

Gulf Farm  
1181 Savoy Road  
Cheshire, Ma.01225  
413-743-5761

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To whom it may concern:

The purpose of this letter is to share with you my experiences with Phil Trowbridge of Trowbridge Angus in Ghent, N.Y.

I started buying my bulls from Phil in 1996, since that time I have purchased many bulls from Phil because I needed to have three good sound bulls during each breeding season, unfortunately, during these years I have had two bulls that needed to be replaced because of unforeseen reasons. The first was in the fall of 1997. As this is the time of the year that all my bulls are put together in one grazing area. During their fighting to see who the boss was my newly acquired bull had his rear leg broken. I called Phil for advice as I did not know what to do with the situation. Phil's advice was "ship the bull to the market and let me know what the difference was from the purchased price". I did call Phil with the amount of loss that I had, and received the difference. That is what I call "100% guarantee". The second was in June of 1999. As I was fifty days into my breeding cycle of my first calf heifers, I noticed three heifers were in heat the same day. This was a big red flag as they should have been bread by this time. Again, I called Phil for advice and told him of my concern. Within a couple of hours Phil was in my yard with another bull to use for the breeding season and an A.I. tank to breed these three animals immediately. Unknown to anyone my newly purchased bull had a birth defect that did not allow him to do his job and Phil refunded my money immediately with no hassle. Again, that is what I call "100% guarantee".

Phil's honesty is another big plus when you are buying bulls from him. Whenever you ask him a question, the answer will be one hundred percent honesty, even if the answer is not favorable to his sale.

Phil does not stop with just guaranteeing his bulls. Over the years he has helped me market my calves, worked to teach me how to grade my animals and made many financial suggestions to improve my operation.

In closing, give me a call or visit my farm and I will be more than happy to show you what Trowbridge Angus genetics and guidance has done for me.

Sincerely,

  
Edwin H. Clairmont