

*Dairy Farmer & County Commissioner, Brian Smith*

*Wayne County, PA*

My name is Brian Smith and I am a proud Dairy Farmer. I have recently been appointed to the Pa Commission for Agricultural Education Excellence as a farmer representative. I was not raised on a dairy farm and I went to college and got a degree in electrical engineering technology. I was hired out of college to work at Newport News Shipbuilding and Dry Dock Company doing electrical design on nuclear submarines.

Shortly after I had moved to Virginia, my Dad gave me a call and asked if I would come home for a weekend and help him bring some horses back to his place from a local farm, so he could winter the horses over to help the farmer. So I went home for the weekend, met the horses, the farmer and the fine young lady (the farmer's daughter), that I would eventually marry. Needless to say, my enthusiasm for Newport News took a hit and I eventually moved home.

I began working on a dairy farm, then rented a farm and raised a heard of heifers and eventually milked them. To make a long story short, a few years had gone by, Amy and I got married and bought a farm close to town. We made the most of that farm, milked 35 cows and started a family of three children. Amy had gone to college, got a nursing degree and worked for a local senior living facility, while I worked as a bio-med tech at our local hospital. We always worked in the barn as a family and enjoyed every painful minute. Just kidding. We loved farming so much that in 1993 we sold our farm only to buy a larger farm 15 miles north, in Milanville Pa. We were blessed with three more children, and many more great family events, like our children doing sports, graduating high school, then college graduations, marriages and the blessing of our grandchildren.

In May of 2012 after we had started to transition the farm to the next generation, our barn burned down. We again were lucky to not lose the entire herd because the cows were out to pasture when the fire took the barn. We rebuilt a barn that is a bed pack barn and we put a milking parlor in to make things easier. We are still working with the next generation to help out. Amy now watches 12 grandchildren and drives school bus, I am a County Commissioner, I still milk cows and drive school bus, and all of our children also work off farm jobs. My son in law, my son and I are the ones doing the barn work. We milk around 60 cows most of the time, grow our own forage, and we keep about 100 head of cattle. We still really enjoy the farm and the time spent with family.

All of my farming career I have thought that the financial end of dairy farming would get better. I was wrong! It has only gotten worse and worse to the point where I as a parent, feel guilty to have helped my children get involved in farming. I'm sure that I am not the only father who feels this way. I love God, my family, my farm and the United States of America. Our National Security depends on our ability to produce food in this country. This financial problem needs to get fixed and we must work together and recognize, that any business must make more money than it takes to produce whatever it is that you are producing. That is the only formula for sustainability! I am still a dairy farmer and I hold in very high regard, those who produce food in our country. However, we all need to remember, no farms, no food! And so will go our National Security and our Freedom!!!!

## *Richey's Dairy*

Martinsburg, PA

Oliver C. Richey founded Richey's Dairy on August 3, 1940 just outside the rural town of Martinsburg, PA. A farmer for most of his life, his dream was to operate his own dairy. He realized that dream by building a 36' by 40' processing plant and dairy store on his farm.

Utilizing the milk from his own farm, Oliver produced Golden Guernsey milk (a slightly higher fat content milk), whole milk, ice cream, cottage cheese and other milk products. All the milk products were packaged in returnable glass bottles to be sold through the dairy store, or door to door on the two home delivery routes that were started.

In just three years the dairy had grown to the point that Oliver brought his son Paul on to take over as general manager of the dairy. With Paul's help, the dairy continued to grow and expand its operations. Soon milk was needed from other local farms to keep up with demand.

Throughout the rest of the 1940's, delivery routes were expanded. By the early 1950's, Paul's son Reid decided to expand delivery routes into the Altoona area. Competing against several other Blair County dairies, Reid was able to establish and grow these routes. The Richey name was becoming well known for quality products delivered right to your door. Also becoming well known at this time and continuing to this day is Richey's Premium Ice Cream. Whether it was a half-gallon delivered to your home, or that special trip to the dairy store for a cone or sundae, our ice cream had made a name for itself by the 50's.

The late 50's and throughout the 60's brought many innovations to the dairy industry. Richey's was the first dairy in the area to switch from picking up milk from farms in milk cans to using a tank truck. In 1960 the first paperboard cartons were being used. These first cartons were sealed on top with staples! 1965 was our 25<sup>th</sup> anniversary, and we had glass bottles commemorating it. By 1968, all production was switched to paperboard cartons and glass bottles were no longer used.

