



Kish Customer Profile

East Gate Feed & Grain



Ed Bridgens (L) and Marvin Kolb of East Gate Feed and Grain

Farming has always been crucial to the Central Pennsylvania economy. East Gate Feed & Grain LLC, located in Reedsville, Pa., was founded in 1997 to meet the nutritional needs of local dairy producers and animal owners. All five founding members had significant interests in the animal feed business. Most significantly, Ed Bridgens, one of the founding members, transitioned two existing feed businesses – Belleville Flour Mills and Reedsville Milling Co. – into the new enterprise.

East Gate primarily markets to dairy producers in Centre, Mifflin, Huntingdon, and Juniata Counties. They have three dairy nutritionists on staff and also work with private nutritionists, as requested by customers. Their motto is "Customer service through teamwork."

According to Marvin Kolb, General Manager, "Agriculture is about relationships, service and repeat business. You get to know your customers and you have to earn their trust, every day. That's the kind of relationship we have with Kish Bank, too."

East Gate's employees have extensive feed and farm experience. The computerized feed mill helps assure that customers receive high quality, consistent nutritional products. Route truck delivery of dairy products throughout the market place has become a popular service.

The relationship that has developed between Purina Mills and East Gate has helped to provide a wider variety of products and services to customers. On-farm services to dairy producers include herd performance reviews, ration formulation, forage analysis and herd-health monitoring.

Over the past three years, Traci Yoder, East Gate's Retail Manager, has developed a very nice specialty store business that focuses on serving the needs of companion animal and equine owners. She is very helpful with 4-H and FFA related animal projects, gives horse riding lessons and is making a positive difference for animal owners in Mifflin County.

"A successful feed and grain business requires a significant investment of capital to get started," explains Kish Bank Executive VP, Jim Shilling. "But we know that agriculture is a key component of our local economy and investing in companies like East Gate is vital."

continued on back





Bridgens (Partner, Production Manager and Buyer at East Gate), notes that Shilling helped set up the business financing from the start. "Shilling and the Kish team learned about our company plans and strategy," commented Bridgens. "They saw that we understood the feed business, especially customers, then provided the financial support needed to build a solid, profitable company."

"Now that we're over the initial start-up hump and our operations are running well, other banks are courting our business," remarked Kolb. "But Kish doesn't take us for granted." Kolb further relates how Kish VP Information Technology Manager Chris Kelly recently explained, in detail, how Kish's expanded Internet banking services could further streamline operations for East Gate.

In addition to banking services, East Gate also uses the insurance services of Kish Agency, a subsidiary of Kish Bank. In 2001 and 2002, the East Gate facilities experienced separate fires resulting in significant damage to machinery and facilities. "Any insurance

"Now that we're over the initial start-up hump and our operations are running well, other banks are courting our business, but Kish doesn't take us for granted."

company is happy to take your premiums," remarked Bridgens. "But Jeff Wilson and his insurance team got our claims paid quickly. They were there when we needed them so we could make repairs and resume operations. That's the kind of business partner we've come to know in Kish Bank."

East Gate Feed & Grain, LLC is located at 141 Three Cent Lane, Reedsville, PA 17084. (717) 667-6556

Kish Bank has locations in Mifflin, Huntingdon, and Centre Counties. Please call 888-554-4748 to talk to your Business Banker or Commercial Relationship Manager.

