

Pennfield and You

WORKING TOGETHER TO DEVELOP A BALANCED AND PROFITABLE DAIRY PROGRAM

In our Technical Services Laboratory, located in Lancaster, we perform more than 2,000 forage analyses a year for farms like yours, in Pennsylvania, Maryland and Delaware. This service enables you to learn the exact nutrient values of your homegrown forages so that we can work with you to develop your best feeding program.

You know, not all testing is the same. The accuracy of your results depends on the thoroughness and professionalism of the people performing the analysis, and the precision of the testing equipment used.



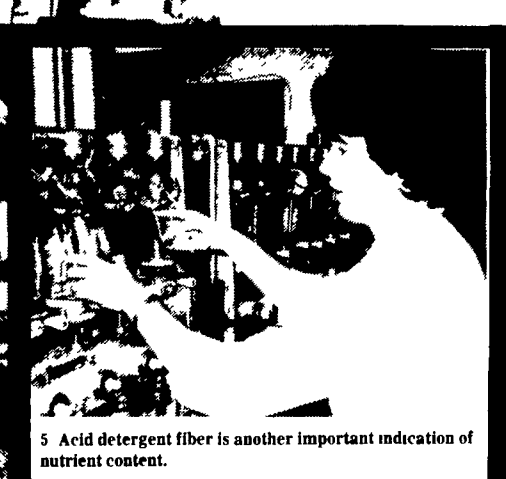
1 The analysis begins with a collection of a forage sample from your farm



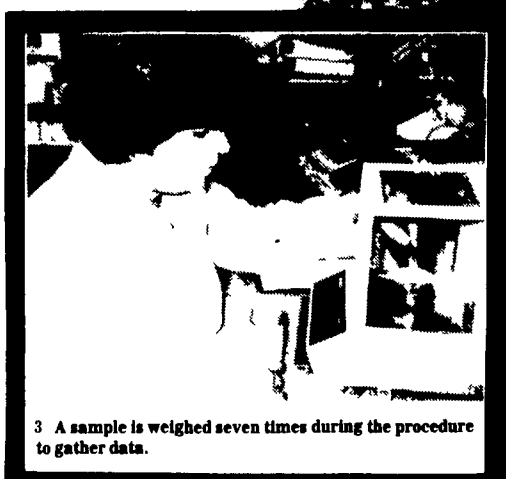
4 Samples are chemically digested to measure protein levels



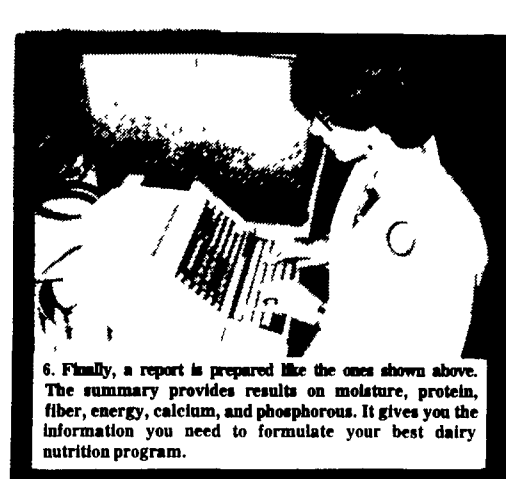
2 The sample is dried in an oven to determine moisture



5 Acid detergent fiber is another important indication of nutrient content.



3 A sample is weighed seven times during the procedure to gather data.



6. Finally, a report is prepared like the ones shown above. The summary provides results on moisture, protein, fiber, energy, calcium, and phosphorous. It gives you the information you need to formulate your best dairy nutrition program.

Maximum feed efficiency and improved nutrition are two reasons for choosing Pennfield Dairy Program. Dairy men, you can count on Pennfield... for a better bottom line.

Pennfield Dairy Program Pluses:

- + "No Charge" for roughage testing
- + Computer calculated "Least Cost" feeding program
- + Bulk feed delivered within 24 hours from receipt of order.
- + Dairy terms: 2½% cash discount - due 15th of following month.
- + Well trained "Dairy Specialists" who can help solve problems when they occur.



For More Information — Call Toll Free
 Pa. 1-800-732-0467 Md. 1-800-233-0202

pennfield feeds
 Quality - Performance - Service