



DE LAVAL ★ ★ ★ ★ ★ ★ ★ ★

DAIRY VALUES

GAIN MILKING CONTROL AT SUPER SAVINGS

Now your De Laval dealer has made it easier than ever to upgrade and automate your parlor!

ADD NEW STALL FRONT ENDS.

The front ends of your stalls always show the most wear. They also have the greatest impact on cow position and comfort. By replacing worn-out front ends with the new Blue Diamond MODEL 88-501WA INDEXING RAIL, you can add years of life to your existing parlor, improve cow flow and



ensure a snug fit no matter what size cow you're milking. The new Blue Diamond MODEL 88-501WA INDEXING RAIL lets you upgrade your worn-out stall front ends (while using

existing rear-rail and/or tail/shield assemblies) to avoid costly rebuilding.

ADD THE ULTIMATE IN AUTOMATION.

The advanced electronics of the A.R.M. II TAKE-OFF UNIT from DeLaval give

you a whole new world of milking convenience and capability. Exclusive features, including a wide range of programmable functions, let you milk more cows with the same labor, or milk your present herd with less overhead. (Available with or without stainless parallel linkage to support the claw.)

DO BOTH NOW AND SAVE!

You can save thousands of dollars by upgrading and automating your parlor between now and July 31, 1989! Just purchase Blue Diamond 88-501WA Indexing Rail front ends from your DeLaval dealer, along with the appropriate number of A.R.M. II units for your operation and you'll save:

- \$100 per A.R.M. II - with Blue Diamond front ends and 6-12 A.R.M. II units.
- \$125 per A.R.M. II - with Blue Diamond front ends and 16-28 A.R.M. II units.
- \$150 per A.R.M. II - with Blue Diamond front ends and 32 (or more) A.R.M. II units.

For complete details on this special spring offer, contact your DeLaval dealer today!



With the re-designed DE LAVAL A.R.M. II TAKE-OFF UNIT, you now have a choice of all-new stainless steel linkage or new, improved aluminum-alloy linkage.

Buy A De Laval Automatic Washer And SAVE 20% On Our Concentrated Cleaners And Sanitizers!

HOW TO CLEAN FASTER AND MORE EFFECTIVELY

If you want to spend less time cleaning your pipeline, and still do a better job of killing bacteria, check out the newly designed DeLaval 3600, 3200 and 1700 Auto Washers.

Time savings, unprecedented control and cleaning effectiveness make the 3600, 3200 and 1700 the finest automated washers on the market.



You'll save time and labor, and do a better job of cleaning, with the DeLaval 3600 Auto Washer, the 3200 Auto Washer or the 1700 Auto Washer.

WHY CONCENTRATED QUALITY IS IMPORTANT

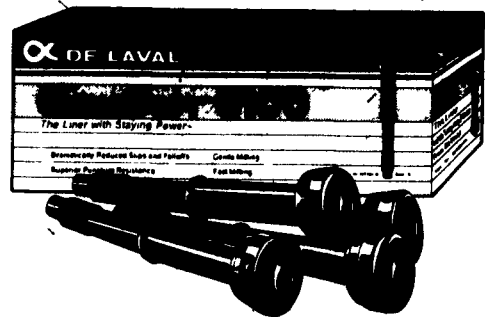
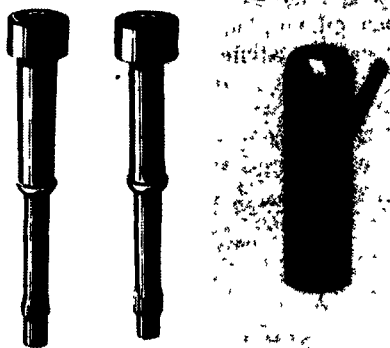
Concentrated Quality. It's a phrase we use to refer to all of our dairy cleaners and sanitizers, teat dips and udder washes. These DeLaval products have been specially formulated to provide the most effective performance at the lowest possible cost.



All DeLaval cleaners and sanitizers feature concentrated formulas to give you greater cleaning power and more uses per dollar.

