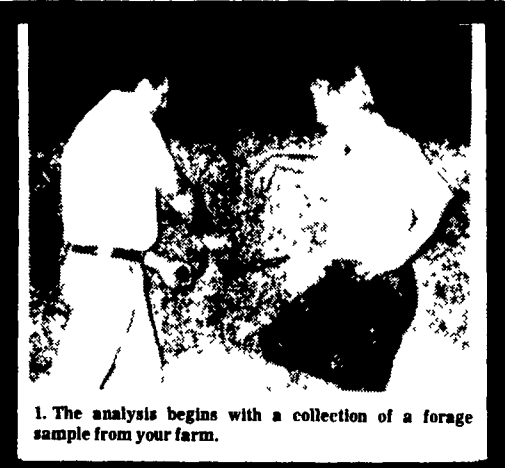


# ACCURATE FORAGE TESTING GIVES YOU A MORE RELIABLE DAIRY FEEDING PROGRAM

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.

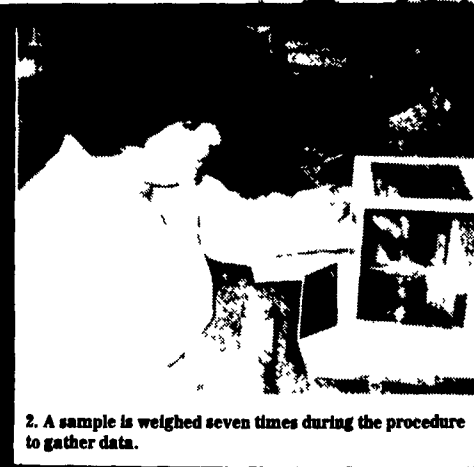
In our Technical Services Laboratory, located in Lancaster, we perform more than 5,000 forage analyses a year for farms like yours, in Pennsylvania, Maryland, New Jersey and Delaware. This service enables you to learn the exact nutrient values of your homegrown forages so that we can work with you to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



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



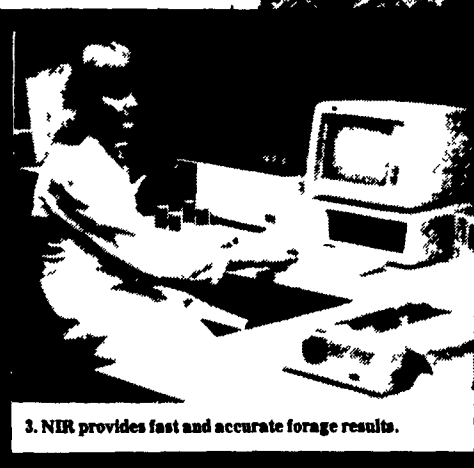
5. Samples are chemically digested to measure protein levels.



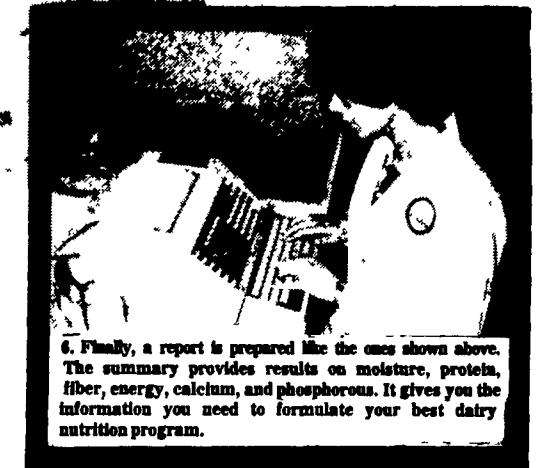
2. A sample is weighed seven times during the procedure to gather data.



8. 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 phosphorous. It gives you the information you need to formulate your best dairy nutrition program.

Maximum feed efficiency and improved nutrition are two reasons for choosing Pennfield Dairy Program. Dairy men, you can count on Pennfield... for a better bottom line.

#515 16% Textured Dairy	#515/519 18% Textured Blend	#519 20% Dairy Pellet	#526 Pellet 26% Hi-Moist. Corn Conc.	#538 Meal 38% Dairy Conc. (All Natural)	#534 Hi-Yield 34% CP - 6 <sup>3</sup> / <sub>4</sub> % Fat (All Natural)
\$138.45 Net/Ton	\$147.13 Net/Ton	\$155.81 Net/Ton	\$203.01 Net/Ton	\$232.44 Net/Ton	\$268.71 Net/Ton

Includes 8 ton volume discount and cash discount of 2<sup>1</sup>/<sub>2</sub> % due 15th following month.

(Prices effective Aug. 10, 1987 and subject to change with grain markets.)

Fall 1987 corn—no hauling charge for grain exchange customers.



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