

"NO CHARGE" FORAGE TESTING

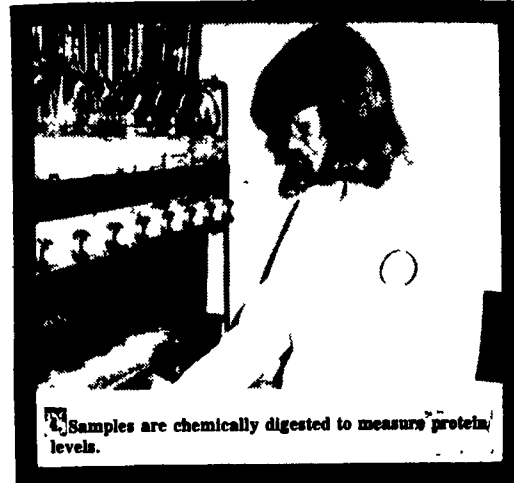
ACCURATE FORAGE TESTING GIVES YOU A MORE RELIABLE DAIRY FEEDING PROGRAM



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

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.

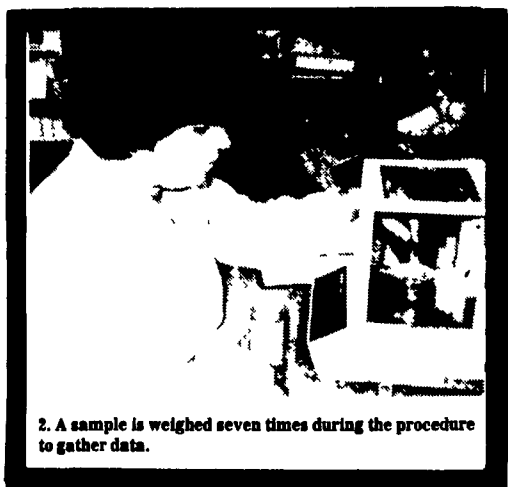
In our Technical Services Laboratory, located in Lancaster, we perform more than 5,000 forage analyses a year for farms like yours, in Pennsylvania, Maryland, New Jersey and Delaware. This service enables you to learn the exact nutrient values of your homegrown forages so that we can work with you to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



2 Samples are chemically digested to measure protein levels.

— PENNFIELD DAIRY

PROGRAM PLUSES: —



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

+ "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.

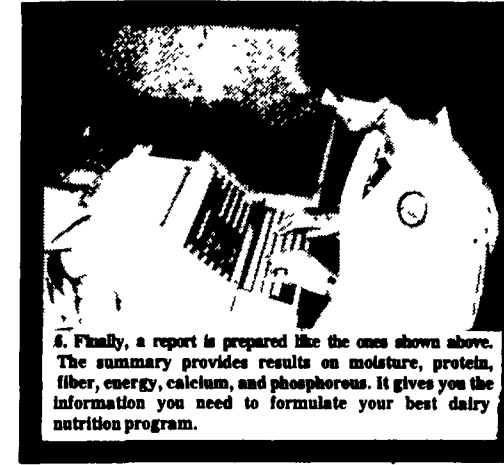
+ Well trained "Dairy Service Specialists" who can work with you to help solve problems when they occur.



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



3. NIR provides fast and accurate forage results.



4. 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.

FEED PRICES FOR WEEK OF AUG 29 AND SUBJECT TO CHANGE WEEKLY WITH GRAIN MARKET

Includes 8 ton volume discount and cash discount of 2½% due 15th following month. Deduct additional \$3.00 per ton if paid in 10 days.

#52114 14% Dairy Pellet	#51300 16% Dairy Pellet	#50800 16% Golden Flake	#51100 Summertime 16% Flake With Beet Pulp	#53300 Pellet 32% Dairy Conc.	#52700 27% Maximum Density Beans-Beet Pulp Conc.
\$162.85 Net/Ton	\$171.65 Net/Ton	\$182.14 Net/Ton	\$181.16 Net/Ton	\$271.05 Net/Ton	\$292.08 Net/Ton



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

pennfield feeds

Quality - Service - Value