

TOP COWS - TOP PROFITS 2 FEED PROGRAM

24,000 lbs. Of Milk - 305 Day Lactation

| Test # | Lbs. Of Milk | % Fat | Lbs. Of Hay | Lbs. Of Corn Silage | #79516-Flake Dairy Blend 16% Base Feed Lbs. | #52220-Flake Challenge 20% Top Producer Lbs. |
|-----------------|---------------------------|--------------|-------------------|--------------------------|---|--|
| 1 | 88 | 3.6 | 12 | 40 | 0 | 30 |
| 2 | 107 | 3.4 | 12 | 40 | 0 | 35 |
| 3 | 103 | 3.4 | 12 | 40 | 0 | 34 |
| 4 | 95 | 3.5 | 12 | 40 | 0 | 31 |
| 5 | 89 | 3.6 | 12 | 40 | 15 | 15 |
| 6 | 77 | 3.7 | 12 | 40 | 27 | 0 |
| 7 | 69 | 3.8 | 12 | 40 | 24 | 0 |
| 8 | 63 | 3.9 | 12 | 50 | 21 | 0 |
| 9 | 59 | 4.0 | 12 | 50 | 18 | 0 |
| 10 | 51 | 4.0 | 12 | 50 | 15 | 0 |
| TOTAL | 24,430 Lbs. | 3.64% | 3,660 Lbs. | 13,115 Lbs. | 3,600 Lbs. | 3,510 Lbs. |
| \$/Unit | \$12.61** Cwt/Net | | \$120 /Ton | \$25 /Ton | \$168.67* Net/Ton | \$217.37* Net/Ton |
| Total \$ | \$3,080 Milk Sales | | \$220 Hay | \$164 Corn Silage | \$304 Base Feed | \$381 Top Producer |

INCOME OVER FORAGE & FEED COST **\$2,011**

*Feed prices are for the week of June 27th. Includes 8 ton volume discount and cash discounts of 2½% due 15th following month.

**Milk price is actual received at the farm in Lancaster Co. for 1993 and includes quality premiums and hauling deductions. Dairy expects to average same price for 1994.

MILK IN THE TANK PAYS THE BILLS

Shell
Corn

Ear
Corn

Soybeans

Barley



Pennfield Offers A Sound Program For The Dairy Farmer To Use His Grain "Same As Cash" To Reduce His Monthly Feed Bill, And To Avoid Having To Take "Harvest Price" For His Grain.

- No Quantity Limit • No Storage Charge • Weekly Grain Prices
- "Ton - For - Ton" Free Hauling - For Every Ton Of Qualified Feed Purchased You Will receive One Ton Of Grain Back Hauled At No Charge.

Here's How The Grain Exchange Works

| | |
|--|------------------|
| You Order #79516 - 16% Flaked Dairy | \$177.00 |
| Less 8 Ton Volume Discount | -4.00 |
| Less 2½% Cash Discount | -4.33 |
| Feed Price - Delivered To The Farm | \$168.67 |
| Less Corn Exchange - 1500 Lbs. @ \$3.12*Bu. | -\$83.57 |
| Less Soybean Exchange - 500 Lbs. @ \$6.87*Bu. | -\$57.25 |
| Credit Received Pennfield Grain Exchange 2000Lbs. | -\$140.82 |
| Out Of Pocket Cost Per Ton - You Pay 15th Following Mo. | \$27.85 |

*Grain Exchange Prices are for the Week Of June 27, 1994

PENNFIELD HEIFER FEEDS



1000 lbs. (1/2 ton) Bulk
Delivered To Your Farm

*** MAXIMUM GROWTH PROGRAM***

| | BULK PRICE PER TON | BULK PRICE 50 LBS. |
|-------------------------|-----------------------|-----------------------|
| #502 Elite Calf Starter | \$288.41 | \$7.21 |
| #546 Elite Grower | \$230.88 | \$5.77 |
| #544 Elite Developer #1 | \$322.73 | \$8.07 |

*** ECONOMY and PERFORMANCE***

| | BULK PRICE PER TON | BULK PRICE 50 LBS. |
|------------------------|-----------------------|-----------------------|
| #504 Go-Calf Starter | \$219.38 | \$5.48 |
| #549 Go-Calf Grower | \$195.59 | \$4.89 |
| #545 Go-Calf Developer | \$351.98 | \$8.80 |

1 Ton "Wooden" Bulk Bin \$385.⁰⁰ Delivered (\$32.⁰⁰ Per Mo.)

Bulk Minimum: The minimum bulk delivery is 1 ton per farm - dairy & horse feeds may be combined to meet 1 ton minimum. The above calf feed prices are for the week of June 27th and include a 2½% cash discount paid 15th of the following month.

PENNFIELD CUSTOMER SERVICE DEPT. - OPEN 24 HOURS A DAY
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Quality - Service - Value