

# Dairyman

OCTOBER 2008



**YOUNG  
COOPERATORS**  
head to Nashville





# cwt finishes fifth round RETIRING COWS

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**C**ooperatives Working Together (CWT) has completed the farm audits of its fifth herd retirement round conducted earlier this summer, resulting in the removal of 24,860 cows representing 436 million pounds of milk.

At the end of the on-farm auditing process, CWT removed 203 herds in 37 states. It had received 607 bids from 41 states during the bidding process. As has been the case with its previous herd retirement rounds, most of the cows removed were in the western regions of the country. This round also removed 275 bred heifers. The average accepted bid in this round was \$6.10 per hundredweight.

CWT auditors were sent to each of the farms whose bids were accepted. Once the information submitted by the farmers was verified, each of the cows was tagged with a special CWT identifier, and

the farmers were given a brief amount of time to sell their cows for slaughter. Once tags are collected by CWT, and the sales receipts for the animals are verified, farmers are issued payment and their names are posted on the CWT website. Some names have yet to be posted, but will be in coming weeks.

“We continue to monitor the economic health of the dairy industry and CWT has the financial resources to act again with another herd retirement round, if and when conditions warrant,” Tillison said.

“In the meanwhile, our export assistance program remains very active in 2008, and has proven to be very cost-effective in removing milk supplies from the domestic market,” Tillison added.

Swiss Valley Farms had two members accepted in the CWT program this year.

For more information on CWT, go to their website at [www.cwt.coop](http://www.cwt.coop).

REGION	POUNDS OF MILK	FARMS ACCEPTED	% OF TOTAL MILK REDUCTION	NUMBER OF COWS
Northeast	55 million	29	13%	2,776
Southeast	64 million	35	15%	3,987
Midwest	70 million	76	16%	4,124
Southwest	85 million	36	19%	5,180
West	162 million	27	37%	8,793
<b>TOTALS</b>	<b>436 million</b>	<b>203</b>	<b>100%</b>	<b>24,860</b>

**A**t the recent round of Swiss Valley Gal meetings, members heard all about their co-op's mission to achieve a Global Food Safety Initiative. Swiss Valley has chosen the British Retail Consortium (BRC) as its certification body. Tim Prichard, Director of Technical Services for Swiss Valley Farms, explained the ins and outs of achieving this initiative and why it is important for the cooperative. He spoke at Swiss Valley Gals luncheon meetings held in Manchester, Iowa, Prairie du Chien, Wisconsin and Pickwick, Minnesota.

Prichard explained that the drive towards a standardized global food safety initiative is the result of a convergence of food safety standards as well as new benchmarks for food safety management processes throughout the world. "These processes have been in place in Europe for the past five years," Tim told the women. "America is now playing catch up and Swiss Valley Farms plans to achieve certification in 2009."

Food safety around the world has become more important in recent years. "A few of the many benefits of achieving a GFSI certification include benchmarking our food safety systems and strengthening consumer confidence

in our products, especially in products we export," Prichard says. He explained that food safety audits are nothing new at Swiss Valley processing plants. Prichard held up a 220-page document that represented one single audit at a cheese plant. He said selecting one internationally recognized and accepted food safety auditing system, such as the BRC, will consolidate and standardize the plant auditing process as well as dramatically reduce auditing costs. The auditors will be dairy experts and provide valuable experience that our plant teams can utilize to improve our food safety systems. That is our ultimate goal.

It isn't just the international customers who are demanding this food safety audit. "The BRC is also a system that is accepted by many major customers in America, notably Wal-Mart and Costco, as well as many others. More U.S. food chains are joining the list every day," Prichard explained. He stressed that it was demands by these customers a year ago that spurred Swiss Valley Farms into seeking out a GFSI compliant system, such as the BRC, and working toward implementing it. Prichard says BRC audits will begin in the co-op plants this winter until they are all are certified.



Connie Burhop was recognized for her years of service with Swiss Valley Gals by Richard Walgrave, retired Swiss Valley Gals coordinator.

