

February 10, 1967

Mr. Wally Tharp
Perma-Guard Corporation
Phoenix, Arizona

Dear Mr. Tharp:

I began using your Perma-Guard products just about two years ago and feel I can now give you some statements regarding the results.

We feed Fossil Shell Flour in the amount of two heaping table-spoonsful per animal per day, as that seems to be the amount the cows will clean up.

The general health and appearance of our animals has improved greatly. One of the most noticeable differences has been in the lack of vet bills. We have had a vet out, just once, when one cow had 'milk fever.' Prior to using Fossil Flour it seems we had them out very often, and my records will show that.

My neighbors are still having their troubles, especially at calving time. One neighbor has lost over half of his calf crop during the past year, and has several barren cows. I suggest you call on them for their own benefit.

All of our milk used to go to commercial dairies, but local customers like the quality of our milk so well, we now sell all of it right here on the premises, giving us a higher profit.

Warbles from the heel flies have Always been a big problem with our herd, but no more. Last year only one or two cows had a few. Apparently Fossil Shell Flour breaks the life cycle.

Though we give our lots only normal care, we have practically no manure odor, and visitors remark on the lack of flies. Since Fossil Flour stops most of the hatch, we dust only once or twice a week with Basic Perma-Guard in which we mixed 10% of Pet Powder. We use no other insecticide.

As a dairyman, I take great pride in producing the best milk I can, and by that I mean with no chemical residues. Perma-Guard products make that possible.

Have also dusted my elm trees with Basic to completely stop the elm beetle, which has done great damage to my neighbors' trees, while mine have had no damage.

Very Sincerely,

Delmar D. Goodson
Delmar D. Goodson
Star Route Box 9-A
Belen, New Mexico

505-864-4178

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