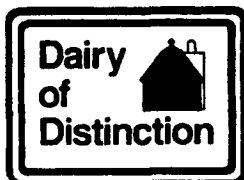


Fountain Hill Farm

Thomas and Iva Lapp family, who operate Fountain Hill Farm in Gap, Lancaster County, insist that it takes "commitment, hard work, and the Lord's presence" to keep the dairy profitable and viable as a Dairy of Distinction. Tom said the operation includes a total of 161 acres, including rented ground, and some crops are sold on the market, including wheat and soybeans. The family cares for 65 milking and 60 young registered Holstein. Latest DHIA rolling herd average is 21,200 pounds of milk, from tiestall to pipeline. A TMR program is administered through a feed company. Tom believes it is important to have relief milking help through "family members working together." Thomas and Iva farm with their children, including Randy, 22, who helps full-time; Ivana, 23, who teaches school; Marvin, 17, a senior in high school; and twins, Krista and Katrina, 9.



Krall Farm

The teamwork between the family and the nutritionist goes a long way to help keeping the Krall Dairy of Distinction profitable, according to Tom Krall. Tom farms along with wife Shirley and family, including Joel, 12, Travis, 10, Marlin, 3 and Louise, 1 in Lebanon, Lebanon County. Tom said they maintain about 120 acres, including 75 acres in minimum tillage. They raise about 80 head of grade Holstein (milking) with about 80 replacement stock. Latest DHIA averages are 24,500 pounds milk, 867f, and 819p. The Kralls use a straight-9 parlor and administer a TMR through a nutritionist. The family moved to the farm in 1987. Tom said the farm hires custom operators to plant and spray, and to haul manure.

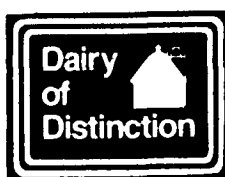


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"Previous digestive problems are what prompted us to try Fertrell's Rumi-cult. The rumi-cult solved the problems! We then joined the Fertrell feeding program and have had no serious vet problems since. This program has been more profitable than any other we've been on."

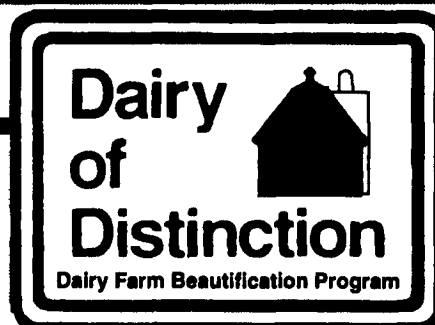
"We started using Fertrell's Rumi-Cult 40 in June of 1987 and have been very happy with the results. Their knowledge about nutrition has helped us immensely. I appreciate the honest straightforward approach to helping us increase and maintain our butterfat. We place a great deal of trust in the knowledge of their nutritionist Dave Mattocks."



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