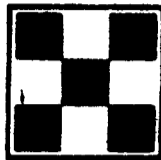


PURINA PROFILE

HESS MILLS



PURINA CHOWS

One of the oldest Purina dealerships east of the Mississippi River is Hess' Mill, Paradise. John (Jack) Hess II, owner, has lived and breathed Purina all of his 68 years. In fact, he likes to tell the story that his mother said he went to Purina meetings before he was born.

The mill located just under the railroad bridge on South Vintage Road was purchased by the Hess family in 1927. But they owned other Purina Mills before that time. Back when farmers went to the local mill, Jack had four locations. But now the family operation is run from the home mill and a feed store at Unionville, in Chester County that features horse feeds and is managed by son John Hess III, the fourth generation family Purina dealer.

Hess Mills has third generation customers and among their more than 40 workers, they have third generation employees too.

Today their main customer business is dairy. They have five consultants on the road to help farmers formulate their dairy feeds with Purina concentrates and home grains. Or customers may buy ready-made feeds from the mill. They have a large customer base of Amish farmers.

To be successful, Jack says you need to give good service and have a good product. Purina does extensive research to support customer needs.

The Purina Company has an awards program called the Chow Honor Council. Dealerships that meet certain standards are honored with special incentives. Jack Hess has been named for this award 29 times out of the last 36 years the program has been offered.



John (Jack) Hess II, has spent a lifetime as a Purina dealer. Hess Mills located on South Vintage Road has been in the family since 1927. Jack Hess, owner, talks with Dale Herr, one of his bulk feed truck drivers.

Even though Jack has spent a lifetime in the Purina feed business, he is not ready to retire. "This is a good area to work in," Jack said. "We have a good customer base and I have lost very little money from bad debts. When one member of a family is our customer, often other family members on other farms become our customers too. I have always said that I want to work until I'm eighty. As that time gets closer, I keep thinking about extending that retirement goal out a little further."

OLEY VALLEY FEED

RD 2 - Box 271A
Oley, PA
610-967-3908

HESS MILLS

Paradise, PA 17562
717-442-4188
1-800-635-3692
Unionville, PA 16875
610-347-2377

EDDIE MORAN

R.D. #1 Box 781
Jeffersonville, N.Y. 12748
914-482-5302

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 814-652-2313
New Enterprise, PA
814-766-3328
Warriors Mark, PA
814-632-6834

WOODSTOWN ICE & COAL CO., INC.

30 East Grant Street
Woodstown, NJ 08098
608-749-0099

K & K FEED, INC.

29 N. Park Street
Richland, PA 17087
717-998-2324

ANTHONY'S FEED MILL

P.O. Box 212
Strawtown, PA 16859
810-488-8211

FARMER'S UNION CO-OP

30 East Walters Avenue
Greencastle, PA 17225
717-597-3191

DETRICH ELEVATOR, INC.

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

STEVENS FEED MILL

Stevens, PA
717-336-2150

NORTH GLADE FEED

12435A Westport Road
Keymer, PA 17037
301-688-8214

FARM CREST FEED

Litz, PA
717-626-0331
800-432-3040

KREIDER'S MILL, INC.

P.O. Box 145
Loyersville, PA 17047
1-800-788-MILL(6465)
717-789-3535

CHECK-R-BOARD

239 W. Main St.
Knoxville, PA 16928
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

WILLIAM GOVERN, SON

P.O. Box 210
Morgantown, PA 17053
717-266-5111

MARTIN'S FEED & FERTILIZER, INC.

Coburn, PA 16838
814-348-8787

DRAFT FEED & SUPPLY

Jon Almarode
PO Box 821, Rt. 840
Sturats Draft, VA 24477
703-397-0408

NISSLEY FEED CENTER

Mill Rd., Box 377
Morgantown, PA 17053
610-286-9029