

Dairyman

APRIL 2007



perfslage family comes together during trying times



Published Monthly by:
Swiss Valley Farms, Co.
 P.O. Box 4493
 Davenport IA 52808

563.468.6600 FAX 563.468.6613
 www.swissvalley.com

Nancy Feeny
 Editor/Member Relations Manager
Karen Bohnert
 Member Relations Assistant

Swiss Valley Farms, Co. will produce, distribute and sell value-added, quality products for our:

- Customers & Consumers
- Owner/Members
- Workforce

Swiss Valley Board Officers

- President**
 Pam Bolin.....Clarksville, IA
Vice President
 Randy Schaefer.....Blue Grass, IA
Secretary
 Jeff Nimitz.....Monticello, WI
Treasurer
 James Schmitt.....Sherrill, IA

Swiss Valley Directors

- Loyde M. Beers.....Eastman, WI
 Donald Berlage.....Elizabeth, IL
 Steve Klug.....Spring Grove, MN
 Dale Humpal.....Ridgeway, IA
 Francis Leibfried.....Cuba City, WI
 G. Joe Lyon.....Toledo, IA
 Jim Oelfke.....Hamburg, MN
 Donald Peterson.....Cashton, WI
 Patrick Schroeder.....Lancaster, WI
 Eugene Smith.....Clinton, WI
 William Strief.....Farley, IA

a message from **Don Boelens** Co-CEO



Recently, each Swiss Valley Farms member should have received a packet of information regarding the cooperative's reorganization, which is necessary due to the 50-year sunset clause in Swiss Valley's original 1958 charter. If you did not receive this packet, contact your field representative immediately to get one. The word "reorganization" may suggest some significant changes are coming to how your cooperative is governed and how it operates. In reality, there are only a few changes that Swiss Valley Farms will realize in this reorganization. In your packets you will see words like, "merger", "common stock", "preferred stock", among other terms that you may have questions or concerns about.

Let's first identify what will be the same. Swiss Valley Farms will remain a cooperative owned and controlled by its member-owner dairy farmers. Your equity values in the newly reorganized Swiss Valley Farms will remain the same as what you held in the old Swiss Valley Farms. The only difference being a share of un-certificated (meaning there will not be a piece of paper for you to put in your safe) common stock with a par value of \$100 will be held by each member. This \$100 will be transferred from your existing equity accounts. If there is not enough equity in your accounts to cover this share purchase on October 1, 2007, it will be earned and transferred as future patronage declarations are made to your

accounts.

We will also be retaining the long-standing cooperative principle of one member, one vote. Your Board of Directors will remain the same at the time of reorganization, with each director continuing to serve out his or her terms. At this point, we will retain the 15 geographic districts under which the membership currently elects its representation on the Board. The company's physical operations will continue to operate as they do today. Our highly efficient and updated plants will continue to produce award winning products and deliver excellent service for our diverse customer base just as they do today.

A few changes have been included that have not been in any previous updates to our bylaws.

A provision for preferred stock offerings has been included to give future Boards some flexibility in raising capital for the cooperative to continue a strong growth curve. Acquiring plants, creating new products along with marketing our brand requires a significant amount of money. The company may need additional funds to tap into sometime in the future to support these initiatives. Any type of

CO-OP REORGANIZATION OVERVIEW

offering such as this would need to be thoroughly analyzed by the Board and Management prior to approval. The members of Swiss Valley Farms would likely be given the first right to purchase these preferred equities in the event they are needed. It is also important to understand that these equities are non-voting and do not provide for any type of governance rights.

