

Clifton, Idaho
May 20, 1967

Mr. Roy Madsen
General Distributor
276 East 9th South
Salt Lake City, Utah

Dear Mr. Madsen:

After talking to Mr. Grant Neff the 15th of February, we have had a great many satisfying results from using Perma-Guard dust and Fossil Shell Flour.

We have known Mr. Neff for many years, so was very fortunate to hear the Perma-Guard story from him. There have been so many salesmen for different products, always proclaiming how good each ones product is. More often than not we just won't take the time to even listen to a lot of sales talk. If people could only see the results we have had, they wouldn't hesitate to listen to the distributors story and use Perma-Guard for every insect problem they have ever had.

We first started to feed Fossil Flour the 1st of March. Starting with a 25 lb. box. We milk 22 holstein cows. Knowing that 25 lbs. wouldn't feed the whole herd for very long we chose 6 cows as our test animals. We fed 1 cup full twice a day, but the cows didn't eat it very good. Mr. Neff came by and said one-half cup per cow once a day was plenty. The cows were getting too much, that's why they didn't eat it up. After two or three days the cows that were getting the Fossil Shell Flour really started to like it. They would lick the bottom of the grain box clean.

All our cows were just loaded with grubs in their backs. Often times called warbles. After feeding the Fossil Flour about three weeks these grubs started to shrink and disappear. We are feeding the whole herd now and none of our cows have any grubs left. Their hair is so shiny and eyes bright. Our bull and young heifers have not had any Fossil Flour and they are just loaded with grubs and don't have this slick shiny appearance. I'd never believed manure could be without foul odor, but cows fed this product just don't have any bad odor.

Next, our son is raising pigs for his F.F.A. project. He took two out of a litter of seven and put them in another pen. He has been feeding these 2 pigs 4 ounces a piece every day. The rest of the litter and the sow has not had any Fossil Flour. They have rooted and just about torn the whole pen apart, but these 2 project pigs have never rooted or chewed the trough at all. Even the bedding straw is just as straight and nice. They are also substantially larger than the rest of the pigs from the same litter.

Earwigs are a very hardy bug and hard to kill. Perma-Guard garden dust will really kill them, and takes care of flies, box elder bugs and any other bugs that are such a bother around the home.

I intend using Perma-Guard dust on this years crops and garden. Also fruit trees. We are really sold on Perma-Guard and Fossil Shell Flour. Thanks a million for introducing a product that will kill bugs without poison and no worry.

Very truly yours,

Art and Myrtle Wardell

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