds and feeding programs with your profit in mind.

Are you in the dairy business to stay?

Are you ready to devote an hour or so of your time *planning* for a more profitable future?

If your answer to both questions is yes, you owe it to yourself to read what we have to say.

Unlike many other feed companies, we develop *custom* feeding programs for each individual dairy.

It all starts with a Pennfield man reviewing your total operation with you. Your goals. Your records. The health and overall condition of your milking cows

and young stock. Your management practices. Your roughage feeding program. And other factors that have an effect on your profit potential.

We also conduct laboratory analysis of the roughages you feed to determine their nutrient content.

With the aid of computers, we then design a *balanced* feeding program specifically tailored to *your* operation and goals—a program that can improve your profits by reducing expenses, increasing production, or both.

For example, while using a

Pennfield customized feeding program, 30 herds this past year averaged 1,688 lbs. more milk and 64 lbs. more fat per cow than the previous year.

There is no cost—or obligation—for this unique service. But you must take the first step by writing or phoning us. Do it today.

Pennfield Feeds, 711 Rohrerstown Rd., Lancaster, PA 17604. Local calls: Lancaster 299-2561, Red Lion 244-4511. In 717 and 215 areas dial toll free 800-732-0467.

 **pennfield feeds**