

Milk coming in from the farm. As the milk comes in, it is pumped into three milk silos, which have a total holding capacity of approximately one million pounds.

Smile And Say Cheese

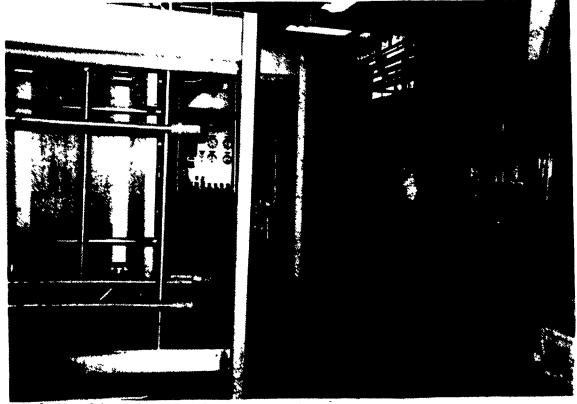
KAREN BUTLER **Maryland Correspondent**

HANCOCK, Md. — "Cheese!" That's what approximately 175 dairy farmers throughout Maryland, Pennsylvania, and West Virginia say each time they ship their milk to Jefferson Cheese Manufacturing in Hancock, Md. The manufacturing plant has been in business since the early 1970s and has adapted to changing times thanks in large part to a number of innovative and progressive management decisions about the way the plant operates.

Started by the DeStefano family in the 1940s with one processing plant in Vermont, the cheese manufacturing business was successful and grew. In 1974, a second plant, Jefferson Cheese Manufacturing, was opened in Hagerstown, Maryland. This plant remained in business at the Hagerstown location until June 1991, when operations were shifted from Hagerstown to the company's present location in Hancock. In 1988, the Vermont plant was sold to a Canadian company out of Montreal, and in early 1991, right before the move to Hancock, the Hagerstown operation was also sold to the same company. Bruce DeStefano, a member of the original founding family, is President of Jefferson Cheese Manufacturing. (Turn to Page B22)



Bruce DeStefano, President of Jefferson Cheese Manufacturing, in the main processing room.



A view of the main processing room at Jefferson Cheese. The pasteurizer is heating and cooking raw milk as it comes in from the truck.

See your nearest NEW HOLLAND

Dealer for Dependable Equipment and Dependable Service!

PENNSYLVANIA

Annville, PA

BHM Farm Equipment, Inc. RD1, Rte. 934 717-867-2211

Hughesville, PA Farnsworth Farm Supplies, Inc. 103 Cemetery Street ∏ 717-584-2106

Carlisle, PA

R&W Equipment Co. 35 East Willow Street 717-243-2686

New Holland, PA A.B.C. Groff, Inc. 110 South Railroad 717-354-4191

Dickson City. PA

F&S Supply Co. Enterprise St. 717-489-3642

Oley, PA C.J. Wonsidler Bros. R.D. 2 215-987-6257

Elizabethtown, PA

Messick Farm Equipment, Inc. Rt. 283 - Rheem's Exit 717-367-1319

Pitman, PA Schreffler Equipment Pitman, PA

Quakertown, PA

R.D. 1 215-536-1935

C.J. Wonsidler Bros.

717-648-1120

Halifax, PA

Sweigard Bros. R.D. 3, Box 13 717-896-3414

Honey Brook, PA

Dependable Motor Co. East Main Street 215-273-3131 215-273-3737

Charles S. Snyder, Inc. R.D. 3 717-386-5945

Tamagua, PA

Norman D. Clark & Son, Inc. Honey Grove, PA 717-734-3682 Loysville, PA

717-789-3117

Honey Grove, PA

West Grove, PA S.G. Lewis & Son, Inc. R.D. 2, Box 66

215-869-2214

MARYLAND

Frederick, MD

Ceresville Ford New Holland, Inc. Rt. 26 East 301-662-4197 Outside MD, 00-331-9122

NEW JERSEY

Bridgeton, NJ

Leslie G. Fogg, Inc. Canton & Stow Creek Landing Rd. 609-451-2727 609-935-5145

Washington, NJ

Smith Tractor & Equip., Inc. 15 Hillcrest Ave. 201-689-7900



Woodstown, NJ Owen Supply Co. **Broad Street &** East Avenue 609-769-0308