



ANNOUNCING BROWN'S 1998 CUSTOMER MEETINGS:

# TAKING YOUR FARM TO THE 21ST CENTURY

WED. JAN 21ST  
SHADY MAPLE SMORGASBORD

-- 10:00 TILL 3:00 --

THUR. JAN. 22ND.  
LEESPORT FARMERS MKT.

DR. WALTER KENNETT  
Director of Nutrition  
F.M. Brown's Sons, Inc.



## TOPIC: GETTING INTO THE NEXT CENTURY BY OPTIMUM RUMEN CARBOHYDRATE AND PROTEIN NUTRITION TO PRODUCE MILK AND MEAT

Speaker Background: Dr. Kennett is Director of Nutrition for F.M. Brown's Sons, Inc. He earned undergraduate and graduate degrees from the University of New Hampshire and University of Maryland. His work experience includes F.M. Brown's, Inc., Blue Seal, and Director of Dairy Research for a national feed company centered in the mid-west. His background and experience are available to all via Brown's extensive ration balancing and nutritional consulting program. In addition, Dr. Kennett has practical experience working with his son in a partnership that milks 80 cows.

## TOPIC: AMINO ACID BALANCE - MOVING RUMINANT NUTRITION INTO THE 21ST CENTURY

Speaker Background: Dr. Patton's background includes undergraduate and graduate degrees from Penn State and Michigan State, and 16 years experience managing his own dairy herd in Centre Co., PA. He was State Dairy Nutrition Specialist at Michigan State, and has conducted extensive research into amino acid nutrition of dairy cows. He was a technical specialist for Monsanto Ag Co., and Product Manager for Degussa Corp. He currently is a private dairy nutrition and management consultant, and works extensively in the developing dairy industries of Mexico, South Korea, and Costa Rica. Dr. Patton was among the first scientists to recognize in the late 1960's that rumen undegradable methionine had value in common nutritional disorders in fresh dairy cows and has helped to develop the concepts, and guidelines for feeding specific amino acids to high producing cows.

DR. ROBERT PATTON  
Nittany Dairy Nutrition



DR. JACK GARRETT  
Director of Animal Research  
Diamond V Mills



## TOPIC: STIMULATING RUMEN PERFORMANCE DURING PERIODS OF STRESS WITHOUT DRUGS LOOKING AT OLD PRODUCTS WITH A 21ST CENTURY PERSPECTIVE

Speaker Background: Dr. Garrett received his undergraduate and graduate training from Colorado State University and the University of Minnesota. His major research emphasis was in ruminal microbial markers and kinetics of protein utilization in the rumen. He spent several years teaching animal nutrition and conducting extension training for the College of International Agriculture in North Africa. As Director of Animal Research for Diamond V Mills, he is heavily involved in studying rumen fermentation in lactating and dry cows. His recent research is centered on the value of improved rumen function in pre-fresh and lactating dairy cow rations.

Other Speakers will include Dr. Carl Brown, Feed Sales Manager and Chris Teproviich, Seed Sales Manager F.M. Brown's Sons, Inc.

= = = = = COMPANY REPRESENTATIVES WILL BE ON HAND FROM = = = = =

AGRI-ANALYSIS  
BEACHLEY HARDY SEED  
BIO-TECHNIQUES  
CHURCH & DWIGHT

DEGUSSA CORP.  
HOECHST ROUSSEL VET  
HOFFMAN-LA ROCHE

DIAMOND V MILLS  
MILK SPECIALTIES  
PRINCE AGRI-PRODUCTS

SEEDWAY  
SOY-PLUS  
ZINPRO  
ZOOK MOLASSES

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

"MANUFACTURING LIVESTOCK FEEDS SINCE 1871"

PHILADELPHIA, PA  
OUR OFFICE IS AT 2007 4TH ST  
PHILADELPHIA, PA 19103  
610-426-2741

FLEETWOOD, PA  
610-944-7654

SINKING SPRING, PA  
IN PA 1-800-362-6455  
610-678-4567