

PURINA PROFILE

FRANKLIN FEED & SUPPLY



The Franklin Feed and Supply dealership serves a 35 mile area around Chambersburg with Purina products. In the photo is Ernest Frank, left, who retired April 30, and Sam Miller, general manager. Bottom: Sam Miller, general manager, seated, is in conference with farm consultants John Nimmon, left, and John Sempowski.

If you have visited Franklin Feed and Supply near Chambersburg lately, you know the company has just enlarged the facilities at the feed mill to accommodate the growing business with an additional 800 square feet of office and show room space.

This latest expansion continues the progression that started in 1965 when a group of local farmers and businesspersons purchased Walker Bros. to continue the Purina dealership in the area. In 1974, the business was moved from Hood Street to its present location along route 11 at 1977 Philadelphia Ave.

In 1987, the two major enterprises were divided into the pet and hardware retail store at the front of the property and the feed mill and farm service area to the rear.

Today, 80 stockholders form the backbone of the growing business. Sam Miller is general manager and John Nimmon and John Sempowski are the farm consultants.

Of course, custom formulated dairy rations using Purina high performance concentrates are a specialty. Servicing a 35 mile wide area, the mill has a 294,000 bin capacity to handle grain storage.

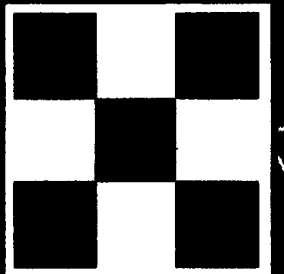
The two farm consultants handle on-farm ration formulation and 28 employees with 10 trucks work to make good service a major part of what they offer to customers.

Another trademark of the business is the personal touch. If you need large tonnage delivered to your farm, you can get it from Franklin Feed and Supply. But 50 pounds of grain mix for three little lambs is not too small of an order.

"We are fortunate to have a good customer base that is easy to deal with," Frank said. "Some of the best people are in the farming community. We are serving the second and third generation of farmers in this area. And business principles have not really changed. If you give people service and treat them right, that's the main thing."

"For us it has always been Purina. They have always been able to assist us and stand behind us in the changing agricultural scene. Purina keeps us up to date with new programs, products, and ideas. They are big on research, too."

"The major thing we would say to our customers is 'thank you!' Without customers, you have no business."



EDDIE MORAN
R.D. #1 Box 320
Jeffersonville, N.Y. 12748
914-482-4188

UMBERGER'S MILL
R.D. #4 - Box #545
Lebanon, PA 17042
717-667-5161

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

BEDFORD FARM BUREAU
Bedford, PA 814-623-6194
Everett, PA 814-682-2313
New Enterprises, PA
814-766-3328
Warriors Mark, PA
814-632-6634

OLEY VALLEY FEED
RD2 - Box 271A
Oley, PA
610-987-3568

HESS MILLS
Paradise, PA 17562
717-442-4183
1-800-635-3592
Unionville, PA 19375
610-347-2377

WALKER'S FEED MILL
R.D. #2 Box 228
Chambersburg, PA 17002
717-264-6221

FARMER'S UNION CO-OP
50 East Walker Avenue
Shenandoah, PA 17882
717-667-3181

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

STEVENS FEED MILL
Stevens, PA
717-338-2150

GERMANVILLE FEED & FARM SUPPLY, INC.
17130 Bake Oven Rd.
Germanville, PA 18053
610-767-9650

WOODSTOWN ICE & COAL CO., INC.
50 East Grant Street
Woodstown, NJ 08098
609-769-0069

K & K FEED, INC.
23 N. Park Street
Richland, PA 17087
717-866-2324

WALKER BROS.
100 N. Main St.
Harrisville, PA 17033
717-264-4177

DECK & BEARD
100 N. Main St.
Harrisville, PA 17033
717-264-4177

HIGH BROS. MILL
441 Centerville Road
Gordonville, PA 17529
717-684-0001

H.C. SUMMERS, INC.
4002 Jefferson Pike
Jefferson, MD
301-473-8800

WELLCO FEED
RR 2, Box 1-A
Wyakung, PA 18658
1-800-328-8851
717-746-3442

NORTH GLADE FEED & SUPPLY
12435-A Woodboro Pike
Keymar, MD 21757
301-898-3414

FARM CREST FEEDS
Litz, PA
717-626-0331
800-432-3040

WALKER BROS.
100 N. Main St.
Harrisville, PA 17033
717-264-4177

WALKER BROS.
100 N. Main St.
Harrisville, PA 17033
717-264-4177

MARTIN'S FEED & FERTILIZER, INC.
Pottsville, PA 18606
610-346-6787

DRAFT FEED & SUPPLY
100 N. Main St.
Harrisville, PA 17033
717-264-4177

NISSLEY FEED CENTER
MH Rd., Box 277
Morgantown, PA 17053
610-386-9029

BROOKLAND MILLS, INC.
McVeytown, PA 17051
717-869-6772

R D BOWMAN & SONS, INC.
Englar Rd.
Westminster, MD 21157
301-848-3733

J.B. FEEDS
Berrysburg, PA 17005
717-362-CHOW