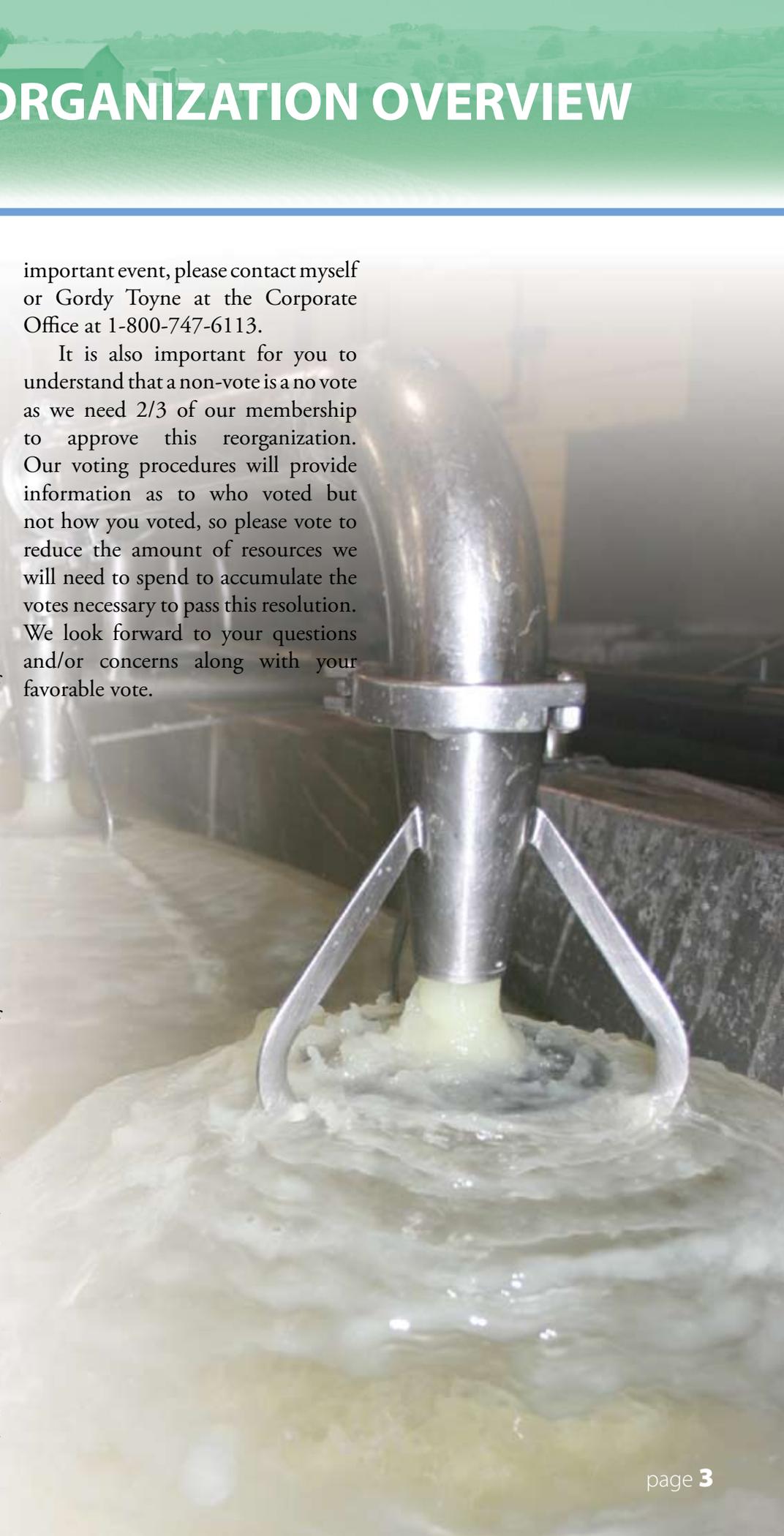
Another change is that we are proposing a move from Illinois to Iowa as it relates to the State in which we are incorporated. Iowa was selected due to the recent update of its cooperative statutes. Iowa was viewed as the most co-op “friendly” state of the four states we selected as candidates for incorporation.

You will see the term “merger” in the documents as you read through them. Due to moving from Illinois to Iowa, it was necessary to set up a new cooperative in Iowa. This cooperative has already been formed and is simply an empty shell today. Upon your approval of the “Plan of Merger,” this shell cooperative will be the survivor in a merger with the old Illinois cooperative Swiss Valley Farms Co. Everything will transfer to this new cooperative. All of your equities along with all the assets and liabilities of the current Swiss Valley Farms Co. will become part of the new Swiss Valley Farms Cooperative.

It is imperative that each member vote in favor of this plan of merger to ensure the continued uninterrupted service provided by your cooperative. If you have any questions or concerns about the content of this very

important event, please contact myself or Gordy Toyne at the Corporate Office at 1-800-747-6113.

It is also important for you to understand that a non-vote is a no vote as we need 2/3 of our membership to approve this reorganization. Our voting procedures will provide information as to who voted but not how you voted, so please vote to reduce the amount of resources we will need to spend to accumulate the votes necessary to pass this resolution. We look forward to your questions and/or concerns along with your favorable vote.



By Karen Bohnert

Most kids look forward to summer break, and while the Sperfslage family isn't any different, their summer plans panned out to be much different than what they anticipated.

Dean and Dana Sperfslage, bought a new dairy in Edgewood, Iowa on April 1, 2006. Shortly after, the young couple began milking cows on the Edgewood location. In mid-May, they moved the rest of their cows to Edgewood from their previous Strawberry Point dairy facility, but Dana and the children continued living in Strawberry Point. "We still

had some cattle at the old facility to take care of, plus the children were still in school," Dana explains. "They had to change school districts, so we wanted them to finish out the school year with their current school."

Another twist

On June 11th, Dana and the children were finally able to move to the new dairy location in Edgewood. School was over, summer was nearing and things could start going back to normal, right? "I was looking forward to all of us being at one location," Dana said. "You don't realize how much you depend on one another

until they aren't there."

Dean decided to go check some beef cattle that he had at the old farm on July 7th. He hopped on the four-wheeler to go check cattle in the pasture and rolled it. "All I could think about was how are all of the chores going to get done," Dean said. Dean broke his femur and was hospitalized for five days.

What to do?

With a new farm and Dean out of commission, Dana Sperfslage didn't know what to do. "I knew that everyone was going to have to help out to get us by," she stated.



The Sperfslage family. From left, Dana, Alicia, Dean, Mitch and Derek. Inset photo: T.J. Sperfslage.

