



**Purina Mills, Inc.**

# DAIRY FINANCIAL And EXPANSION SERVICES

If you believe in the "Managing Change" and are considering "Right Sizing" your dairy, Purina can help you meet your goals, not just maximize the amount of money you borrow.

For example, consider our:

## Feasibility & Project Frame-up Service

- Helps determine if expansion is for you.
- Onsite detailed review of areas critical to the success of your specific expansion.
- Support in framing up the expansion project that is right for you.

## Dairy Financial Projection Model

- Detailed Evaluation Tool - Helps quantify key information to help you better understand your current financial position.
- Planning Tool - It helps you work through areas critical to planning and staging your personalized growth and improvement plan.
  - Parlor Sizing, Cow Flow, Feed Usage
  - Loan Packages/Structuring
  - Financials (cash flow, equity requirements, etc.)
- Sensitivity Analysis - Looks at the effect of critical factors on cash flow (e.g., Milk Price and Production Level, Cost of Feedstuffs, Culling Rate, Purchase Price of Cattle).
- Budgeting - Develops 7 year projections for existing and/or new dairies that reflect realistic cow flow, seasonal variation in milk production, etc.

**To Learn More About Purina's Dairy Expansion Services And How We Can Work For You, Contact Your Purina Representative Or Call Us At 717-737-4581 Ext. 218**

## Dairying Is Our Business

**"Helps you and your lender sleep better at night"**

**ANTHONY'S FEED MILL**  
PO Box 212  
Strausstown, PA 19559  
610-488-6211

**OLEY VALLEY FEED**  
RD 2 - Box 271A Oley, PA  
610-987-3568

**WELLCO FEED**  
RR 2, Box 1-A  
Wyalusing, PA 18853  
1-800-326-9651  
717-746-3442

**BEDFORD FARM BUREAU**  
Bedford, PA 814-623-6194  
Everett, PA 814-652-2313  
New Enterprise, PA 814-766-3328

**FARMER'S UNION CO-OP**  
30 East Walters Avenue  
Greencastle, PA 17225  
717-597-3191

**FARM CREST FEEDS**  
Lititz, PA  
717-626-0331  
800-432-3040

**WILLIAM GOWER & SON**  
Rt 1, Box 50  
Williamsport, MD 21795  
301-582-2818

**FRANKLIN FEED & SUPPLY**  
1977 Philadelphia Ave  
Chambersburg, PA  
717-264-6148

**FRANKLIN FEED & SUPPLY**  
5458 Cedar St  
Williamson, PA 17270  
717-369-3724

**UMBERGER'S MILL**  
R D #4 - Box #545  
Lebanon, PA 17042  
717-867-5161

**MARTIN'S FEED & FERTILIZER, INC.**  
Coburn, PA 16832  
814-349-8787

**BERLIN MILLING**  
RD #1 - Box 88  
Berlin, PA 15530  
814-267-4124

**BROOKLAND MILLS, INC.**  
McVeytown, PA 17051  
717-899-6772

**CHECK-R-BOARD**  
239 W Main St  
Knoxville, PA 16928  
814-326-4178

**GERMANVILLE FEED & FARM SUPPLY, INC.**  
17130 Bake Oven Rd  
Germanville, PA 18053  
610-767-9650

**RITTER FEEDS**  
PO Box 306 - LR 3008  
Paxtonville, PA 17861  
570-837-3606

**FARM & RANCH SUPPLY**  
Warriors Mark PA 814-632-6834

**HIGH BROS. MILL**  
441 Centerville Road  
Gordonville, PA 17529  
717-354-0301

**FARM CHOICE, INC.**  
297 Chesapeake Avenue  
Harrisonburg, VA 22801  
540-434-4601

**EAST GATE SEED & GRAIN**  
Reedsville, PA  
717-667-6656

**K & K FEED, INC.**  
23 N Park Street  
Richland PA 17087  
717-866-2324

**H.C. SUMMERS, INC.**  
4002 Jefferson Pike  
Jefferson, MD  
301-473-8300

**R D BOWMAN & SONS, INC.**  
Englar Rd  
Westminster, MD 21157  
410-848-3733

**HESS MILLS**  
Paradise, PA 17562  
717-442-4183 1-800-635-3592  
Unionville, PA 19375  
610-347-2377

**WOODSTOWN ICE & COAL CO., INC.**  
50 East Grant Street  
Woodstown, NJ 08098  
609-769-0069

**NORTH GLADE FEED & SUPPLY**  
12435-A Woodsboro Pike  
Keymar, MD 21757  
301-898-3414

**KREIDER'S MILL, INC.**  
PO Box 146  
Loysville, PA 17047  
1-800-789-MILL(6455) 717-789-3535