

PENNFIELD

DAIRY "CUSTOMER SERVICE" TEAM



Dr. Tim Snyder
Manager...
Dairy
Nutritional
Services



Don Mahlandt
Manager
Dairy
Feed
Sales



4 DEWEY SHAFFER



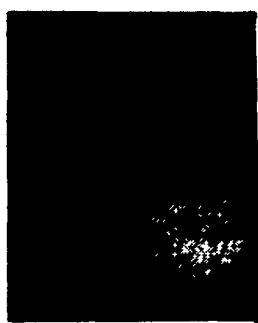
3 LUTHER SMITH



2 DENNIS MYERS



7 PAT BAUMANN



5 DICK ROWE

Customer Satisfaction Guaranteed - Pennfield Guarantees That You Will Be Completely Satisfied With The **Quality - Value - Performance** Of Pennfield feeds, or you may return the unused feed and we will refund the purchase price of the unused feed. At Pennfield, Customer Service and Satisfaction is everyone's goal.



8 WALTER OCKER



16 JIM SPAHR



9 BOB YODER



11 LORNE DETTER



12 DICK POOLE



13 LARRY BEAT



15 RICK STEHR



10
PETE
KNUTSEN
Sales
Supervisor
Area
11, 12, 13



6
DON
SNYDER
Sales
Supervisor
Area
7, 8, 9

1
GLEN
FLICKINGER
Sales
Supervisor
Area
2,3,4,5



14
DAVE
SHEAFFER
Sales
Supervisor
Area
15,16



FEED PRICES FOR WEEK OF NOV. 14 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	#53300 Pellet 32% Dairy Conc.	#53800 Meal 38% Dairy Conc.	#52700 27% Maximum Density Beans-Beet Pulp Conc.
\$182.41 Net/Ton	\$191.76 Net/Ton	\$194.71 Net/Ton	\$283.92 Net/Ton	\$310.64 Net/Ton	\$289.90 Net/Ton

FROM PA 1-800-732-0467 FROM MD, DE & NJ 1-800-233-0202



pennfield feeds

Quality — Service — Value