With the passing of Oliver in 1963, Paul took over ownership of the dairy. With the help of his wife Mildred, he ran the dairy through these innovative times. In 1973 Paul turned the leadership of the dairy over to Reid. Reid, following his grandfather and father's lead, continued to expand and improve all areas of the dairy operations. New and bigger trucks were utilized to take care of the growing stores that were carrying Richey's milk. By the early 1980's, new state of the art bottling machines were installed.

In 1986, Reid expanded the building to accommodate a new ice cream production room, cooler and freezer space, and new offices. The late 80's also brought with it the addition of iced tea to our product line. Always wanting the best product, Reid made the decision to use Roaring Spring Spring Water and cane sugar to make the iced tea.

The 90's rolled in with our 50<sup>th</sup> anniversary in August of 1990. To celebrate and show our appreciation to our loyal customers, we sold 5 cent ice cream cones for the day. With the computer age firmly upon the dairy industry, Reid, always looking forward replaced key operating systems in our production plant with computer controlled equipment. He also added more milk storage tanks to handle the growing business. By the end of the 90's, the business model that started with Oliver, then to Paul, then Reid, had left Richey's Dairy as the only remaining processing dairy in Blair County.

The new millennium also brought with it a new general manager. Andrew, Reid's son, came to take over that position. And just like the generations before him, Andrew strived to keep the dairy up to date and moving forward. A new warehouse cooler was added that allowed for more efficient loading and unloading of delivery trucks. The milk never leaves cold storage until delivered. New machinery was added that allowed us to package milk in light blocking plastic jugs, replacing the paper milk cartons.

During the first decade of the new century, we also expanded our iced tea line to add diet tea and flavored teas. We expanded our delivery routes eastward into new areas. By the end of the decade a total modernization of the building was completed, adding new office, warehouse, and freezer space, as well as remodeling our ice cream shop.

In the current decade, we have continued to update our fleet of delivery trucks and added an additional route to cover the Centre county area. A processing tank was also added to our plant that resulted in introducing three new flavors of iced tea to our growing iced tea line. We celebrated our 75<sup>th</sup> anniversary in August of 2015 with live music and ice cream specials for an entire weekend. The following spring we underwent a complete remodel of our ice cream production area, adding extra freezer space and brand new state of the art production machinery.

As we move forward, the Ritchey family would like to thank our current and past employees who have worked with us to get us where we are today. And to you, our loyal customers, we say thank you! Without your support, we would not be where we are at today. We have been proud to serve you, and look forward to serving you in the years to come!

### *One Consumer's Experiences*

Josephine Reese  
Franklin County, PA

My grandmother had a dairy farm during my childhood which I visited nearly every Sunday and spent many vacations on in the summer. I grew up drinking raw milk as well as eating anything and everything grandma could make out of milk. We had homemade butter and buttermilk, ice cream, custard and pudding, gravy on a regular basis, and even whipped cream pie. Grandma and my mother also made homemade cottage cheese and cup cheese. Since my grandparents had a wood stove, I always marveled at how she knew when the temperature on the warming shelf was just right to heat the milk properly.

During times we weren't on the farm, milk and other dairy products still played an important role in our diets. We usually had cereal with milk for breakfast and milk to drink for lunch. Supper often included an item made with dairy such as macaroni and cheese (my favorite), corn custard, or a pudding or custard dessert. Once I started attending school the Friday lunch usually was tomato soup with a toasted cheese sandwich; of course, we were served whole milk with our school lunches every day.

There was never a time during my teenage years when I preferred sodas or other sugar-sweetened drinks over milk. As I grew older, married and had children, our diets varied little from what I had grown up with – drinking milk and tap water with meals. My sons came home from sports activities and tackled a

box of cereal and consumed a whole gallon of milk. Nighttime snacks were usually cereal and milk, ice cream, or cheese and crackers. My children are now grown, but they have always had good health, strong bones, and beautiful teeth.

I do regret that my grandchildren do not drink as much milk as I would like them to. Some of this is due to the negative press about milk and the peer pressure to drink sugared beverages. I hope I can always be a dairy advocate to them as well as share some of their family history with the dairy industry.