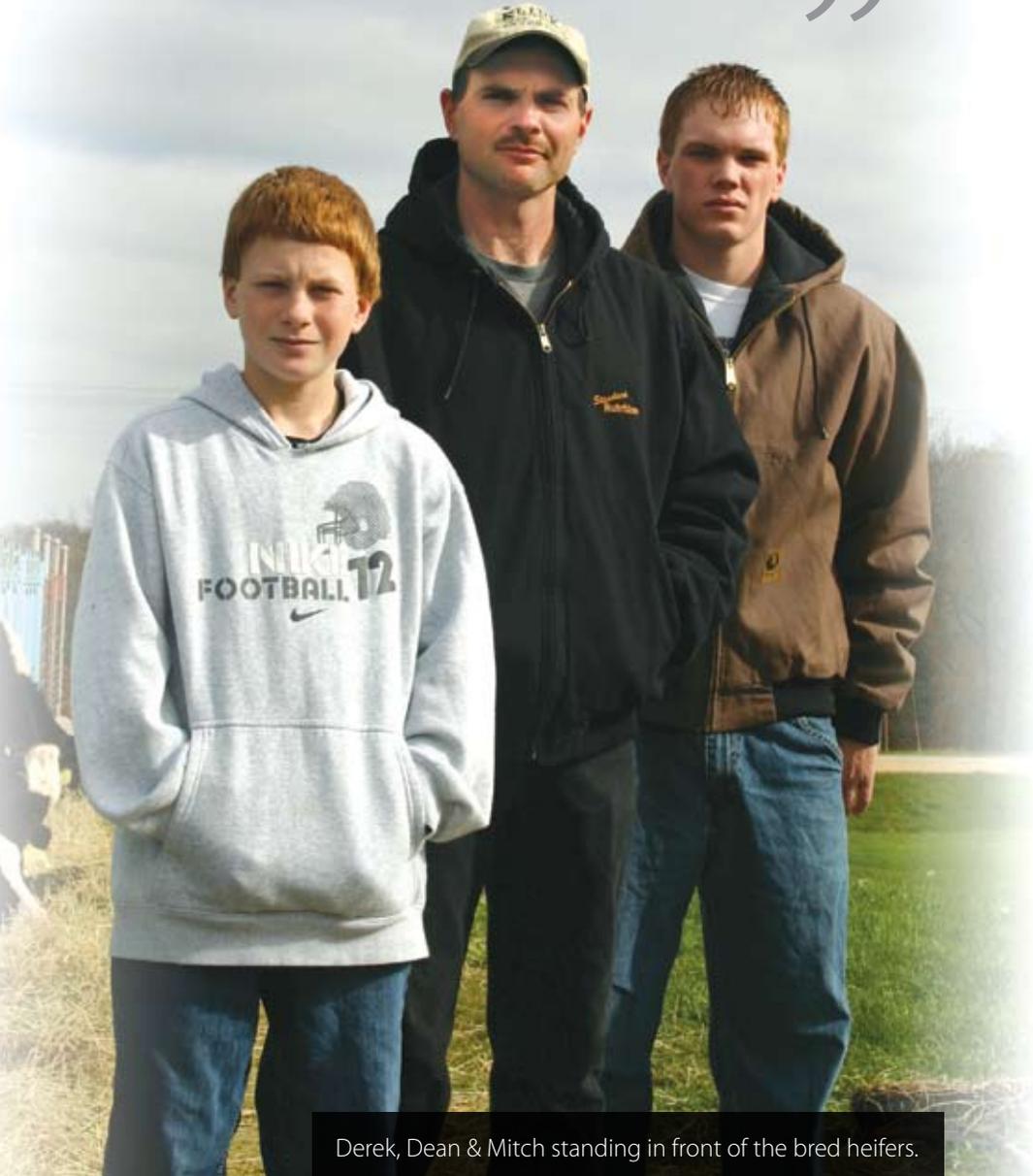
They called Dean's nephew, Jeremiah Sperfslage, who is a dairy nutritionist and had some vacation time he could use. "Jeremiah and the kids took over milking for the next 10 days, since I had to take care of Dean while he was in the hospital and when he first came home," Dana explains. "Jeremiah rearranged his schedule and did morning chores, ran rations, did his farm visits and was back for evening chores. We also had Dean's family who all helped out with chores, food and laundry."

Eventually, Jeremiah had to go back to work full-time and so Dana had to figure out yet another schedule. "Since the kids were still on summer break, they could continue to help out," she said. The Sperfslage four children: Mitch, 17; T.J., 15; Derek, 12 and Alicia, 10 all became the workforce of Sperfslage Dairy. "This was a big deal for the children," Dean said, "They had never milked cows before." At the other farm, the kids helped out, but it was somewhat limited to manual chores. "They helped feed calves, push up feed and get cows." Dana states, "They never had taken on this level of responsibility before; the twice-a-day, every day mentality, helps them appreciate how everything gets done."

When the children went back to school in mid-August, Dean was able to help come out and milk mornings. The kids took over night chores with Dana. "By the end of September, Dean was able to work both milking shifts and take back his full duties," Dana states.

"During the time that Dean was

“ They have never taken on this level of responsibility before; the twice a day, every day mentality helps them appreciate how everything gets done. ”



Derek, Dean & Mitch standing in front of the bred heifers.

recuperating from his accident, Dana and the kids really did an excellent job keeping everything flowing,” said Lynne Melchert, their Swiss Valley Farms Field Representative. “There was a great deal of responsibility for them all and I really give credit to the boys for taking on extra responsibility.” Lynne chuckles and continues, “Even though Dean was confined to the house, he still was giving ‘orders’ and kept his good sense of humor.”

Sperfslage Dairy

Today, Sperfslage Dairy is milking 124 Registered Holstein cows twice a day in a double-eight herringbone. Their rolling herd average is 25,325 pounds milk with 878 pounds of butterfat and 775 pounds of protein. In their old facilities, the Sperfslage milked in a tie-stall barn.

“Moving into a parlor has been a big transition for the cows,” Dana states. “In our old facility, our cows were milking in the low 90’s and now we are averaging 83 pounds.”

