

Longacre's Modern Dairy

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company that was located in nearby Bally. It is a widely known company, but out of business.

Nostalgia for the earlier time, in addition to high quality product apparently is what keeps the Longacre's Modern Dairy business alive.

And while the organic processing does not promise the Longacre family a guarantee of longevity in the dairy business, Dan said it figures prominently in the family company business plan to achieve continued prosperity.

The dairy receives, processes and packages "regular" milk, as well as organic milk.

Dan said the venture required him to install a separate system to handle organic milk, because the integrity of the milk must be maintained in order to ensure the loyalty of customers.

Since June last year, Dan said that the dairy has been processing about 10,000 gallons of organic milk per week, as a rough estimate. The plant has the capacity to keep about 20,000 gallons in refrigerated tanks.

For the organic production, the milk is received from a dedicated milk tanker truck, marked as containing organic milk that contains, "No pesticides. No hormones. No antibiotics."

It is pumped into a receiving tank that handles nothing but organic milk and travels through

pipelines that carry nothing but organic milk.

Instead of using chemical sanitizers to clean tanks and lines, Dan said they went with a non-chemical treatment — 200 degree water for a minimum of 15 minutes.

And, so as to prevent any comingling of organic milk with regular milk, he removed valves and reworked the lines so that when the plant is preparing to do a run of organic milk, and the bottling equipment has been cleaned with the non-chemical treatment, workers have to manually install short sections of pipeline.

Everything was done to emphasize the purity of the organic milk and the integrity of the product.

Longacre said it took some time to refit the dairy, and is a risk, but added, "It's a new venture (for Longacre's). We all discussed it, and felt it was right and so we tackled it."

When the milk arrives, the tanker is tested. Longacre's has a limited, but useful laboratory in the upstairs where some tests can be run. Other tests have to be outsourced.

Daniel said he started in his family business as a 12-year-old working with his mother at the dairy bar, but then he was always tagging along with his father, Daniel.

He stayed with the business.

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Paul Ludy packages organic milk in bulk 5-gallon bags for use in manufactured product, such as yogurt or sour cream.



Joe Doran, truck driver and distribution manager for Natural Dairy Products prepares to load up pallets of boxed, refrigerated organic milk within several hours of the milk being delivered to the processing plant. The milk is cooled at the farm, and except for pasteurization, is kept at optimum cold temperatures all the way through the plant, before being loaded into a refrigerated truck.



Dan Longacre III runs a test on some organic milk in the dairy's laboratory.

Agway Agricultural Products Keystone Enterprise welcomes Dr. Chris Canale.



Christopher J. Canale, Ph.D., has relocated to Agway Agricultural Products-Keystone Enterprise as Director of Technical Services. He'll be bringing considerable expertise to your farm through the Keystone sales force.

Dr. Canale is working with our feed sales force to help customers improve their herd nutrition programs. He'll be developing new feed formulations, updating customized ration balancing computer software, and coordinating research at Agway's Dairy Research Center.

Dr. Canale has published numerous articles on forage composition, structure and digestibility. He is a member of the

American Society of Animal Science, the American Dairy Science Association and the American Registry of Professional Animal Scientists. He received his Ph.D. from Penn State University.

Dr. Canale lives in Shippensburg with his wife Becky and their two daughters. We're pleased to introduce Dr. Canale to our dairy farmer friends in Pennsylvania.

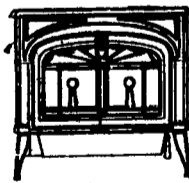


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