

**DHIA Rolling Herd Average**

Date	Guernseys	Milk	Fat (lbs.)	Fat (%)	Protein (lbs.)	Protein (%)
May, 1991	63	15,765	728	4.6	550	3.5
	<b>Holsteins</b>					
May, 1991	20	18,665	746	4.0	600	3.2



**Pennfield  
Profile**

**The Rutter Corporation****The York County Dairy That Grew and Grew**

Leo Rutter and Cindy Rutter Johnson take care of the dairy herd on the Rutter farm.

**I**t was 1794 when the first Rutter set foot on the soil that is now the Rutter home farm in York County. Nearly two centuries later, Rutters are still tilling the same fields granted to Andrew Rutter by Springetts Penn, the great-grandson of William Penn.

The Rutter family business, in other words, goes back a long, long way.

Their past is a treasure to the Rutter family, but their focus is on the future. Their willingness to innovate has helped them build a business with few parallels in the dairying community.

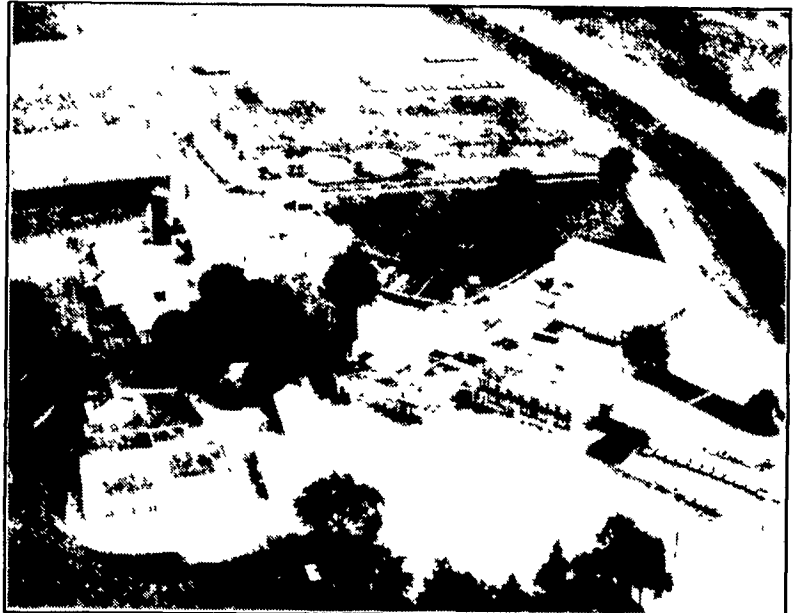
They started milking cows about 1906, started bottling it in 1921, and in 1968 opened the first Rutter's Farm Store, on Carlisle Road in Shiloh.

Two Rutter brothers, George and M. Ebert, started the retail dairy operation in 1921 when they bottled 15 quarts of milk by hand then sold it door to door. Another brother, William, stayed home and worked on the farm. In 1930, they asked their brother-in-law, Lehman Crist to join them in the company.

Lehman Crist is now 90 years old and serves as chairman of the board and senior partner. Five second-generation partners, all related by blood or marriage to the

three founders, handle day-to-day business operations. A third generation is already beginning to enter the company's ranks.

Today processing and marketing dominate the multiple divisions of the Rutter dairy business. A huge processing plant is a short walk from the barn door. There are 55 Rutter's Farm Stores and five restaurants. Rutter's Corporation employs about 1,000 people, making it one of York County's major employers.



This aerial view of the Rutter plant and farm shows the modern processing plant and the early 18th century barn.

**85 Years of Milking**

**A**lthough the Rutter dairy herd today supplies less than one-half of one percent of the milk processed by the manufacturing plant, the family feels it's very important to keep a herd on the farm.

That herd is under the watchful eye of Leo Rutter and his daughter, Cindy Rutter Johnson. Cindy a dairy science graduate of Virginia Polytechnic Institute, handles most of the day-to-day herd management.

Over the years, the Rutters have milked a variety of breeds. Milking Shorthorns were replaced by Holsteins in 1917, which had given way to Guernseys by 1945. Today the



85 cows in the herd are still mostly Guernseys, but three years ago the black-and-whites began to make a comeback and today there are 18 Holsteins in the herd.

The Guernseys, averaging milk production of 55 pounds, are fed 17 pounds of corn silage, 25 pounds of haylage, 8 pounds of hay, and 23 pounds of a custom-mixed 16% PFR (Precision Formulated Ration) from Pennfield.

The Holsteins, averaging 75 pounds of milk production, receive 18 pounds of corn silage, 28 pounds of haylage, 8 pounds of hay and 30 pounds of the 16% PFR.

**There are 55 Rutter's Farm Stores and five restaurants.**

**Keeping in Touch With Milk Consumers**

**T**he value of public relations may not show up anywhere in their ledger books, but the Rutters believe the whole dairy industry reaps dividends from their program of farm visits and open houses.

Two tour guides, employees of the Rutter Corporation, played host to over 3,000 school kids this spring. The children come to the farm with their teachers.

"A lot of kids just don't know where milk comes from," said Cindy. "Here we can show them the cows, let them pet a calf, and take them through the processing plant. While they're here, they learn a little bit about dairying and they have fun."

Among the facts they learn are that Rutter's processes over 1.5 million pounds of milk a week. Of that total, 45% is whole milk, 30% is 2%-fat milk, 5% is 1%-fat milk and 10% of the output is in the form of skim milk. The remaining

10% of the 175,000 gallons goes into ice cream mixes and chocolate milk.

In the summer months, the plant adds 50,000 gallons of iced tea per week and another 15,000 gallons of fruit drinks.

"Our goal with the tours is to have the kids grow up better informed about dairying," said Cindy. "We feel the better informed they are, the better customers they'll be someday for milk and dairy products."



School kids get an up close look at a dairy calf.



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