

PURINA PROFILE

The Farmer's Union Cooperative located on the western edge of the boro of Greencastle has a history as a milk creamery back to 1938. But that changed to a Purina dealership in the early '70's and became aggressive in sales in 1981 when Dave Forrester became general manager. Today, the business has 11 employees that include two nutritional consultants who help farmers to formulate feed rations and help them with many other management inputs for their operations.

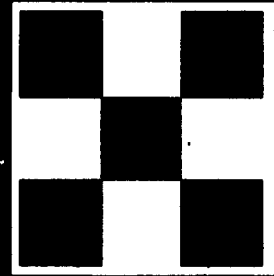
The mill sits on seven acres of land and has a 4000,000 bushel storage capacity for farmers to use as a "grain bank" to store their homegrown beans, corn, and other grains until they are needed to be mixed into their feed rations. The operation has the capacity to roast beans, and 191,000 bushels of beans were taken in for farmers this year.

One of the major advantages of this operation is that it is large enough to serve the needs of farmers with growing herds and flocks while small enough to know each farmer's name. they serve an area within 15 miles radius of Greencastle.

Forrester believes Purina dealers have the advantage because of the large amount of training given by the company and the leading-edge products the company offers.



Dave Forrester shows an aerial photograph of the Farmer's Union Cooperative mill. The mill is located on seven acres along the western edge of the boro of Greencastle.



OLD VALLEY
 215-347-3382

HESS MILLS
 P.O. Box 12502
 717-442-4183
 717-789-3301
 Unionville, PA 19375
 215-347-2377

EDDIE MORAN
 R.D. #1 Box 320
 Jeffersonville, N.Y. 12748
 914-482-4199

UMBERGER'S MILL
 R.D. #4 - Box #545
 Lebanon, PA 17042
 717-867-5161

FRANKLIN FEED & SUPPLY
 1977 Philadelphia Ave.
 Chambersburg, PA
 717-264-6148

DETRICH ELEVATOR, INC.
 5458 Cedar St.
 Williamson, PA 17270
 717-369-3724

K & K FEED, INC.
 28 N. Park Street
 Richland, PA 17087
 717-866-2394

ANTHONY'S FEED MILL
 P.O. Box 212
 Strausstown, PA 19559
 215-488-8211

FARMER'S UNION CO-OP
 30 East Walters Avenue
 Greencastle, PA 17225
 717-597-3191

BEDFORD FARM BUREAU
 Bedford, PA 814-623-6194
 Everett, PA 814-652-2313
 New Enterprise, PA
 814-766-3328

KREIDER'S MILL, INC.
 P.O. Box 148
 Loyville, PA 17047
 717-790-3838

CHECK-R-BOARD
 239 W. Main St.
 Knoxville, PA 18928
 814-326-4178

HIGH BROS. MILL
 441 Centerville Road
 Gordonville, PA 17529
 717-354-0301

H.C. SUMMERS, INC.
 4002 Jefferson Pike
 Jefferson, MD
 301-473-8300

MELVIN WHEELER
 Moscow, PA 17844
 717-849-9271

MARTIN'S FEED & FERTILIZER, INC.
 Coburn, PA 16832
 814-349-8787

DRAFT FEED & SUPPLY
 Jon Almarode
 PO Box 621, Rt. 340
 Sturarts Draft, VA 24477
 703-337-0408

NISSLEY FEED CENTER
 Mill Rd., Box 377
 Morgantown, PA 19543
 215-286-9029