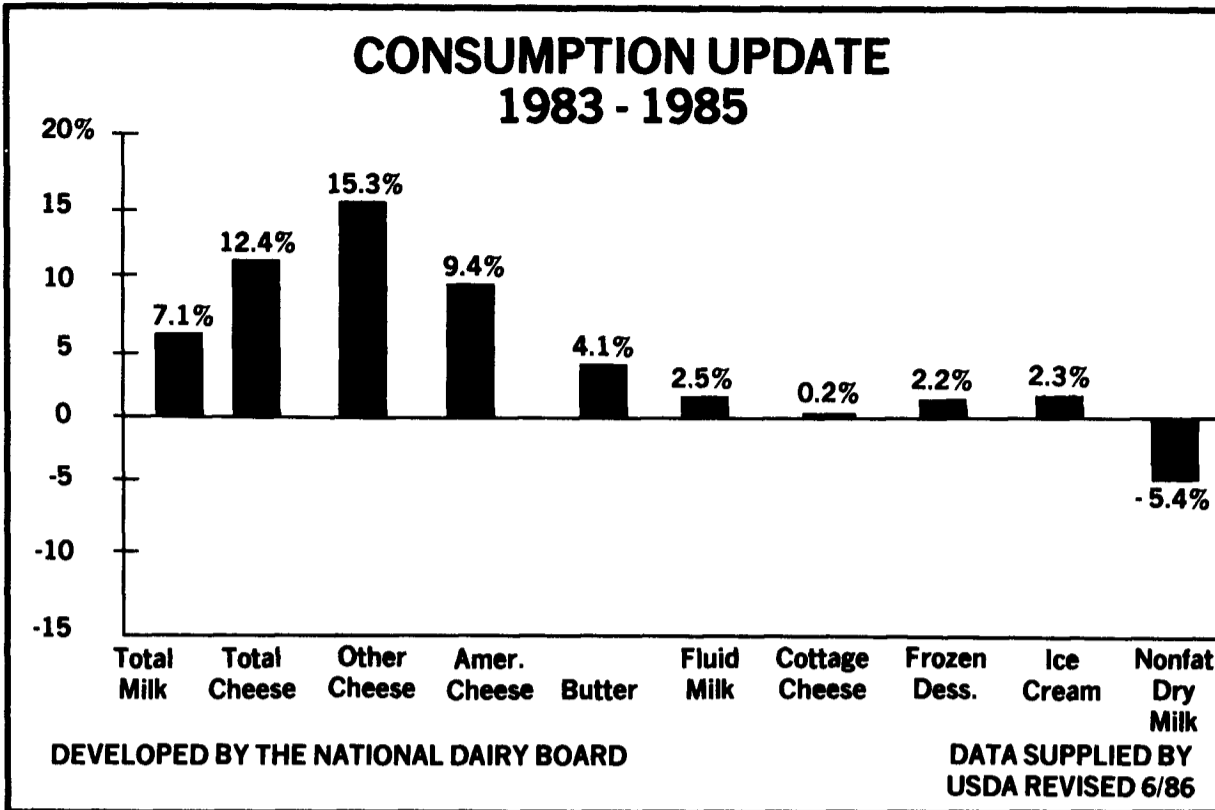


# GOOD NEWS - MILK CONSUMPTION UP



Congratulations - Your advertising efforts are starting to get the job done. Based on U.S.D.A. statistics, the trend over the last two years has been extremely encouraging. Fluid milk commercial disappearance is up by 1.5% in the most recent year and 2.5% over two years ago. Cheese use is up by 4.1% in the latest year and up by 12.4% over the same period two years ago. When all dairy product consumption is added up as a total milk figure, the increases are **3.6% over 1984** and **7.1% over 1983**. These figures represent the strongest trend of increased consumption of dairy products in recent history.

## PENNFIELD DAIRY PROGRAMS SAVE FEED \$ \$ \$

Pennfield Dairy Feeding Programs are balanced to make maximum use of homegrown forages which gives the dairyman the most cost effective dairy feeding program.

### PENNFIELD TESTING LAB - LANCASTER



NIR provides fast and accurate forage results.



Wet chemistry is used to insure NIR accuracy.



ADF (acid detergent fiber) and NDF (neutral detergent fiber) are used to determine available energy from forages.



Forages and water samples are checked for the presence of nitrates when requested.

#### NO CHARGE FORAGE TESTING:

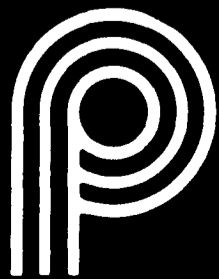
The primary job at Pennfield's Testing lab is the accurate testing of the feed ingredients used to make Pennfield feeds. You can not consistently make a quality feed unless you know the analysis of the ingredients to be used. Pennfield uses the feed testing equipment to process over 5,000 forage samples annually.

#### FORAGE FEEDING SAVES \$37 PER COW

	<u>TYPICAL FORAGE PROGRAM</u>	<u>FEED SAVER PROGRAM</u>
Hay	12 lbs.	12 lbs.
Corn Silage	34 lbs.	43 lbs.
Forage Dry Matter	22 lbs.	25 lbs.
Energy Per Lactation	4,362 MCal	4,956 MCal
Lbs. of Feed Saved	—	836 lbs. = \$58
Cost of Extra Silage	—	1.4 Ton = \$21

**Evaluate Your Feeding Program - Call Us Today**

Service - Quality - Value



# pennfield feeds

PA 1-800-732-0467

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