

Publication Examines Small-Scale Processing

MILLHEIM (Centre Co.) — Small-scale processing, a hot topic among producers, is the subject of a recently completed publication by Pennsylvania Association for Sustainable Agriculture (PASA) and Cornell University's Farming Alternatives program.

The "Adding Value for Sustainability" guidebook, a comprehensive publication on the subject of small-scale processing, is available for \$8.50. The guidebook is an easy-to-follow, step-by-step guide to how producers can successfully incorporate value-added products into their operation.

Value-adding offers producers the potential to recapture a larger share of the food dollar. The producer's share of the food dollar has decreased from 46 percent in 1913 to 24 percent in 1997. By processing raw agricultural products into higher value consumer-ready products, producers have the opportunity to retain their income.

Value-added products can (1) offer a higher return than a raw product, (2) open new markets, (3) create brand recognition, and (4) add variety to a farm operation.

The guidebook outlines the struggles, opportunities, and lessons learned by four successful producers whose products include hot pepper jellies, pastured poultry, goat cheese, and fruit vinegars, sauces, and preserves.

Agencies and communities working together to support value-adding activity through food processing incubators, trade associations, and new generation cooperatives is explained. Extensive lists of resources are provided. The guidebook is appropriate for cooperative extension agents, other agricultural professionals, producers, and others interested

in small-scale processing enterprise development.

For more information or to order a guidebook, send \$8.50 per guidebook plus \$3 per guide-

book for shipping and handling to Kirsten Markley, PASA, PO Box 419, Millheim, PA 16854, ksm6@psu.edu, at (814) 349-9856. Please make checks

payable to "PASA."

Or you can order from Joan Padula, Farming Alternatives Program, Department of Rural Sociology, 17 Warren Hall,

Cornell University, Ithaca, NY 14853, (607) 255-9832, jmp32@cornell.edu. Please make checks payable to "Cornell University."



WOLF'S HEAD OIL

SALE DATES: March 15 - March 27, 1999

55 Gallon Drums



10W30	\$169.99
10W40	\$178.99
15W40	\$181.99
ATF	\$175.99
Hydraulic Tractor Fl.	\$195.99
Light Hydraulic Oil	\$141.99
Heavy Duty 30	\$178.99
Special Duty 30	\$175.99

CASES

Heavy Duty 30	.89*
Heavy Duty 40	.89*
5W30	.89*
10W30	.89*
15W40	.99*
10W40	.89*
20W50	.89*
ATF	.89*

(*) per quart

W
O
W



Ephrata Auto Parts Inc.

Ephrata Main
733-2880

Ephrata State
733-4166

Leola
656-7776

Blue Ball
355-0717

"Your Local CARQUEST AUTO PARTS"

Great New Ideas.

New Power
Standard 12x4
or optional 12x12
synchronized shuttle
transmissions

New Choices
Cab or foldable
ROPS operator
station

New Clutch
Wet multi-disc clutch
Increases durability
by cushioning torque
loading surface while
dissipating heat

New Style
Low profile
styling for
increased
visibility

New Engine
AGCO-Allis
400 Series
turbocharged
liquid cooled
diesel

New electronic
3-point hitch



Get Behind The Wheel Of One.

Introducing the new AGCO® Allis 8765.

The 85 PTO hp 8765 has been designed to help you get more done — and do it better than ever. Come get a good look at one today.

SEE YOUR DEALER TODAY!

MANOR MOTORS
On Rte. 553
Penn Run, Pa.
724-254-4753

NICHOLS FARM EQUIP.
Bloomsburg, Pa.
717-784-7731

B.H.M. FARM EQUIP. INC.
Annville, Pa.
717-867-2211

HERNLEY'S FARM
EQUIP., INC.
Elizabethtown, Pa.
717-367-8867

B. EQUIP., INC.
Waynesboro, Pa.
717-762-3193

GRUMELLI
FARM SERVICE
Quarryville, Pa.
717-786-7318

WERTZ FARM & POWER
EQUIPMENT, INC.
PA Rt. 516,
Glen Rock, Pa.
717-235-0111

C.J. WONSIDLER
BROS.
Quakertown, Pa.
215-536-7523
New Tripoli, Pa.
215-767-7611
Oley, Pa.
215-987-6257



HOLTRY'S EQUIPMENT
Roxbury, Pa.
717-532-7261

WATERLESS TOILETS

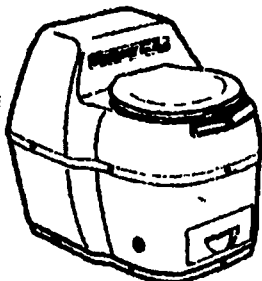
"SUN-MAR" Composting Toilets

Several models available
including non-electric
• NO Septic System
• NO Chemicals

Save the Environment!
Recycle Back to Nature!

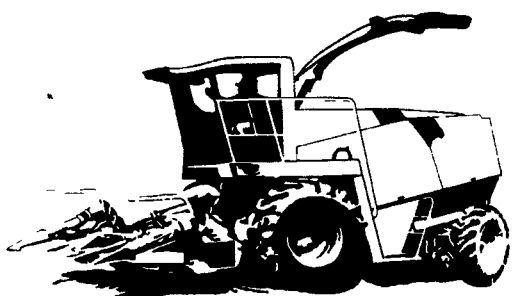
FREE:

12 Page Color Catalog



We Reclaim Failing Septic Systems
- Guaranteed Results!

ECO-TECH Call Today 1-800-879-0973



Buy Factory Direct & Save!

Forage Harvester Replacement Parts

For All Major Makes & Models

Knives • Shearbars • Wear Parts

* FREE 1999 CATALOG *

1-800-522-8874

Koovima Company

Rock Valley, Iowa

See us at our web site www.koovima.com