

AGWAY



Jesse and Jerry Thompson won County honors for 1971 when their herd came through with a record of 16,568 pounds of milk and 628 pounds of fat.

“When Jim talks ideas, we listen . . . because we know he’s really talking profits.”

Jesse and Jerry Thompson, a father-and-son team, farm 165 acres in Huntingdon County, Pa. With just 80 tillable acres, they produce enough forage to support a milking herd of 80 holsteins.

They attribute much of their success to Jim O’Bryan, who is their Agway Dairy Enterprise Salesman. In Jesse’s words:

Jim O’Bryan, Agway Dairy Enterprise Salesman, is a familiar sight on the Thompson farm



“Working with Agway and listening to Jim has helped us go from 12,000 lbs. to 16,568 in the last four years . . . and from 450 to 628 lbs. of butterfat.”

“Jim is probably the most important member of our management team,” adds Jerry. “He has a great knack for coming in and evaluating what you have to work with . . . and then working with you to make the most of it. But I guess that’s what Agway Dairy Enterprise is all about.”

“For instance,” explains Jesse, “to support our 80 cows, we used to rent 90 tillable acres in addition to our own 80. But with the new forage program Jim helped us work out, we don’t need to rent anymore. So we’re now milking the same 80 cows on half the acreage—80 cows on 80 acres.”

“What’s Jim’s biggest contribution to our operation?” asks Jerry. “I’d have to say it was getting us on the Agway Total Dairy Ration Program. But there are many other things . . . like crops management.

“One thing I do know is that we’re now producing a lot more milk with a lot less labor on a lot less land.”

If you’d like to strengthen your farm management team with someone like Jim O’Bryan, just call your Agway Dairy Enterprise Salesman. Any time. You’ll find he has some good ideas which can mean profit for you.

G & G FEED & SUPPLY
Manheim
665-5001

HENRY B. HOOVER, INC.
Ephrata
733-6593

LANCASTER STORE
394-0541

NEW HOLLAND STORE
354-2146

SALUNGA STORE
898-2248

M. M. GOOD & SON
Gordonville
768-3781

ELIZABETHTOWN STORE
Wilson Street
367-5430

WILLOW STREET STORE
464-3521

QUARRYVILLE STORE
786-2126