

## Maryland's South Mountain Creamery Acquires Trickling Springs Creamery

Middletown, MD—South Mountain Creamery, a family-owned farm and creamery in Middletown, MD, recently announced the acquisition of Trickling Springs Creamery in Chambersburg, PA.

The acquisition of Trickling Springs Creamery and its processing plant, which closed its doors last September, will enable South Mountain Creamery to keep up with rapid growth, the company said.

“When Trickling Springs closed, farmers had to scramble and find a new home for their milk,” said Tony Brusco, owner, South Mountain Creamery. “We have the skillset to run a successful production plant and can use our experience and knowledge to help reopen the Trickling Springs Creamery plant.”

“At the same time, we’re reaching capacity at our current plant in Middletown,” Brusco continued. “Best of all, we’ll also be able to offer a truly local, grass-fed, organic bottled milk to our customers.”

Under South Mountain Creamery’s ownership, the business will be relaunched as Trickling Springs Organic and the retail storefront will be known as The Market at

Trickling Springs. Trickling Springs Organic will produce organic milk as well as South Mountain Creamery products, all of which will be available for purchase at The Market at Trickling Springs. The Market at Trickling Springs is expected to reopen in August, and the plant, Trickling Springs Organic, will begin bottling operations in October.

South Mountain Creamery is said to be Maryland’s first on-the-farm dairy processing plant, starting operations in 2001. The company owns and farms roughly 3,000 acres in Frederick county, MD, where it milks around 600 dairy cows.

The company’s products include bottled milk, ice cream, yogurt, and butter.

Since the spread of the coronavirus, South Mountain Creamery said it has grown its home delivery service as the demand for local products and customers’ desire to know where their food comes from has increased.

“Dairy farmers are sticking together. It’s an opportunity for us, for the community, and for these other farmers to get back to our roots. The previous owners of Trickling Springs built a solid brand backed by quality, organic products,” Brusco said. “We want to return to a sense of wholesomeness. When customers come into The Market, and when wholesalers work with our salespeople, they’ll see that and feel that.”

## Philquip Moves Operations, Doubles Improved Manufacturing Area



When Philquip moved its operations to Bancroft, WI, it doubled its production area to add new machining equipment and improve the work environment. Above, Adam Phillips works on a 640-pound cheese cutter for a cheese processor located in Wisconsin.

**Bancroft, WI**—Philquip, LLC, a supplier of stainless steel cheese cutting and handling equipment for cheese manufacturers and packaging companies, has moved its operations here and doubled capacity in order to better serve its existing customers and increased business.

Well-known for its 640- and 40-pound cheese cutters, Philquip also specializes in vacuum transfer systems; portable overhead A-frames; tumble drums; conveyors and other innovative handling solutions that meet manufacturing needs, said Rick Phillips, manager and owner of Philquip.

“We’ve been doing a lot of 640 equipment over the last two years,” Phillips said. “We were getting tight in the old building and this one provides a bigger and better work environment.”

Phillips said the company doubled the size of the manufacturing area to get more room as well as to buy new machining equipment that will also expand offerings as well as become more self-sufficient and reduce lead times.

“I went 21 years in the Plover building and then all of a sudden we got really busy and we needed the space,” Phillips said.

Sons Shane and Adam are now at the company and Rick Phillips said that while he’ll be hanging around, he wanted to provide a new location for them to eventually take over.

Shane works more closely with his dad on the designing of the equipment, while Adam handles the shop area and production.

“I enjoy having them here and they have caught on quickly,” Rick Phillips said. “I imagine one day they will be running the place by themselves. It was just a good time to build,” Phillips said.

Phillips said he has seen a lot of growth, primarily in the 640 cutting and 640 handling area.

“We’re doing a lot of custom cutting and handling equipment.

We’re seeing businesses wanting to do more things, like cutting smaller portions out of the 640,” Phillips said.

He said while the main design of his cutters remains the same, they’ve evolved for cleanability and safety.

“We’ve always tried to keep our designs as simple as possible,” Phillips said. “The maintenance team at most operations can adjust things and they can clean it easily. We’ve made improvements in safety and guarding and the ability to clean it. Our 640 cutters can be pulled apart without any tools. We’ve made improvements in those areas over the years.”

There are no other major breakthroughs although the cheeses in 640s have changed from the Cheddar to harder Italian varieties and cheese with flavors, Phillips said.

We just try to get the most yield out of the block no matter what kind of cheese is in there, in the shape and configuration for further processing, he said.

The company also manufactures a 200 and 100 pound Swiss cheese cutter.

“It’s a unique process that involves taking the packaging off the cheese block so it could be cut. It was a lot of work, a lot of trial and error but we got it resolved and it works nicely now,” Phillips said.

Philquip has a good reputation in the industry for hanging around until the job is done and done to the buyer’s satisfaction.

“With 640s, we’ve done so many of them that you really know what we’re doing. And if something goes a little off, we make it work. That’s a pretty good reputation to have; you can live off a reputation like that,” Phillips said. “If something’s wrong, we’ll fix it.”

For more information on Philquip, visit [www.philquip.com](http://www.philquip.com).

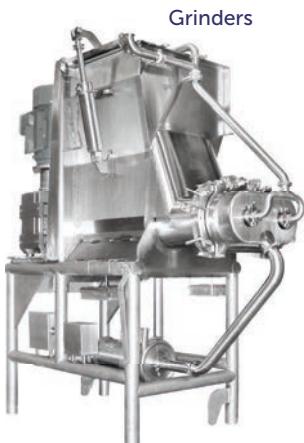
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