

# DAIRYMEN

## W & J DAIRY SALES DOES NOT SELL DAIRY COMPUTERS

### WE SELL DAIRY COMPUTER SYSTEMS

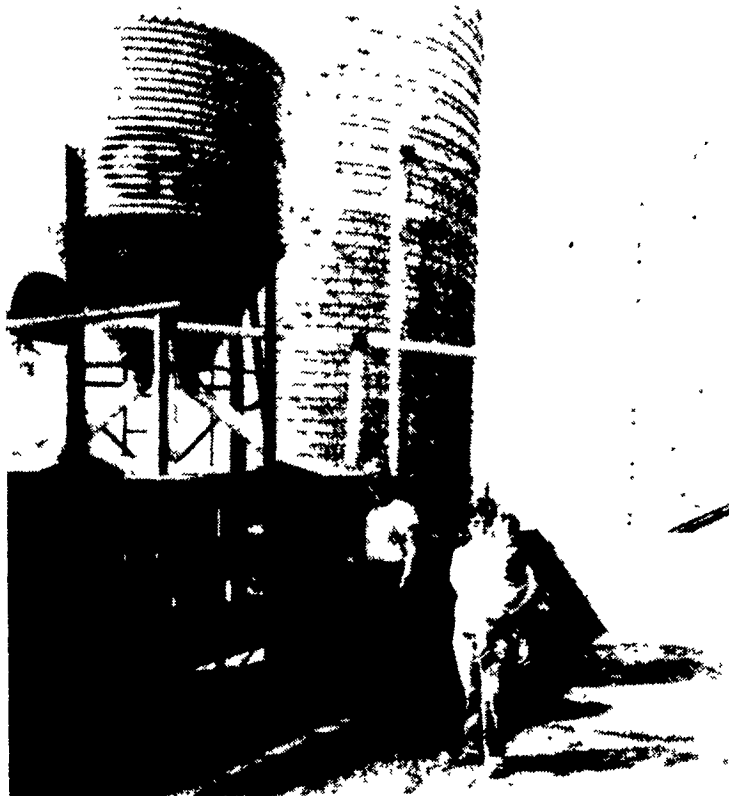
OUR SYSTEMS ARE TAILORED TO YOUR INDIVIDUAL NEEDS AND OPERATIONAL REQUIREMENTS

**DO YOU WANT TO REDUCE FEED COST - BUT MAINTAIN HERD AVERAGE?**

*Ronald & Jenette Underwood of Pioneer Valley Farms Did - Rising Sun, MD.*

Three years ago, Ronnie had a herd average of 18951, 653F, but his feed costs were higher than he thought they should be. W & J Dairy Sales was engaged to install a computerized feeding system.

Ronnie has this to say about the results. "This system saves feed, saves money, give me better control over each cow, and I still maintain my high herd average. The system paid for itself in a little over a year. I wouldn't want to operate without it."



Ronnie and Jenette Underwood with young Jason by their Computerized Automatic Feed Stalls.

**DO YOU WANT TO INCREASE YOUR HERD AVERAGE - BUT NOT YOUR FEED COST?**

*Joel & Lou Brown of Oxshire Farm Did - Oxford, PA*



Joel Brown comparing present and past DHIA Records.

Joel had a different problem. He wanted to increase his 17000, 3.4%, 584F herd average. He had tried to feed extra grain with his older feeding system, but found his cows were eating more than they were producing. After 4 months on his W & J Dairy Computerized feeding system his herd average was 17200, 603F. His cows were averaging 3.95 lbs. more milk and on less feed. That is equal to a 4 month additional income of \$5645.38.

If this trend holds up, Joel will realize an additional income of \$17,028 in 1 year. Not bad for a \$9,000 investment.

$$3.95 \text{ lbs. increase per cow} \times \$12.30/\text{cwt} = .486 \text{ per day}$$

$$96 \text{ cows} \times .486 \text{ per day for 1 year} = \$17,028$$

Joel Now Says, "If Bob Guhl had told me this would happen - I wouldn't have believed it."

**Let Us Make A Believer Out Of You. Call Today  
And Find Out What We Can Do For  
Your Dairy Operation.**

	1983			1984		
	Milk	%	Fat	Milk	%	Fat
Jan.	56.6	3.2	1.79	57.6	3.7	2.16
Feb.	56.3	3.6	2.00	59.5	3.7	2.23
Mar.	54.3	3.7	1.99	60.5	3.6	2.18
Apr.	53.9	3.5	1.90	59.3	3.5	2.10
Average	55.275	3.47	1.92	59.225	3.66	2.17

# W & J DAIRY SALES

1202 Lloyds Road, Oxford, PA 19363

717/529-2569