Their cows are housed in an older free-stall barn and they also have a bedding pack building that houses about 64 cows. “We can house 132 cows on this facility,” Dean said. They

own 120 tillable acres and rent an additional 180 acres. “With rented ground, we should have enough feed for our cows,” Dean said. “We might have to buy some extra hay or corn, but we should be okay for the most

stems from the Hanson farm.

The oldest Sperfslage child, Mitch, wants to come back to the dairy after he graduates high school. “I really enjoy working outside and helping with the livestock,” Mitch explains. The Sperfslage family plans on staying at their current size. “This would allow us to keep family as our help and not have to deal with outside hired help,” Dana said. “We really enjoy keeping this a family thing,” she explains.

Moving forward

It’s been a year since the Sperfslage family moved their dairy to Edgewood. They are still in transition mode; trying to get things done on the farm that should have been done last fall. “We still find ourselves saying, if Dean hadn’t got hurt, this would have been done,” states Dana.

“But we can’t look back, so we don’t. We just move forward.”

ON THE COVER:

Ten year old, Alicia Sperfslage, Strawberry Point, Iowa, graces the April 2007 *Dairyman* cover. Along with her brothers, Alicia joined the workforce on her parent’s dairy farm, when her father, Dean, broke his leg. “I helped him move around the house,” she states. “I kept him company during the day.” Besides helping her father out, she enjoys gymnastics, playing with her dog, Molly, and helping feed baby calves.



part.”

Dean and Dana started purchasing cows in 2001 from Hanson Family Farms, Hudson, Iowa. “This is a great family,” Dean said. “I pick out the cows and they supply DHI records and tell me all the information I would need to know about the cows.” In fact, 80% of the Sperfslage herd

TEST AFTER TEST...

Dubuque Lab Ensures Safety & Quality

By Nancy Feeney

We all know dairy products are the most tested foods to ever grace a grocery store shelf. But I bet you have no idea just how much testing your favorite milk product actually undergoes before you pick it up in the grocery store.

The Swiss Valley Farms milk bottling plant in Dubuque, Iowa, is one of the biggest and busiest bottling plants in the upper Midwest with hundreds of millions of pounds of finished dairy products going out the loading dock every year. Randy Hanson is the manager of the Dubuque Quality Assurance Lab and a 27-year veteran at this location. He was happy to explain the cycle of testing that fresh from the farm milk under goes after it leaves the farm bulk tank and before it is loaded out of the plant's cooler as a finished dairy product, ready to be placed on the grocery store shelf.

"Milk can't come into this plant unless it is checked by one of our certified technicians," Randy says. He oversees a staff of five technicians: Julie Chapman, Russ Koetz, Jim Ludwig, Judy Brimeyer and Dawn March. Each of them has a part to play in the many tests performed in the lab.

365 DAYS A YEAR

Everyday, weekends and holidays included, 40 trucks pull into the six-bay receiving area at the plant, ready to unload their cargo of farm fresh milk. A lab technician tests a sample from each of these trucks on the Charm (antibiotic) test and DMC (Direct Microscopic Count) test before the driver receives the "OK"



A sample from a newly arrived milk truck is put on a slide and checked for bacteria under a microscope.

from the lab to unload the milk into one of the plant's five 50,000-gallon milk silos. To ensure accuracy, all lab technicians are annually certified by Interstate Milk Shippers on how to correctly run these antibiotic tests.

Julie Chapman has worked as a technician in the Dubuque Lab for 20 years. She says her daughter is allergic to certain antibiotics and she can well understand the public's concern that no antibiotics reach the grocery store shelf. "I know that everything we do in this lab is important and I take it all very, very seriously."

Only after all these tests are passed is the hauler told to unload the milk into one of the plant's silos. But as you will soon see, this is just the tip of the iceberg in the testing cycle.

Other tests run by the lab include:

- Finished product testing - testing for accurate butterfat levels (is the 1% milk really 1%?), viscosity, total solids, chocolate milks and creams.

- Check for homogenization efficiency. Technicians pull samples out of the homogenizer. "We assure

DUBUQUE LAB STORY continued



Lab Manager Randy Hanson and Technician Julie Chapman examine an HTST chart, which shows milk temperatures and times recorded during the pasteurization process.

will grow colonies,” Randy says.

TEMPERATURE IS CRITICAL

Another critical area the lab monitors throughout the bottling process is temperature. “No preservatives are ever added to milk,” Randy says. “The only preservative for milk is temperature.”

Chart recorders automatically record temperatures at several critical checkpoints along the way. Lab technicians also check product temperatures on the spot by walking through and pulling product off the line and checking the temperatures right then and there,” Randy says.

They also check silo temperatures. Every silo has a temperature gauge and technicians check temperatures on the silos through the day and keep a log. The thermometers used for all this testing are calibrated with a certified thermometer sent annually

the efficiency of the homogenization process so we don’t see a cream plug in the finished product,” Randy says.

- Check on product pasteurization – technicians analyze samples taken from the pasteurizer, checking to make sure the phosphatase enzyme in the raw milk has been denatured (neutralized by the heat process).

- Check all processing lines to ensure they were properly cleaned.

- Monitor milk temperatures throughout the bottling process.

- Check finished product weights.

- Monitor shelf life

Every day, technicians use a syringe to take samples out of lines at several

critical spots all along the processing chain, starting with pasteurization through the storage tanks, to the filling operation and after the filling operation. A microbial build up anywhere along this chain indicates improper cleaning and the tests can pinpoint where this happened.