In other Gals news, Connie Burhop, Oxford Junction, Iowa, a long-time Swiss Valley Gal Steering Committee member and a founder of the organization, was recognized. Swiss Valley Gal Coordinator Nancy Feeney and retired Gals Coordinator Richard Walgrave presented Connie with an award for her many years of service. Connie and her husband John retired from dairying this past spring.



Tim Prichard addresses the women at the Manchester Swiss Valley Gals meeting on the co-op's plan to achieve a globally accepted food safety standard.

## Tim & Karen Deutmeyer *Strawberry Point, Iowa*



Tim & Karen are pictured with their daughters: Vicki, Samantha, Britney and Kennedy.

**T**im and Karen Deutmeyer, Strawberry Point, Iowa are the 2008 Young Cooperative Contest winners.

The Deutmeyers began dairying on their own in 1999. “Neither of us had a family farm to get started on,” Karen said. Tim grew up on a 500-sow farrowing operation and Karen’s parents were too young for retirement and still were milking cows. “Tim had always wanted to dairy.” Tim and Karen found a place that was up for 50/50 rent and began dairying there. “We’ve had some help from

our families, but essentially have built everything up from nothing on our own,” Tim said.

Deutmeyer Dairy currently milks 85 Holstein cows twice a day with a rolling herd average of 20,000 and tests of 3.7% butterfat and 3.1% protein. In addition, they farm 280 acres. Karen works off the dairy as a Registered Respiratory Therapist.

Tim and Karen would like to increase their rolling herd average up to 23,000 pounds of milk and own their own farm someday. “We also want to just keep growing and be

able to hire someone to do some relief milking and to get help with the field work,” Tim said.

They have four children who all are active on the family’s dairy farm. Vicki, 19, comes home to milk on the weekends from college. “She knows a lot about each cow,” Karen said. Samantha, 17, is a senior in high school and helps in her free time between school and sports. Britney, 8, helps with calf chores and feeding. Kennedy, 3 1/2, is in the parlor as much as possible. She helps with feeding calves.

The young couple joined the YC group on the advice from their field representative, Jim Schmitz. “He thought that we needed a break and that we would enjoy getting together with other couples,” Karen said.

“We have met a lot of very interesting and friendly people,” Tim said. “We enjoy getting together with other members our age to discuss ideas and see what other people are doing.” The Deutmeyers say they always come home with new ideas on how to solve a problem, ways to improve their current operation and continue to make new dairy friends after each YC Spring Break. “We encourage everyone to come to at least one spring break to see what this is about,” Karen said. “It has been one of the best decisions that we have made. It helps us come together as a team and see what we can do to help keep the dairy industry heading in the right direction.”

## Birdsie & Serena Robinson *Plainfield, Iowa*

The second place winners of the Outstanding Young Cooperative Contest are Birdsie and Serena Robinson, Plainfield, Iowa. The Robinsons will also represent Swiss Valley Farms at the 2008 Dairy Summit in Nashville, Tennessee.

The last two years they have attended the YC Spring Break and this year they applied for the contest. They've enjoyed the program immensely! "We joined the YC group to meet new people," Birdsie said. "We also wanted to see what we could do to help our farm and make things run more smoothly."

Birdsie and Serena, along with Birdsie's parents Darrell and Etta, and Birdsie's sister Brittany own and operate a 58 Registered Guernseys dairy farm. Their rolling herd average is 15,000 pounds of milk and components run 4.0% butterfat and 3.7% protein. Birdsie's main responsibility is taking care of the feed for the herd. "I also help in the field and take care of all the haying needs," Birdsie said. Serena works as a cook at a county home in Black Hawk. In her spare time, she visits with residents at the county home.

The couple have a 20-month old daughter, Samantha, who graces this month's magazine cover. Sam likes to ride along in the tractor with her dad. "She is his official co-pilot in the tractor," Serena said.

