

A clear glass is being filled with milk from a white pitcher. The milk is captured mid-pour, creating a thick, white stream that falls into the glass. The background is a warm, brownish-gold color, and the glass sits on a light-colored, textured surface.

# FROM MOO TO YOU SHORT COURSE

at Vale Wood Farms

Let us know your interests, and we will customize your behind-the-scenes Short Course to answer all your questions. Sessions can be scheduled around your availability.

Your hands-on experience can include:

- Introduction to dairy processing and packaging.
- Dairy delivery: a milkman's perspective.
- Pricing strategies and customer management.
- Elements of successful farm events.

*Think you'd like to process or deliver your farm's milk directly to consumers? Come and learn how from a family with generations of experience.*

Tuition: \$200 per person, \$150 for additional people from the same farm. Center for Dairy Excellence can provide a \$50 per person scholarship for Pennsylvania farmers. Ask for details.

Contact us for dates and availability: (814) 886-7171 x106  
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