

August, 2011



We will be closed on Monday, September 5 for Labor Day.

Purveyors of fine domestic cheese since 1933

We proudly sell Phillips Lancaster County

- plus*
- State Brand
 - Alphorn
 - Amish Gourmet
 - Biery
 - Bel Kaukana
 - Clearfield
 - Cooper
 - Guggisberg
 - Heidi Ann
 - Hoffman
 - Jana Valley
 - Maple Leaf
 - Minerva
 - Odyssey
 - Pearl Valley
 - Schreiber
 - Smithfield
 - Stella
 - WisPride
 - Yancy Fancy
 - Zerto

and other brands of delicious cheese.



Cheese Balls, Logs & Wedges

Order by September 9 for October Delivery

Thanksgiving and Christmas will be here before you know it, and so will customers looking for the festive cheese balls, cheese logs, and cheese wedges they need for their holiday entertaining. Phillips Lancaster County Cheese Company is proud to be carrying the Kaukauna line again this year, with **orders due by September 9.**



Two new flavors are being introduced in time for the holidays: **Blue Cheese Balls, and Buffalo Blue Cheese**

Balls.

Kaukauna Cheese Balls and Logs have a long shelf life of 270 days. There are a dozen 10 ounce Cheese Balls or Logs in every case. **Orders received by September 9 will receive a \$2.40 discount per case.**

In addition to the balls and logs, Kaukauna will be bringing back the



popular Connoisseur 3 Layer Cheesecake Wedges. The wedges come in two varieties of three cheese flavors each, and have a shelf life of 210 days.

Speak to your sales rep, or call the office for more information about Kaukauna Cheese Balls, Logs & Wedges.

Kaukauna Cheese Balls

- (12/10oz per case)*
- Sharp Cheddar Ball
 - Port Wine Ball
 - Smokey Bacon Ball
 - Garden Vegetable Ball
 - Garlic & Herb Cream Cheese Ball
 - Pepper Jack Ball
 - Beef N' Onion Ball
 - Parmesan Ranch Ball
 - (NEW) Buffalo Blue Cheese Ball
 - (NEW) Blue Cheese Ball

Kaukauna Cheese Logs

- (12/10oz per case)*
- Sharp Cheddar Cheese Log
 - Port Wine Cheese Log
 - Double Sharp Cheese Log
 - Pepper Jack Cheese Log
 - Double Sharp/Port Wine Log
 - Double Sharp/Swiss Log
 - Double Smokey/Sharp Log
 - Connoisseur 3 Layer Cheesecake Wedges**
 - (12/6.5oz per case)*
 - Party Layer Cake Wedge (Sharp, Swiss, Port Wine)
 - Mediterranean Layer Cake Wedge (Asiago, RR Pepper, Parmesan)

Did you know...

- Kaukauna Cheese Balls are available in ten delicious flavors
- Lancaster County Cheese Company has been selling great cheese since 1933.

“YES, we carry deli meats!”

Turn to Phillips for all your deli meat needs. We proudly carry:

- PennDutch Lebanon Bologna
- PennDutch Sweet Bologna
- Hormel Honey Baked Ham
- Hormel Cooked Ham 10%
- Farmland Chopped Ham
- Marvel Turkey Ham

- Marvel Oven Roasted Turkey Breast
- Marvel Honey Smoked Turkey Breast
- Seltzer's Beef Sticks
- Weaver's Sweet Bologna
- Weaver's Turkey Sweet Bologna
- Farmland Virginia Ham
- ... and the other fine deli meats you need.

Phillips Lancaster County Cheese Company News

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Visit us on the web:

www.LancasterCountyCheese.com

TRYERS ARE BUYERS!

It's been said that "tryers are buyers". How can you encourage your customers to try new flavors of cheese?

In-store sampling and in-store demonstrations are excellent ways to promote the sale of cheese in your store or deli.

Many of our stores offer self-serve samples of new cheese flavors when they're first introduced. Make sure the display is attractive and kept clean throughout the day. A waste can near the display for discarded toothpicks, napkins, and such is helpful.

Phillips Lancaster County Cheese Company will also sponsor a FREE in-store sampling demonstration for your store. Talk to your sales rep, or call the office at 717-354-4424.



State Brand Butter

State Brand AA Butter is churned from sweet cream, lightly salted, and packaged in:

- Butter Quarters (36/1#)
- Butter Solids (36/1#)



Cabot Vermont Sharp Cheddar is now available in

4/10# or

1/40#

Ask your Sales Rep or call the office @ 717-354-4424.