“Milk is the perfect food for microbes to grow in. We have to be sure that no microbes were present anywhere along the line,” Randy says.

These line samples sit at room temperature for 18 hours, then are put in a Petri film in a nutrient rich broth and incubated at 90 F for 24 hours. “If there are any microbes present in any of these samples, they



Lab Technician Russ Koetz uses coli form Petri film to plate stress sample from the previous day’s finished products.



Judy Brimeyer logs in a truck driver's ID as she picks up a milk sample dropped off at the lab window.

to report an 'off flavor' or 'off odor' complaint on a finished product. "This is the lab that must track down where that off flavor came from," Randy says. "Often, it is the consumer's own refrigerator."

MOST IMPORTANT THING WE DO

Besides training their noses to detect off-odors, the Swiss Valley lab technicians also must train their taste buds. According to Randy, it's one of the most important tests the lab workers undertake, making sure Swiss Valley dairy products retain that distinctive Swiss Valley flavor profile that all our customers love.

"Our technicians are all trained in how the products should taste. After pasteurization and after the milk is in the bottle, our techs give them a taste test." There is in-house training on the taste testing and both smell and taste are involved here.

to the lab by the National Bureau of Standards.

Weight control is another area of importance for this bottling plant, even though the average consumer probably never gives this much thought. After filling, all products must meet correct weights and proper fill standards.

"Since solids weight more than fats, milk weights differently at different times of the year," Randy says. "That's because there are more solids in milk at certain times of the year, such as in the winter." In turn, skim milk weights more than whole milk. All these factors are taken into consideration.

A technician's nose must be trained, too! Milk haulers drop off samples pulled from all of the producers' bulk tanks and these are kept at a stable temperature to preserve their integrity. Both the milk hauler and the lab technician smell these milk samples, checking for "off odors". Lab technicians are well

trained to detect even supple odor variations in the milk.

Lab technicians communicate directly with co-op members about any 'off odor' detected in their milk. Further down the production chain, lab technicians also communicate with retailers who occasionally call in



Lab Technician Jim Ludwig performs an acidity check while Judy Brimeyer dips a stained slide before putting it under the microscope to check for bacteria.

DUBUQUE LAB STORY continued



Lab workers quietly go about their various duties in this narrow 30-foot long room, lined with microscopes, electronic testing devices, computers and clipboards.

“Swiss Valley has a certain flavor profile in our chocolate milk and our techs know this flavor and try to match it every time.”

The techs also are trained to taste for the absorbed flavor of onions and the oxidized flavor left from the lights in a typical dairy case. “This gives milk a cardboard taste,” Randy says.

Product shelf life is tested by taking a sample from every day’s run of every product. These samples are put in a 45-degree refrigerator and held at that temperature for 20 days. After the 20 days are up, the product is sampled by technicians.

“To me, this is the best way to tell if our shelf life is holding,” Randy says. “If we can show we held that product at 45 degrees for 20 days, then it should hold up in a consumer’s refrigerator at 40 degrees or below, which is the recommended

temperature.”

“We keep a library of samples from all our bottling runs. This way, we can trouble shoot consumer questions regarding shelf life problems.” This library is purged every 20 days, after the shelf life expires.

Water temperatures during all equipment and pipeline cleaning cycles are rigorously monitored. Technicians also run tritations to monitor the soap solution’s strength to make sure it meets specifications. A tritation is a sample of a wash solution that is pulled during the wash cycle. “We check for so many parts per million of cleaning solution and wash water to get proper cleaning,” Randy says.

DATA COLLECTION

After all this incessant testing, what do the lab workers do with all this data?

“After we monitor all these things, we communicate these results to the plant production crews,” Randy says. “We produce daily and weekly reports. Technicians also immediately communicate with production crew members if they feel a problem needs an immediate fix. Timely communication with the workers involved is the key to staying on top of any potential problems.”

Over the years, Randy has lead hundreds of tour groups along the windowed catwalks that line the wall above the plant’s production floor. He says the strangest question he ever received was when someone asked him, ‘Where do you add the water to get the milk down to 2%?’ Somewhat startled by the question, Randy was quick to say, “We never add water to the milk!”



CWT TO REMOVE 54,000 COWS

The next herd retirement effort conducted by Cooperatives Working Together will remove more than one billion pounds of milk, or 0.6% of the nation's dairy supply, in an effort to help strengthen and stabilize farm-level milk prices. USDA projects a 2.3 billion pound increase in milk production for 2007 and this action by CWT effectively reduces that projection by 45 percent.

CWT announced last month that it is tentatively accepting 343 bids from 39 states, representing 54,000 cows, which produced 1.03 billion pounds of milk last year. The week of March 19th, CWT auditors began visiting those farms to check milk production records, inspect the herds, and tag each of the cows for slaughter. All farmers will be notified no later than April 15th as to whether their bids were accepted.

A total of 1,397 bids were submitted to CWT in this round, a larger sum than the combined number of bids submitted in rounds 2 in 2004 (736 bids) and 3 in 2005 (651 bids). Jerry Kozak, President and CEO of NMPE, which administers CWT, said that the response by so many bidders was an indication that the timing was right for this retirement effort.

