# 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.

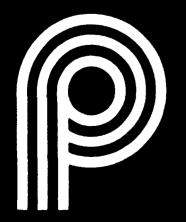
Payment will be based as follows:

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

### APPROVED PROGRAMS

- 1) P.F.A. New-improved cash flow program "AG-CAPS" the agricultural computerized accounting profits system.
- 2) Farm Credit Service "AGRIFAX SYSTEMS"

## 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**