

PURINA PROFILE

Detrich Elevator, Inc., is located on four acres of ground on the northern edge of town of Williamson. George Detrich started the operation, and records show that this became a Purina dealership at least as early as 1947. But it could have been earlier. Detrich was later joined by Parker Barnes, and in 1958 Barnes bought the business, keeping the Detrich name because it was known in the community. In 1985, Parker's sons and a daughter took over the business. These owners continue today. They are Barry Barnes, manager; Dorothy Cullison; Richard Barnes, and Robert Barnes. Barry has two sons, Mark and Andy, and a daughter-in-law Amy that work in the business to make the operation a real family affair.

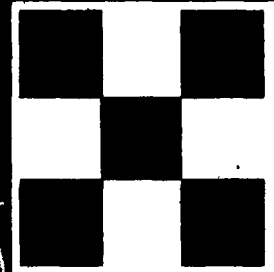
The operation serves farmers as far as Mercersburg and some in Fulton County. One of the major services to farmers is their free storage of corn, beans, wheat, and oats for customers who want their home-grown grains mixed in to feed rations.

Farm herds are becoming larger, and this takes more feed. In addition, increased production has caused many farmers to rely on the feed salesman for information to help manage the herd. Barry Barnes said the older farmers didn't want to have anything to do with salesmen, but today's farmers rely on them to help manage the herd. He said things have changed so much that farmers really need to have someone to help them keep after the cows. Andy is the feed consultant that helps farmers do this.

"We have always been with Purina, and our customers have good results", Barnes said. "Purina is a good source of feed."



Gathered around the computer that is the center of new feed formulations for Detrich's customers are from left, Richard Barnes, Mark Barnes; Dorothy Cullison, Barry Barnes, and Amy Barnes, seated.



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MARTIN'S FEED & FERTILIZER, INC.
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