"The combination of economic indicators that we've been monitoring told us that this was the right time to act," Kozak said. "As a result of the strong response to this next round, we were able to select bids at a much lower cost per hundred pounds of milk removed, and spend less of our overall budget, than we had

REGION	POUNDS OF MILK	FARMS ACCEPTED	% OF TOTAL MILK REDUCION	NUMBER OF COWS
1 (Northeast)	138 million	48	13%	7,195
2 (Southeast)	92 million	64	9%	5,710
3 (Midwest)	101 million	122	10%	5,902
4 (Southwest)	280 million	56	27%	14,519
5 (West)	416 million	53	41%	20,611
TOTALS	1.03 billion	343	100%	53,937

anticipated. This will provide more funding going forward for future herd retirements, and for our very active export assistance program."

"The next step is for our field auditors to visit each farm to verify the accuracy of the information submitted during the bidding process," said Walt Wosje, Chief Operating Officer of CWT. "On-farm audits are critical to ensure the integrity of the program as we go forward." Farmers must send their animals directly to slaughter shortly after the auditing process on their farm is complete, Wosje said.

Wosje also said the program again applied its regional safeguard limits, so that no region of the country will suffer a disproportionate loss of milk supplies. Under CWT's guidelines, safeguard thresholds have been established for five separate regions of the country, limiting the total milk withdrawals possible in each. The only safeguard limit reached was in Region 2, the Southeast. The two Western regions will contribute 68% of the milk removed in this round – a proportion similar to previous

rounds.

Kozak noted that the average herd size, and average milk output per cow, for this round's accepted bids were similar to national averages. He said that further bid information, including the average price of accepted bids, won't be released until all the on-farm visits have been completed. The total number of bids accepted by region in this round are listed in the table above.

Rapid Milk Test Results

Member who would like to get their milk test results can call our toll free number:

800.397.7669

Our Dubuque office is staffed with real people (no recordings) on Monday through Friday 7:30 a.m. to 4:30 p.m. and on Saturday from 8:00 a.m. to 12:00 Noon.

CHECK OUT THE NEW T-SHIRTS!



SVF 10" Round Wooden Cheese Cutting Board with SVF logo on it. Slides open to reveal four cheese cutting tools. Awesome gift.
\$17.00



Junior T-Shirt in Two-Tone Brown and Teal with 3/4 sleeves. Great for the young ladies. These ladies' sizes run small.
M - XL = \$14



Women's T-Shirt in Two-Tone Orange and White with 3/4 sleeves. These run slightly big.
S - XL = \$11.50

Light Yellow T-Shirts with SVF logo.
S - XL = \$7.50

Red T-Shirts with SVF logo.
S - XL = \$7.50 2XL & 3XL = \$8.50

Blue Denim Long Sleeve Shirts look great anytime. Logo embroidered left front pocket.

Adult 2XL = \$20 XL- S = \$18

Light Blue Golf Shirts Still Available. Logo embroidered left front.

Price: Adult 3XL, 2XL \$25 S, M, L, XL \$22

"Swiss Valley Sunrise" note cards featuring the Bonnie Mohr print: 10 cards in a pack. Great for "Thank you's" and invitations.

Price: 2 packs for \$5

Royal Blue Padded Portfolio with SVF logo embossed on the top. **Price: \$4**

White Plastic Cheese Wire with two cutting sizes. SVF logo on the handle. **Price: \$2**

White Plastic Cutting Boards 9 by 7 inches plus 5-inch handle. **Price: \$5**

SVF Stocking Cap warm, knit stocking caps, navy blue with red stripes & SVF name woven into cuff.

Price: \$5

Barbeque Tool Set large metal spatula, fork and tongs in gift box. **Price: \$5**

ITEM	QTY	SIZE	PRICE	TOTAL
Two-Tone Brown				
Two-Tone Orange				
Red				
Yellow				
Light Blue Golf				
Round Cheese Board				
Denim				
Bonnie Mohr Notecards				
Wire cheese cutters				
Cutting board				
Porfolio				
Stocking Hat				
Barbeque Tool Set				
TOTAL AMOUNT ORDERED				
ADD SHIPPING CHARGES				
TOTAL AMOUNT DUE				

Shipping Charges	Purchase Amount	Add
	Up to \$20	\$5
	\$20.01 to \$40	\$7
	\$40.01 to \$60	\$8
	\$60.01 to \$80	\$9
	Over \$80	\$10

SEND CHECK OR MONEY ORDER TO:

Swiss Valley Farms, Sales Items
 P.O. Box 4493, Davenport, IA 52808
 All prices include tax. Allow 3 weeks for delivery.

Co-op gives generous donation to **NORTHEAST IOWA DAIRY FOUNDATION**

Swiss Valley Farms recently announced their gift of \$50,000 over the next five years to the Northeast Iowa Community-Based Dairy Foundation at the Dairy Foundation's annual meeting held on March 8, 2007 at the Dairy Center in Calmar, Iowa.

The cooperative offered the sum as a symbol of its commitment to future and current dairy farm families who utilize the Dairy Center's educational programs, demonstrations and research activities. A check was presented by Swiss Valley Farms Co-CEO Donald Boelens to the Dairy Foundation's Board president Jed Becker in front of nearly 100 dairy farmers and industry supporters.

"Swiss Valley Farms is pleased to contribute these funds to the Dairy Foundation. We are committed to the ongoing training of young dairymen and women. We believe the future success of the dairy industry will be achieved by ensuring there



Don Boelens, Co-CEO accepts a plaque from the Dairy Foundation's Board president Jed Becker thanking Swiss Valley Farms for their donation.

are qualified individuals operating the nation's dairy farms, and believe the facility and staff in Calmar, Iowa will be instrumental in achieving this goal," Don Boelens said.

