

Regional Stars In Agribusiness, Farming

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began working for Stauffers, a nursery retail store. Martin credits this experience with kindling his interest in horticulture.

Just after graduating from Garden Spot High School in 1989, Martin began working for Manny's Tree Service where he quickly learned the ropes. As the tree service business began to grow, Martin became more than an employee, he became part-owner. Early in 1991, Manny's Tree Service became Two in a Tree, with Martin's name listed as a limited partner.

As demand for their services increased, so, too, did the need for equipment. Martin decided to take a sizable risk and invested in more chain saws, a dump truck, a brush chipper, and a stump grinder.

Martin said, "The brush chipper provides an excellent means of utilizing branches and brush as well as eliminating the extra work involved in hauling those materials away. Plus, I can sell the mulch."

Part of Martin's success can be credited to the emphasis he places on customer service. "Good customer relations is essential in repeat business. There is no better advertisement than a satisfied customer," said Martin. "I've learned to try and see things through their eyes, therefore providing a service that makes the customer happy."

Clifford Day, Grassland FFA chapter advisor, said Martin's work ethic also played a big role. "Jeff has tremendous drive and initiative. He's a young man who is not afraid to try anything.

Through his leadership as chapter president, he has exhibited the qualities necessary for success.

Martin gives credit to FFA for opening his eyes. He says being involved in the organization gave him a chance to dream, set goals, and realize the many opportunities available in agriculture. "As I look back, the training I obtained in FFA and in my agriculture classes has combined to serve me well," said Martin.

Martin, the son of John and Marilyn Martin of East Earl, Pa., hopes to eventually operate his own tree service business.

Wells Southern Region Star
Chad Wells, McMinnville, Tenn., started helping his neighbor with a nursery and orchard business when he was 12 years old. When he was age 16, he began growing his own nursery

stock and started a small landscaping service. Today, at age 21, he is the owner and operator of Middle Tennessee Landscaping and Nursery. For his efforts and accomplishments, the National FFA Organization named Wells the 1992 Southern Region Star in Agribusiness.

Wells' business employs five people and provides landscaping services for individuals, shopping centers, and industrial parks. He has expanded his customer base to serve landscaping needs throughout Tennessee.

Wells, a 1989 graduate of Warren County High School, recently purchased 25 acres to further expand his operation. He's already constructed a 30'x40' packing barn for plant storage and plans to build ten additional

greenhouses. He already grows some of the plants he uses. "With this new acquisition, I will be able to produce more and more of the landscaping plants I need," he said.

Russell Watson, Warren County FFA advisor, said, "Chad's success can be attributed to his strong character and work ethic. He is an asset to his chapter and school because of his leadership and involvement in many activities," Watson said.

Wells believes customer satisfaction is the key to his business. "Pleased customers will recommend you to prospective customers. About 50 percent of my business comes from referrals from happy customers," he said.

Wells says his involvement in
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