

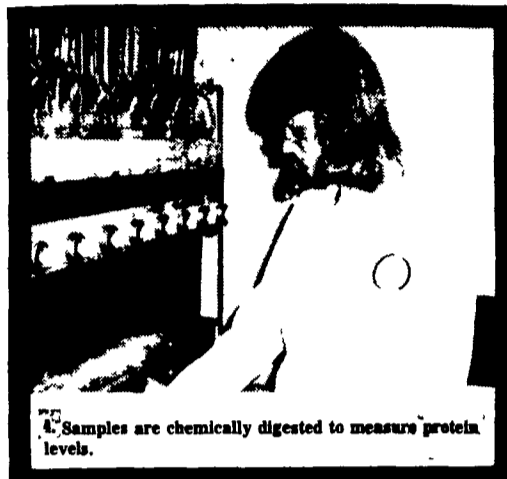
ACCURATE FORAGE TESTING GIVES YOU A MORE RELIABLE DAIRY FEEDING PROGRAM

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.

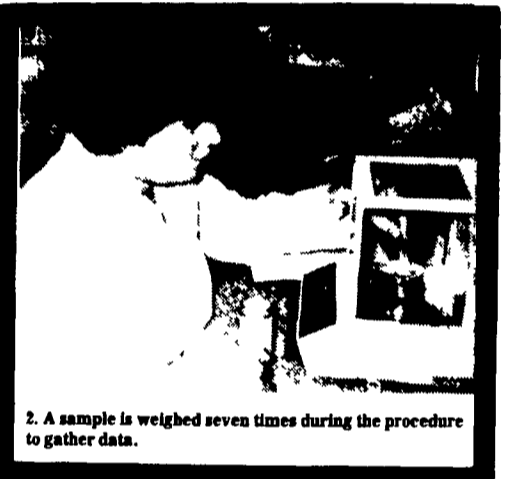
In our Technical Services Laboratory, located in Lancaster, we perform more than 5,000 forage analyses a year for farms like yours, in Pennsylvania, Maryland, New Jersey and Delaware. This service enables you to learn the exact nutrient values of your homegrown forages so that we can work with you to develop your best feeding program.



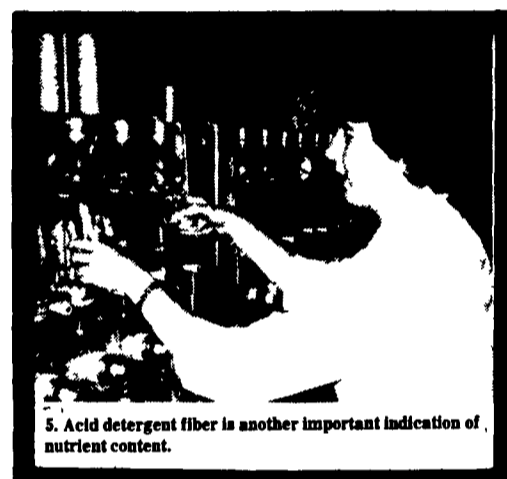
1 The analysis begins with a collection of a forage sample from your farm.



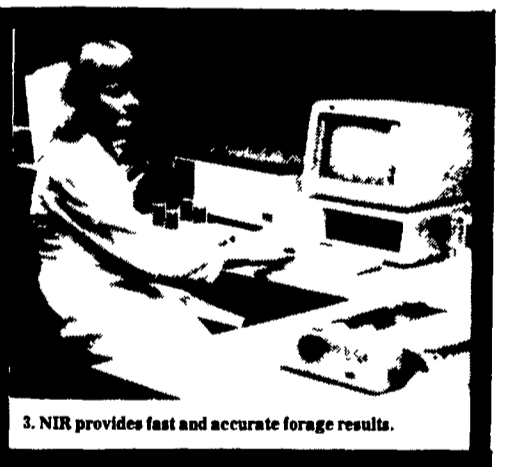
4 Samples are chemically digested to measure protein levels.



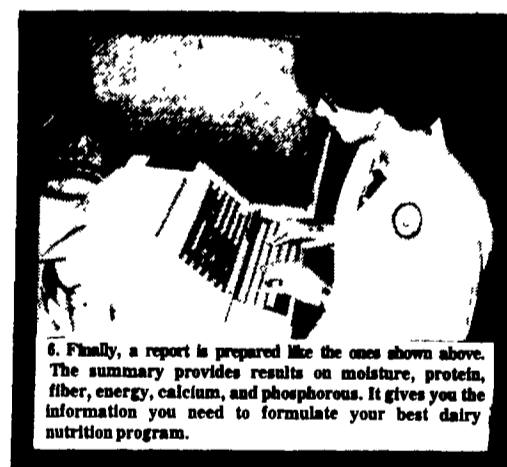
2 A sample is weighed seven times during the procedure to gather data.



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



3 NIR provides fast and accurate forage results.



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

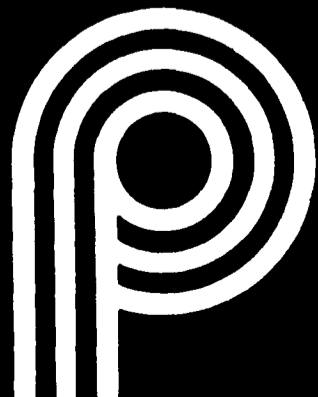
— PENNFIELD DAIRY PROGRAM PLUSES: —

- + "NO CHARGE" - CERTIFIED FORAGE TESTING LAB. Pennfield's Forage Testing Lab is certified by the NAHTA (National Alfalfa Hay Testing Assoc.)
- + Professionally formulated dairy feeding programs.
- + Order dept. open 24 hours per day Monday 5 AM through Saturday 5 AM. Answering service on weekends.
- + Grain exchange program for Corn - Barley - Oats
- + Dairy Terms: 2½% Cash Discount - due 15th of following month.
- + Well trained "Dairy Service Specialists" who can work with you to help solve problems when they occur.

LOW PROTEIN - SUMMER FEEDS

16% Textured #515	15% Textured Blend Buffered #515/#514	14½% Fat Added Blend #515/#563 Hi-Yield	26% Concentrate #526 Pellet	27% Fat Added Blend #526/#528 Hi-Yield
\$140.40 Net/Ton	\$144.01 Net/Ton	\$151.23 Net/Ton	\$201.44 Net/Ton	\$218.50 Net/Ton

Prices for feed and corn exchange are for week of July 13 and subject to change weekly. Feed price includes 8 ton volume discount and cash discount of 2½% due 15th following month.



For More Information — Call Toll Free
PA 1-800-732-0467 MD, DE & NJ 1-800-233-0202

pennfield feeds

Quality - Service - Value