In recognition of their donation, a cheese reception was held for Swiss Valley Farms following the annual meeting, and a room at the Dairy Center has been named in the

cooperative's honor.

The Northeast Iowa Dairy Foundation was founded in 1998 to ensure the prosperity of the dairy industry in northeast Iowa. In partnership with the NICC and Iowa State University, the Dairy Center was built as an educational center for future and existing dairy producers and the general public.



Photo Contest

Spring is here and summer isn't too far away! Get your cameras out and start taking pictures for the Swiss Valley Farms Photo Contest to be used in the 2008 Swiss Valley Farms Calendar.

To achieve high quality photos make sure your picture is sharply in focus. Also, if your using a digital camera, the higher the resolution the better. If your using a film camera, make a 5" x 7" print and mail that in.

Submit all pictures to Karen Bohnert at P.O. Box 4493, Davenport, IA 52808. You can email the pictures to Karen at karen.bohnert@swissvalley.com.

Take a look at Field Personnel & Statistics at **SWISS VALLEY FARMS, CO.**

Field Department & Procurement Division Directory

J. GORDON TOYNE V.P.

MEMBERSHIP & PROCUREMENT

LeClaire, IA 52753 Office: 563.468.6644
Home: 563.289.3535

NANCY FEENEY MEMBER RELATIONS

Bettendorf, IA 52722 Office: 563.468.6640
Home: 563.359.9100

KAREN BOHNERT MEMBER RELATIONS

East Moline, IL 61244 Office: 563.468.6641
Mobile: 563.320.2895

TIM GENTHE LAB & SAFETY MANAGER

803 S. School St. Office: 563.583.7669
Cuba City, WI 53807 Home: 608.744.3515

MARV THOMPSON

RAW MILK SALES & TRANSPORTATION

617 Monroe St. Office: 608.366.1770
Sparta, WI 54656 Home: 608.269.4850

RON BRENNER FIELD SUPERVISOR

204 Goddard St. Office: 608.366.1770
LaCrosse, WI Home: 608.782.0012

THOMAS TEGELER FIELD SUPERVISOR

1320 1^{1/2} St. S.W. Office: 563.583.7669
Dyersville, IA 52040 Home: 563.875.2059

DOUGLAS ANDERSON

451 Clayton Ave. W Home: 715.948.2183
Clayton, WI 54004

RANDY HEISEL

259 E. Lakeview Dr. Home: 608.625.2045
LaFarge, WI 54639

MIKE HOWALD

7105 N. Freeport Rd Home: 815.938.2651
Forreston, IL FAX: 815.938.9151

FRED IMDIEKE

36356 Roanoke Lane Home: 320.256.4932
Melrose, MN 56352

KARA KOOPMANN

6142 Roller Coaster Rd. Plant: 563.583.7669
Epworth, IA 52045 Home: 563.876.3900

ROGER LENIUS

319 9th St. Office: 319.352.5463
Waverly, IA 50677 Home: 319.352.5015

KEN LEY

225 S. Clifton Plant: 608.348.3932
Livingston, WI 53554 Home: 608.943.6240

LYNNE MELCHERT

117 Culver Rd. N.E. Office: 563.926.2363
Hopkinton, IA 52237 Home: 563.926.2794

JIM MURPHY

430 Linden Home: 563.422.5789
West Union, IA 52175 Mobile: 563.380.0393

JIM SCHMITZ

202 Bechner St. Office: 563.925.2321
Greeley, IA 52050 Home: 563.925.2015

CHERYL ZABLOCKI-WAGNER

W1919 Hofa Park Dr Office: 920.822.2933
Seymour, WI 54165 Home: 920.822.2887

BOB ZIELSDORF

309 North Street Office: 608.366.1770
Sparta, WI 54656 Home: 608.269.5452

During the Month of February,
these Swiss Valley Farms
Members averaged below
100,000 for their
somatic cell count.

Roger Aldinger	81,000
John & Jena Barr	86,000
Chad Breuckman	75,000
Don Brincks	91,000
George & Judy Cadden	63,000
Kevin & Donna Carolan	64,000
Steven & Cheryl Chapman	66,000
Mike Deaver	55,000
Deetz Bros	83,000
Loren Duwe	91,000
Elmer Engelken	93,000
Michael Engelken	93,000
Richard Esser	59,000
Paul Fassbender	91,000
Larry Gilbertson	55,000
Mike Haines	73,000
John & Evie Hamilton	93,000
William Hamilton	93,000
Brent Hellenbrand	95,000
Hodson-Dirksen Farms LLC	61,000
Robert & Patricia Horst	94,000
Christa Jenson	85,000
Neil Landt	81,000
Koty Laufenberg	68,000
Cheryl Meier	71,000
Mike Meier	71,000
Randy Mikshowsky	78,000
Oat Hill	94,000
Michael Puhl	99,000
David & Linda Rego	98,000
Philip Schneider	64,000
Sandra Siegle Schrempf	95,000
David Siegle	95,000
Kevin Statz	95,000
Larry & Liane Thompson	67,000
Roger Traetow	84,000
Richard & Kim Veech	72,000
Steven & Sherry Vlasak	79,000
Joel & Jan Wormley	87,000
Leighton Yoder	72,000

