



**WE WANTED TO KNOW  
SO WE ASKED OUR CUSTOMERS...**

**WHY DO YOU BUY BROWN'S FEEDS?**

*"Had many feed dealers & most satisfied with Brown's service"  
Robert Parkoski, Hackettstown, NJ*

*"You try to help me make a profit, not just sell feed"  
Mike S. Zook, Honey Brook, PA*

**--- HERE ARE THEIR TOP TEN REASONS ---**

*"Brown's is always very concerned about their customers; they will always go out of their way to solve any type of problem that may occur, whether it pertains to herd health, or forage quality, or crop production, or anything else where Brown's might be of some help"  
Dennis Res, Andreas, PA*

*"The summer of '93 I had mycotoxins in my forage. Brown's spent a lot of time & energy helping us through the tough spots. Thanks!"  
Gerald Seibel, Manheim, PA*

10. Calf And Heifer Feeds That Work

*"Easy to understand billing & discount procedures"  
Harry D. Zellers, Weatherly, PA*

9. Feeding Programs That Keep Animals Healthy

*"A company that is constantly striving to do better"  
Eugene S. Martin, Manheim, PA*

8. Brown's Suggests Ways To Solve My Problems

*"The way they fixed my dry cow problems"  
C.H.B. Lykens, PA*

7. Honest, Family Run Company That Cares About Customers

*"If you have a problem, they try to find a solution"  
Samuel Forry, Jr., Rehrersburg, PA*

6. At Brown's You Can Talk To A Trained PhD Nutritionist

*"Honesty"  
Ivan Martin, Jr., Fleetwood, PA*

5. Reasonable Prices and Easy To Understand Terms And Billing

4. SERVICE / SERVICE / SERVICE / SERVICE / SERVICE

3. Brown's Has Consistent Feed Quality That The Livestock Love

2. The Delivery Personnel And Office Staff Are Reliable And Care

1. Brown's Sale Representatives Know And Understand Our Needs

*"How can you go wrong with cost savings, improved production, and delivered to your door?"  
Dennis & Deanna Cunfer, Lehighton, PA*

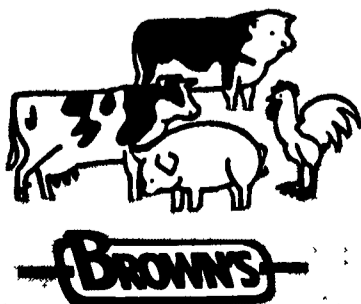
*"When we had a barn fire, Carl Brown and Rich Graff were here and sent a lot of feed free of charge"  
Caleb N. Leid, Fleetwood, PA*

*"Brown's have a family commitment to serving livestock farmers"  
Tom & Dale Smith, Denver, PA*

*"It is pleasing to speak with Dr. Carl & Dr. Walt"  
J. Carl & Doris J. Zander, Quarryville, PA*

*"You can always count on the delivery man no matter the weather."  
Mark Slater, Perkiomenville, PA*

**WHAT ARE YOUR REASONS FOR NOT  
BUYING BROWN'S FEEDS?**



**F.M. BROWN'S SONS, Inc.**

**"MANUFACTURING LIVESTOCK FEEDS SINCE 1871"**

<p>BIRDSBORO, PA IN PA 1-800-362-6455 OUT OF STATE 1-800-367-6455 610-582-2741</p>	<p>FLEETWOOD, PA  610-944-7654</p>	<p>SINKING SPRING, PA SEED DIVISION IN PA 1-800-345-3344 610-678-4567</p>
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