

## Free milk

(Continued from Page B18)

restaurant the same as any other restaurant.

"These same people don't realize that not only do we give the public something free, but that we lost a sale on a Coke which is a good profit item. So you kind of lose double," he says.

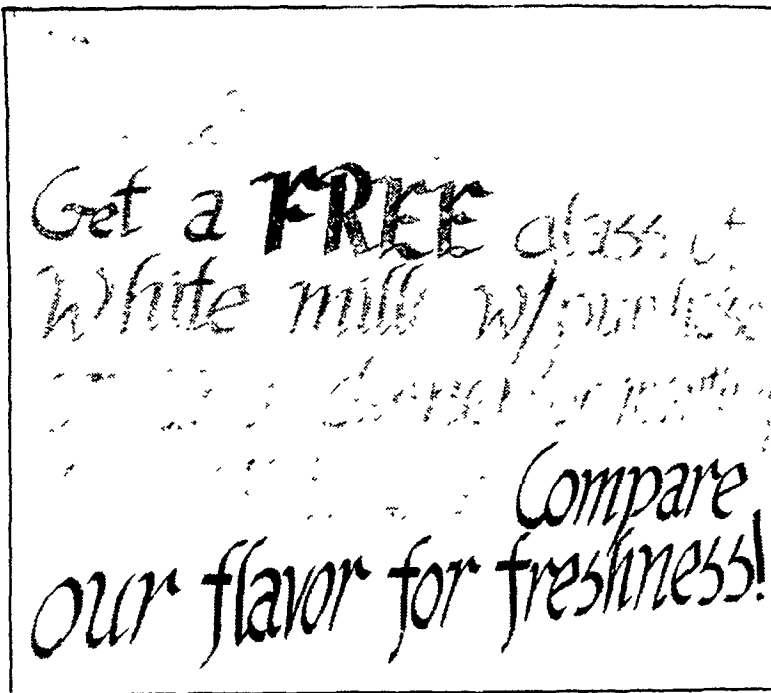
As an avid dairy booster, Shellenberger says his waitresses know when they're hired that dairy products are something to push. "We've found that waitresses really make an item on a menu or they don't. If they don't like it or think it's not a good buy, they don't push it."

Shellenberger also has instructed his employees to mention ice cream during any conversation with a customer. "If people order pie, the waitress should automatically ask if they want ice cream on top," he says. "Ice cream is an easy thing to sell. It's a treat. It's a fun thing to eat."

Kreiders includes ice cream in their anniversary specials every year offering a free sundae for every one purchased.

"We just can't back off on promoting dairy products," Shellenberger says. "It doesn't have to be a national promotion. It can be effective at the local level. We're trying to do our part."

Kreider Restaurant is open 6 a.m. till 11 p.m. every day but Sunday.



Three signs like this one are displayed inside the Restaurant telling customers to enjoy the free milk and to compare their flavor for freshness.



## Guidelines for selling home canned foods

**YORK** — If you've decided to make a little extra money by selling your home canned produce at a food stand, farmers' market, school club, church fund-raiser or specialty shop, be sure you know the laws and guidelines for selling home-canned food, says Gerald D. Kuhn, professor of food science Extension at Penn State.

**For sales outside Pennsylvania:** To sell your canned food outside the state, you must register with the Bureau of Foods & Chemistry of the Pennsylvania Department of Agriculture. Contact Leroy Corbin, chief of the food division there. In addition, you must obtain an "establishment registration number" from the U.S. Food and Drug Administration's Regional Office in Philadelphia. If you want to sell low-acid canned meats, you must also register with the USDA Food Inspection and Safety Service:

— Leroy Corbin, Chief of Food Division, Bureau of Foods and Chemistry, PA. Department of Agriculture, 2301 N. Cameron St.,

Harrisburg, PA 17110.

— U.S. Food and Drug Administration, 1204 U.S. Customhouse, 2nd and Chestnut Sts., Philadelphia, PA 19106.

**For sales within Pennsylvania:** To sell your home-canned goods within the state, you don't have to register with the Pa. Bureau of Food or the FDA according to the law. However, Leroy Corbin does discourage anyone from selling unregistered foods within Pennsylvania. If you must sell your home-canned produce, he asks that you register with the Pa. Bureau of Foods anyway for safety's sake. He also suggests that you sell only acid foods.

If you do decide to sell your home-canned food within Pa. the following procedures will help you insure that your product is safe:

- Sell only jars that have been sealed with vacuum sealing lids.
- Remove ring bands on sealed jars to test the vacuum seal. Make sure the lid is concave.
- Label all jars to be sold with the name and address of the person who canned it.

### Stray voltage workshop Tuesday

**DU BOIS** — A stray voltage workshop will be held on Tuesday at 8 p.m. at the Sheraton Inn, DuBois. This workshop is being sponsored by the Cooperative Extension Service and the Penn-

sylvania Electric Company. Speakers will be Joe McCurdy, Agricultural Engineering Extension; and Steve Spencer, Dairy Science Extension.



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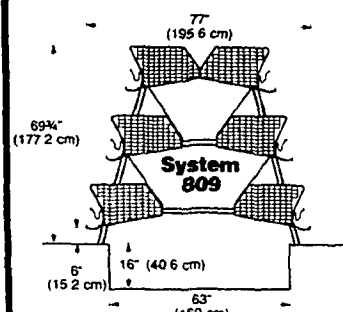
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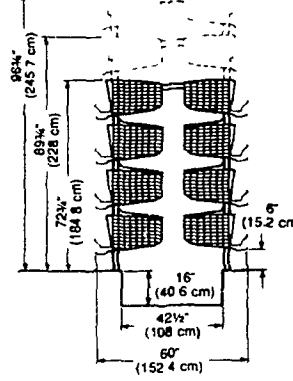
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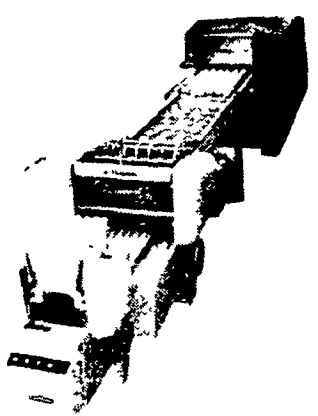
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