Somatic Cell Range % of A Farms	
0 - 100,000.....	5 %
100,001 - 200,000.....	18 %
200,001 - 300,000.....	27 %
300,001 - 400,000.....	19 %
400,001 - 500,000.....	15 %
500,001 and above.....	16 %

Somatic Cell Range % of B Farms	
0 - 100,000.....	4 %
100,001 - 200,000.....	7 %
200,001 - 300,000.....	17 %
300,001 - 400,000.....	19 %
400,001 - 500,000.....	7 %
500,001 and above.....	46 %

WHILE WE WERE FARMING

February 2007 Board Minutes

The regular Board of Directors meeting of Swiss Valley Farms, Co. was held February 28, 2007 at the Dubuque Fluid Milk Plant Board Room in Dubuque, IA. President Pam Bolin, Clarksville, IA, called the meeting to order at 9:35 a.m. All Board members were present, except G. Joe Lyon, Toledo, IA, Donald Peterson, Cashton, WI and Jim Oelfke, Hamburg, MN. The Co-CEO Team of J. Gordon Toyne and Donald Boelens also were present.

The following business was transacted:

Director Eugene Smith, Clinton, WI opened the meeting with the invocation.

- The Board approved the Board agenda.
- The minutes of the January 29, 2007 Board of Directors meeting were read and approved as read.
- Toyne addressed communications to the Board.
- Dale Humpal, Ridgeway, IA discussed the haulers meeting with the Board.
- Directors' concerns and comments were addressed by Toyne.
- Bolin will represent Swiss Valley Farms at the Calmar NEICC annual meeting.
- The Board approved to donate \$200 to the Antique Fire Club in Dubuque, IA.
- The Management and Financial reports were presented by Boelens and approved.
- Toyne reported on the comparative milk report.
- The Board approved the capital

budget through February 26, 2007.

- The Executive Session was opened and closed.
- Jim Allison gave a presentation on Swiss Valley Farms new Bylaws and Rechartering.
- The Board approved to pass the Proposed Resolutions of the Board of Directors of Swiss Valley Farms.
- The Board approved to appoint Randy Schaefer, Blue Grass, IA to count all the ballots at the Corporate office in Davenport, IA.
- The Board approved to appoint Jeff Nimtz, Monticello, WI to sign the Certificate of Incumbency.
- Toyne reported on CMPC.
- Humpal reported on the IDFA meeting & the ISDA meeting.
- Upon motion and second, the meeting was adjourned at 1:30 p.m.
Respectfully submitted by Jeff Nimtz, Secretary.

WELCOME NEW MEMBERS

Mark Goodman

Rose Hill, Iowa

Scott Adams

Waucoma, Iowa

Haag Dairy LLC

Dane, Wis.

John & Jena Barr

Lancaster, Wis.

Dutchland Dairy

Rolfe, Iowa

Stade Dairy Farm

McHenry, Illinois

SWISS VALLEY FARMS ANTIBIOTIC PROGRAM

Effective March 15, 2004

Antibiotic Policy

If a member suspects antibiotics in his or her bulk tank & calls a SWISS VALLEY FARMS field representative to report this before dumping the milk:

- **1st time** in a calendar year, the coop will pay 80% of the milk.
- **2nd & 3rd times** in a calendar year, the coop will pay 50% of the milk.
- **Over 3 times** in a calendar year, the coop will pay **zero**.

On the 1st offense, if a member has purchased a test kit and detects the positive antibiotic milk, SWISS VALLEY FARMS, CO. will reimburse that member \$75.00 toward the cost of the test kit.

All claims must be received by the corporate office for payment no later than 60 days after the milk was dumped.

The earliest dated claim turned in will be paid at 80% payment.

If antibiotics are found to be present in a farm truckload as a result of a screening test, the member will NOT be paid for that shipment of milk, and will be assessed as follows:

**Full cost of net load
plus the cost of disposal.**

Net load = total pounds on the load minus the member's pounds.

SVF SCHOLARSHIPS AVAILABLE

Swiss Valley Farms is again offering four agriculture scholarships in addition to one scholarship for a non-ag major.

Co-op members who are studying agriculture-related majors can now compete for four scholarships . . . two for \$1,000 and two for \$500. These four scholarships are designed to promote the study of agriculture beyond the high school level. There is also offered a \$500 scholarship for students studying in any field.

To be eligible for any of these scholarships, an applicant must be a

co-op member or a son or daughter of a co-op member, or the manager or operator of a farm for a Swiss Valley Farms, Co. member, or a student whose family manages or operates a farm for a Swiss Valley Farms, Co. member at the time of submitting the scholarship application and when the cash awards are made.

Any high school graduate or any 2007 college student who meets the qualifications is eligible to apply for a scholarship. However, if you have won a Swiss Valley Farms scholarship in the past, you are ineligible to win

another.

The applicant must be enrolled full-time in an accredited university, college or vocational-technical institution for a degree program or short-course program.

To get an application, contact Donna Metcalf at 563.468.6600 or simply ask the Swiss Valley Farms, Co. phone receptionist for an application. Applications also may be downloaded from www.swissvalley.com in the "News" section. All applications must be mailed back to Swiss Valley Farms, Co. by July 13th, 2007.



Your copy of

Dairyman

Post Office Box 4493
Davenport, IA 52808

Address Service Requested

PRSR STD
U.S. POSTAGE

PAID

Permit No. 141
Davenport, IA