

Harrisburg Dairies Strives for Quality

When one meets Harrisburg Dairies owner Fred Dewey, one immediately gets the idea that their catchphrase “Not your average cow!” is more than just a slogan. They are not your average dairy, either. “We are driven by our customers and our dedication to pleasing them with a quality product,” Fred reported with sincerity.

These folks live and work by this daily credo.

All of Harrisburg Dairies’ milk comes from 45 local farms (some of them third generation), in a 60-mile radius. They keep their farmers happy by paying a premium price for what Harrisburg Dairies believes is a premium product. “We’ve been rBST free since our beginning,” reports Fred, “and not as a marketing tool as you might see today in the industry. We believed, and still do today, that it is better for the animals.”

Their dairy farms are independent and enjoy a reliable relationship with Harrisburg Dairies. “It gives us pride to see our farms be able to invest in capital improvements. We genuinely care about these people and their future.”

On the flip side, Fred admits their customers are the driving force. “For instance, they are pushing us to be green. I respond to emails from concerned customers who take time to write me personally, encouraging us to avoid plastic packaging and stick with biodegradable paper cartons! Being green really has become good for business. Even if you are not philosophically into it...which we are!”

“For instance, it takes 8 tractor-trailers to haul the same amount of plastic bottles as can be transported in one tractor-trailer load of paper cartons. We use paper cartons because our customers want them, and we know it is the right thing to do.”

It’s not just transportation matters and rBST that makes Harrisburg Dairies milk more sustainable. They are *PA Preferred* with the Department of Ag, and that matters to them. They are proud to be identified as a local company that cares, and cares about local resources.

“The *Buy Fresh Buy Local* concept has taken over” adds Fred. Consumers know and understand this difference, and we serve those customers well. We can’t and don’t want to compete with the huge mega-dairies. Our niche and customers have always been our neighbors. This works for us. We are a small guy serving a small guy.”

Fred goes on to say, “Our label-reading customers also want all natural products too — they ask us for it. So we are using pure cane sugar, not artificial sweeteners in our teas and chocolate milk. We don’t use any preservatives either. What we give up in shelf life, we feel we gain in customer satisfaction.”

A satisfied customer in their food service division, Jamie Moore of Eat’n Park Hospitality adds, “Harrisburg Dairies has been an incredible supplier for our company. From being rBST free to working on eliminating high fructose from their non-dairy beverages, they are truly innovative and ahead of their

*Harrisburg
Dairies*



**Not your
average
cow!**

***Proudly family owned and
operated since 1931. Specializing
in all-natural, artificial growth
hormone-free dairy products
sourced from local, independent
farmers.***

2001 Herr Street • Harrisburg, PA 17103
P: 717-233-8701 • F: 717-233-6743
www.harrisburgdairies.com
sales@harrisburgdairies.com

*Harrisburg Dairies wishes
to extend special thanks to all the
PASA members for their support
on the milk labeling issue!*

time in the dairy industry.”

So Harrisburg Dairies has come a long way in their 77 years in business. What started out as a horse-drawn home-delivery service employs 150 people today. Chrissie Dewey, Fred’s daughter and fourth generation family member to work at the company finished by adding, “Our small but mighty sales team is growing new accounts all the time. We have a real sense of pride and commitment to keep our company strong.” ■