

Prepared for Every Season at Achille Agway

BY PAULA SIENNA

George Achille, the owner of the six-location Achille Agway, sees the benefit of being an independently operating member of the Agway business network.

As the business' chief buyer, he can tap into the purchasing power of the national Agway brand. But as a community business, with a focus on local farmers and homeowners, there is the flexibility to see what the area's needs are and to meet them.

In the Northeast, part of meeting the needs of the farm and home and garden retail customer is being prepared for whatever season is next.

"We try to diversify and carry many different lines, both between the four seasons and overall," Achille said. "In winter we have salt and sand and plow drive-ways. In spring we have annuals and perennials and fruit trees. Throughout the year we have 50 different lines of pet foods."

The diversity among inventory is supported by the six locations in Peterborough, Walpole, Hillsboro, Milford, Keene and Brattleboro, as items can be quickly shipped between stores if needed by a customer in another location.

"We listen to people's needs and respond to it, particularly with special orders," Achille said. "If someone comes in, and we don't have what they ask for, we will get it for them. We pride ourselves on that."

To assist customers in always finding what they need, Achille Agway has between 50 to 65 employees, depending on the season, and each facility is about 12,000 square feet.

The Achille Agway brand was first founded in 1965 by current owner George Achille's father. Beginning in 1977, George Achille took over the Peterborough location, and, by 2004, he was at the helm for the complete group of stores.

Far from being a distant owner in a remote office, Achille says he "wears many hats."

"I could be behind the counter, or out on a delivery," he said. "Or I could be at a desk ordering."

Looking to lead the company into the next 40 years, Achille plans to rely on a formula that has been successful for the first near 40 years.

"We will continue to set ourselves apart from the big stores by taking care of people's needs. We will continue to offer quality and service," Achille said. ■



From left, Matt Wasserloos, Keene store manager, and George Achille, owner of Achille Agway.

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