

Grower & Marketer

★ IN PENNSYLVANIA AQUA COUNTRY ★

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Barley Straw Grows Into Niche Marketing Enterprise For Keener Family

LOU ANN GOOD
Food And Family
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TURBOTVILLE (Northumberland Co.) — Those cute mini-bales of barley straw

popping out of the made-to-order baler appear to be for decorative use only.

But don't be fooled by size and appearance. Those Koun-

try Bales are bringing a much larger profit than their full-size counterparts.

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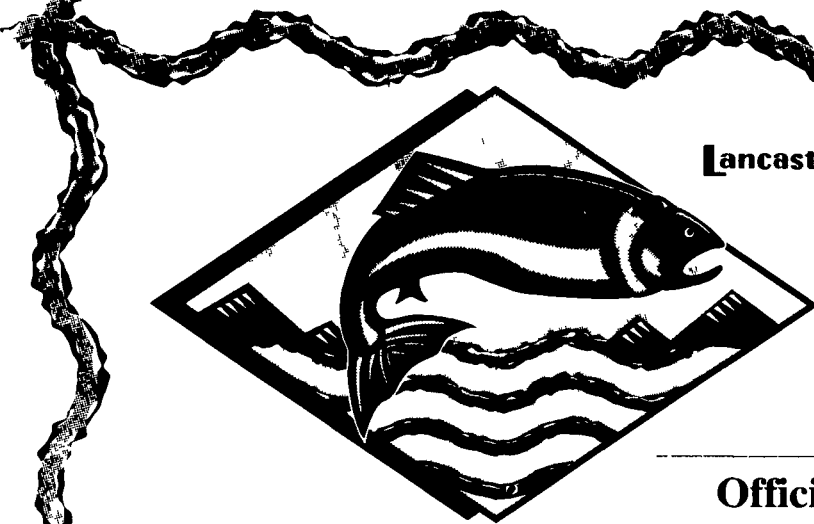


Bees pollinate "Ring of Fire" sunflowers at last year's Ag Progress Horticultural Trial Gardens. According to Steve Bogash, horticultural agent from Franklin County, Ring of Fire is popular with home gardeners. Bogash recently released Penn State's 2002 grower trial results on 34 sunflower varieties. See story page E6. Photo by Andy Andrews, editor



Dennis and Donna Keener with children Danae, 18; Deron, 14; and Derek, 7, work together to meet the growing demand for Kountry Bales, which includes those for pet needs and barley straw for keeping ponds and water gardens free of algae. Maxi the dog joins them. Photo by Lou Ann Good, food and family features editor

Lancaster Farming Introduces A New Component Of Grower & Marketer:



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The Stacks' Paradise Trout Hatchery Still Going Strong After 100 Years

DEANNA CUNFER
Carbon Co. Correspondent
CRESCO (Monroe Co.) —

Those who operate a successful family farming operation can be justifiably proud of their accomplishments.

So is the case for retired owner, George Stack, and his daughter, manager Beth Martin of Paradise Brook Trout Company Inc., Cresco, operators of Paradise Trout Hatchery and Preserve.

What comes to mind for

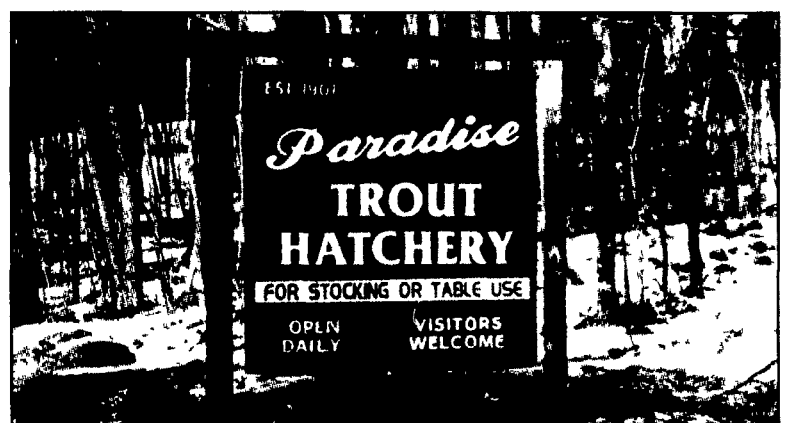
most when thinking of a family farm is the traditional picturesque barn and outbuildings with contoured fields of alternating crops, or the livestock operation with animals peacefully grazing in green pastures. In actuality, a fish hatchery such as Paradise is no different than a crop or livestock farm.

The serene look of buildings, raceways, and ponds among the towering pines

with trout peacefully swimming within view of visitors easily compares to those tranquil scenes of livestock grazing on the hillside.

Managing the hatchery on 120 acres that has been in business for over 100 years, Martin must be concerned with nutrition, reproduction, growth rate, sanitation, predator control, marketing, and unfortunately government

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Paradise Trout Hatchery, the first licensed fish hatchery in Pennsylvania, actually opened for business in 1902. The family operation has been owned and operated by the Stack family for more than 75 years.