

Addison County Chamber of Commerce

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MEDIA ADVISORY

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FOR IMMEDIATE RELEASE

Huestis Farm Supply named ACCOC October 2007 Business of the Month

Middlebury, VT -- Darcy Tarte, Chair of the Addison County Chamber of Commerce's Publicity and Promotions Committee is pleased to announce that the October Business of the Month is Huestis Farm Supply located in Bridport.

Huestis Farm Supply is owned and operated by Richard Huestis, who took over the business from his parents in 1986. Dan and Eleanor Huestis retired from dairy farming when their older son took over the home farm. They moved to the present location on Crown Point Road, which was then part of the farm, and built a warehouse in 1970 so Dan could store the Winpower brand, power-take-off driven (PTO) generators and UBO cow & Safe-T-Rest mats that he was selling.

A while later, Badger Farm Equipment changed from marketing through distributors to direct dealer sales and talked Dan into becoming a Badger dealer – the first piece of equipment he sold for them was a silo unloader. At this time they hired their first employee to service and help sell the equipment, while Dan did sales and Eleanor did the bookkeeping.

In 1974, Dan and Eleanor joined the American Hardware coop and started a hardware store in addition to their farm equipment sales and service. In 1975 they built another warehouse in the back of the main building -- for the generators and mats and other 'stuff'. Richard served in the United States Air Force, and then attended the University of Vermont from 1970-1973, and worked at the family business during the summer of 1973 before leaving for Japan. He studied Japanese at Waseda University, where he met his spouse, and then worked in Tokyo for several years. Near the end of his time there, Dan called and asked him to come help with the business. Richard decided to give it a try, and he and his wife and young daughter moved to Vermont in April of 1981. Dan and Eleanor retired from the business on December 1, 1986.

Richard's busiest time of the year is spring thru fall, during crop planting and harvesting, and when the weather and seasons change. He has one full-time employee who has worked for him for the past 20 years, and occasionally hires part-time help to assist during busy times.

In terms of future plans for Huestis Farm Supply, retirement for Richard will have to wait. Increased milk prices have had a positive trickle down effect and Huestis Farm Supply is seeing some results. Farmers are now a bit more willing to replace equipment they have desperately needed but have not been able to afford until now. The future looks brighter -- if milk prices stay at current levels and do not drop dramatically.

The Addison County Chamber of Commerce is proud to have Huestis Farm Supply as members and congratulates them on being chosen as the October Businesses of the Month!

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