TRADE IN YOUR OLD MILKER SHELLS AND GET FREE LINERS!

For every shell you replace with a DeLaval 06 Shell, we'll give you TWO FREE LINERS of your choice!
Offer Expires July 31, 1989



FINALLY, A LINER WITH STAYING POWER.

If you think frequent liner slips and fall-offs are unavoidable, you're living in the past. Now there's a new liner that stays on the job when others fail: ClingSoft® 6100.

- Narrow bore is gentle on teats
- Provides complete, fast milking
- Beefed-up ribbed area near liner and virtually eliminates claw nipple punctures
- Unchlorinated rubber surface prevents premature aging, makes liner easier to keep clean.

Put the liner with staying power to work for you. Cling Soft 6100.

Tests show this liner can dramatically reduce slips and fall-offs. Dale Langenkamp of New Weston, Ohio saw a 77.8% reduction in slips and a 100% reduction in fall-offs compared to a Milk Rite® liner. Think of the valuable time that could save you, let alone the reduction in teat end impacts and chances for milk contamination. But that's just for starters.

— DOUBLE YOUR SAVINGS —

For a limited time, when you purchase either a Model 3600, 3200 or 1700 Auto Washer, you'll receive a 20% discount off the regular price of De Laval C.I.P. cleaners and udder health products.*

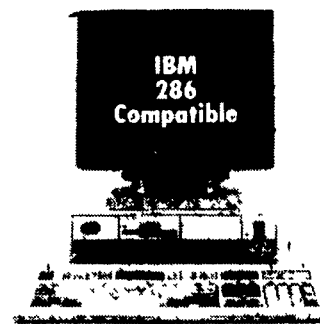
That's a full 20% off on up to a 2-month supply of the products you use most often!

For more details, just contact your participating DeLaval dealer. But hurry, this one-time offer expires July 31, 1989!

*Other promotional offers cannot be used in conjunction with the "Spring Cleaning Special."

THE HERDMASTER® 50-COW PACKAGE

Here's your chance to get a complete computerized feeding system at a special "package" price!



Now you can get this complete HerdMaster feeding/management system at 15% OFF the price you would normally pay if you purchased the system components separately! That's a savings of more

than \$2,000 over the regular retail price!

It's all here! Transponders for 50 cows, a RationMaster® II feeder, two RationMaster® II feeding stations, a 1 MB of RAM personal computer, our revolutionary new HerdMaster® Galaxy™ software and all auxiliary components, power supplies and cables. All that's missing is your cows!

With the RationMaster system, you can reduce your feed costs, increase production, save time and labor and improve the overall health of your herd.

But hurry... this special offer expires July 31, 1989!

SEE YOUR LOCAL DE LAVAL DEALER

PENNSYLVANIA
PEOPLES SALES & SERVICE
Oakland Mills, PA
717-463-2735

ERB & HENRY EQUIP., INC.
New Berlinville, PA
215-367-2169

C.L. GREENLAND
109 S. Corl St.
State College, PA 16801
814-237-2363

WITMER IMPLEMENT SERVICE
RD 3
Shippensburg, PA
717-532-6139

MARYLAND POTOMAC VALLEY SUPPLY
RT 2, Box 336-D
Hagerstown, MD
301-223-6877

TRI-CO. DAIRY EQUIP.
P.O. Box 77
4132 R Main Street
Lineboro, MD
301-374-6616

BURCHFIELDS, INC.
Railroad St., Martinsburg, PA
814-793-2194

FRANKLIN D. HESS FARM EQUIP.
RD 2
Orangeville, PA
717-925-6939

J.B. ZIMMERMAN & SONS
West of Blue Ball,
PA on Route 23
717-364-4955

I.G. AG SALES
Silverdale, PA
215-267-5136

TYLER CONTRACTING, INC.
3800 Aldine Rd.
Churchville, MD
301-734-6950

DELAWARE BENNETT MACHINE CO.
1601 South Dupont Blvd.
Millsboro, Del.
302-422-4637