

PENNFIELD PROMOTES DAIRY PROFIT PROGRAM



Records showing the true cost to produce 100 lbs. of milk or a bushel of corn are the basis for determining profitability.

WHY GOOD RECORDS?

Good financially sound businesses have as their foundation a good accounting system that provides accurate records showing the operating conditions on a timely basis. The good manager is able to use these records to:

- 1) correct profitability problems,
- 2) plan necessary cash requirements,
- 3) analyze feasibility of equipment purchases and
- 4) develop future operating plans.

PROGRAM GUIDELINES

In order to insure the financial soundness of our dairy customers, Pennfield is establishing a program to promote timely and accurate dairy profit management. To participate in Pennfield's Dairy Profit Program, the dairyman needs the following:

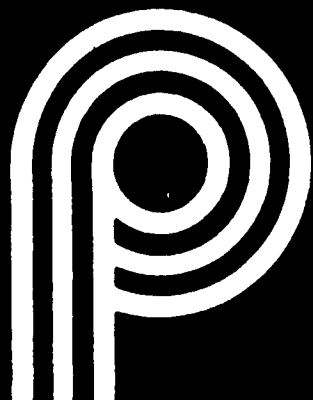
- 1) An approved farm financial records program;
- 2) The records program must have the operation set up by enterprise.
i/e. 1) cropping, 2) dairy, 3) poultry;
- 3) The records program must furnish accurate monthly reports for each enterprise.

PENNFIELD PAYS

For approved customers participating in the Pennfield Dairy Profit Program, Pennfield will help the dairyman pay for his 1986 farm financial records program. Payment will be based as follows:

- \$1.00 per ton of complete feed purchased
- \$3.00 per ton of concentrate purchased
- up to 50% off the total bill, but not to exceed \$300.00

THIS PROGRAM IS EFFECTIVE FOR THE 1986 CALENDAR YEAR!



For More Information - Call Toll Free

From PA
1-800-732-0467

From MD, DE & NJ
1-800-233-0202

pennfield feeds

Quality - Performance - Service