



Standing beside a cheese bag trolley and pictured left to right is the Agri-Services crew of Larry Wampler, Sales; Marlin Wampler, Product Manager; and holding a curd fork is Dale Martin, President.

## Adding Value to Dairy

In response to the burgeoning market for artisan cheeses and farmstead dairy products, more and more dairy farmers are making and selling value-added dairy products. But before turning milk into cheese, ice cream or yogurt, a farmer must first familiarize themselves with the equipment and regulations of the trade. That's when many turn to Agri-Service LLC based in Hagerstown, Maryland.

Through its branded line of Dairy Heritage equipment, Agri-Service has helped numerous farmers get equipped to begin on-farm processing. Dairy Heritage cheese making and other processing equipment is designed by cheesemakers and other food processing experts and built by Pennsylvania Amish shops and other local manufacturers. The Dairy Heritage brand is all about high quality while maintaining affordability for artisan cheesemakers, small bottling plants, and other farmstead food processing ventures.

Dairy Heritage equipment works well for small operations such as sheep and goat milk processing and cheese making, as well as for larger farmstead cheesemakers and processors. The equipment is designed to bridge the gap between the counter-top equipment for your kitchen and the large-scale equipment available for the big commercial processing plants.

Agri-Service LLC is unique because of the service they provide to the beginning value-added dairy producer. Agri-Service can make equipment recommendations, design a processing room, help a processor navigate state and federal regulations, and even help a processor build a relationship with their local sanitation and building inspectors.

Cheesemaker Melanie Dietrich Cochran of Keswick Creamery turned to Agri-Services when she started a cheesemaking business on her family's dairy farm. "Agri-Services has been great to work with. As a small business they understand the needs of small, on-farm processors. They are always open to new ideas and have suggestions for making your small business








work better and their customer service is excellent. It is a pleasure to deal with someone who doesn't treat you like you are too small to be worth their time."

Rather than recommending that a farmer invest in expensive equipment, Agri-Service LLC will help a farmer assess the equipment they already have to determine whether retrofitting or revamping an older piece will work. For example, some farmers are able to use an old milk tank to make cheese.

If a farmer doesn't have a suitable piece of equipment, they may be able to buy refurbished equipment from Dairy Heritage, which offers rebuilt vat pasteurizers, HTST (high temperature, short time) pasteurizers, homogenizers, bottle fillers, separators, pumps, tanks and specializes in rebuilding bottle washers for glass milk bottles.

With the resurgence of on-farm value-added dairy processing, used small equipment is getting hard to come by. Through Dairy Heritage, Agri-Service also manufactures new and custom equipment including cheese vats, and other cheese equipment. Agri-Services can provide help in planning and layout of a plant to maximize efficiency. Whether just getting started or upgrading a plant, Agri-Service is dedicated to helping farmers get a clear direction and save money.

Dairy Heritage – you can buy with confidence from the people with experience! ■

Used & Refurbished Equipment	Milk Processing	Small-Scale New Equipment
<ul style="list-style-type: none"> <li>Formaldehyde Triple-Walled Cheese Vats</li> <li>7500 to 10000</li> <li>Optional agitator</li> <li>Optional stainless steel drive</li> <li>Press-under for whey capacity</li> </ul>		<ul style="list-style-type: none"> <li>Reconditioned Batch Pasteurizers</li> <li>30 – 900 Gal</li> <li>Anderson Controls</li> <li>Non-siphon and Pressure Wall</li> </ul>
<b>Cheese-Making Equipment</b>		<b>Pasteurizing Equipment</b>
	<ul style="list-style-type: none"> <li>New Butter Churns 10-40 Gal</li> </ul>	
<ul style="list-style-type: none"> <li>Card Knives</li> <li>Turning Trays</li> <li>Card Distributors</li> <li>Cheese Presses</li> <li>Mechanical &amp; Air</li> </ul>	<b>Bottle Filling</b>	<ul style="list-style-type: none"> <li>HTST Systems</li> <li>Reconditioned DeLaval Cream Separators</li> </ul>
	<ul style="list-style-type: none"> <li>Single-Valve Bottle Filler Copper</li> <li>Robust Federal Filers</li> <li>Replacement Capsules</li> </ul>	
		
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