

March 28, 1963

Mr. Neil A. Clark, President
Life-Guard Products, a Division of
Phoenix Gems, Inc.
1701 East Elwood Street
Phoenix 40, Arizona

Dear Mr. Clark:

Approximately 18 months ago, we began feeding PERMA-GUARD free choice to our herd of pure bred Jerseys. Primarily, this was fed to discourage the cows from licking the earth, thereby creating holes in the corrals. Of course, the cows have free choice of salt, and at different times, several varieties of minerals have been fed, but always they seem to lack an element they apparently found in the soil.

Within a few days after PERMA-GUARD was fed, they stopped licking the soil completely. Again, the lacking element was apparently found in PERMA-GUARD. We were, therefore, satisfied with the achievement of the product.

After feeding it continuously, we found that the average production of milk and butterfat per cow was increased. If you will notice by the enclosed photostated copies of our official D.H.I.A. records of our monthly herd summaries, there was an annual average increase of 73.9 pounds of butterfat per cow, and 1413 pounds of milk, comparing fiscal years 1960-61 to 1961-62. This is a 15% average increase in butterfat per cow, and a 15+% average increase in milk per cow.

We do not pretend to give all the credit to PERMA-GUARD, because as you are well aware, there are a multitude of situations that effects the production of cows. We did cull, as you can see by the records. We raised all of our own replacements. However, we fed the same grain, the same type of roughage, the same management with the same milkers. The encouraging situation is that for the first six months of 1962-63, our rate of increase over the previous year is approximately 12%. Could this increase be due to an element formerly missing from their diet and found in PERMA-GUARD? This we do know; PERMA-GUARD does stop the cows from licking the soil.

Another peculiarity observed during the feeding of PERMA-GUARD was the lack of flies during fly season. In 1962, other than commercial fly spraying at the calf pens, the only control was the use of pyrethrum spray in the milk house and barn. During September, we checked two corrals. Number one was a pen of heifers under a year old that had not been fed PERMA-GUARD, and the second one was a pen of heifers twelve to fifteen months of age that had been fed PERMA-GUARD. In pen number one, when we dug into the soil, there was a multitude of fly larvae in a shovel full. In pen two, there was one larvae in a similar shovel full, dug in similar soil conditions.

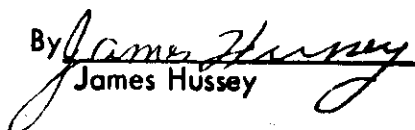
The thought that occurred was: Will the PERMA-GUARD fed to the cows pass through the manure and kill the eggs or larvae before they hatch?

With this thought in mind, this year, due to freshly scraped corrals, we are first dusting 50 pounds of PERMA-GUARD per 4300 square feet of corral space. Then harrowing the corrals thoroughly to make sure it is worked into the fertilizer. We believe that by first dusting with PERMA-GUARD on the scraped corrals that it will contain the fly problem until such time as a sufficient quantity of PERMA-GUARD can pass through the manure to take over the job effectively. The only other fly control that we will practice will be the use of pyrethrum in the milk house and milk barn.

I wanted to bring you up to date on the work that PERMA-GUARD apparently has been doing for us, and the experimental work that we have planned to do this year.

Very truly yours,

HUSSEY FARMS

By 
James Hussey