The Robinsons farm's goal is to produce good quality milk for our

consumers. "In the near future, we'd like to expand to a manageable size," Birdsie said. "We don't want to hire additional help, but want to increase the herd size, so we can support the people that are involved with every day work."

Birdsie and Serena have enjoyed spending time with other cooperative members and look forward to traveling

south to Nashville later this month to attend National Milk Producers Federation Annual Meeting. "This is a great opportunity for us to get away," Serena said. "It lets us talk with other producers who share the same passion and challenges as we do. There is getting to be fewer and fewer people like this."



Serena & Birdsie Robinson, Plainfield, Iowa are the second place YC winners. They are pictured with their daughter, Samantha.

changing & expanding

# OLD ADAGE FOR DUTCHLAND DAIRY

by karen bohnert



Dan & Dave Duitscher own and operate Dutchland Dairy, an 850-cow dairy farm in Rolfe, Iowa.

**B**rothers Dan and Dave Duitscher didn't grow up milking cows, but that didn't stop them from developing their 850-cow dairy farm, Dutchland Dairy in Rolfe, Iowa. It's basically a story of a veterinarian father and his two sons changing careers, starting from scratch and doing a heck of a job milking a lot of cows.

Dan and Dave's father, Dean Duitscher, was a local veterinarian in Rolfe for nearly 25 years. He retired from practicing veterinary medicine in 1989 and occupied his time with fattening steers and managing a co-op feeder group until 1998. After high school, the boys, Dan and Dave, furthered their education with each respectfully earning degrees. Dan graduated in 1989 from South Dakota State in Dairy Manufacturing. Dave

graduated in 1996 from Iowa State University in Veterinary Medicine.

After graduating veterinary school, Dave worked in a vet practice in Dodgeville, Wisconsin. "I enjoyed working with dairy producers and really enjoyed working with the dairy cow," Dave said. "Then we all kinda thought why not do this ourselves."

Dan was an original investor of Dutchland Dairy. "I invested money into the original dairy," Dan said. "I came home about a year and half after the dairy started. It took some convincing to get my wife to move to Rolfe, since she was raised in Tampa, Florida." Dan's dairy pedigree includes working for Hyland Dairy in sales and eventually working in their plants in Missouri, Oklahoma and Kansas. "I enjoy being my own boss and owning a business," Dan

said. "This also means borrowing lots of money and paying lots of bills, but it's worth it. I like living in a smaller community and it's a great place to raise a family."

Duitschers started dairying in August 1988 and began milking 350 cows. Cows are housed in free-stall barns and milked in a double-12 parlor. Dutchland Dairy has seen three expansions, with one currently underway. The first expansion began a year after it debuted. "We added 100 cows," Dan said. "We wanted to increase cows to become more efficient." The next development project came in 2001, when Dutchland built a special needs barn and bought an additional 70 milking cows. In 2004, the Duitschers added a 250-cow barn, a couple of lagoons and sand lanes that hold seven to



eight months a year usage. They are currently in another expansion mode, which includes recently completed retro-fitted sand lanes and finishing up stalls in the new barn that will house an additional 200 cows. A flush floom through the barn will be finished later this year or early next year. “We grow a little at a time,” Dan said. “We like to grow with our own replacements and we currently have about 100 more replacements than cows.” Dutchland Dairy is currently permitted for 1,140 head.

Duitschers’ young stock has always been housed off-site. “Our heifer grower does a better job than if we did it ourselves,” Dave said. “It lets us concentrate on the cows.”

Dave performs herd health checks himself every week and oversees the heifer side of the business. “Working for a vet was easier than managing and operating a dairy farm,” said Dave. “The best part of running a dairy farm is seeing the end result.”

Dan is the General Manager for Dutchland and oversees the feeding program and the dairy’s employees. Dutchland Dairy hires 15 full-time and four part-time employees and run 11-12 hour shifts. “We try to treat our labor very well,” Dan said. Dutchland Dairy offers various incentives for their employees, including health insurance, vacation and matching 3% to their IRA. “It’s important to take care of your employees,” Dan said. Their labor turnover is fairly low, only hiring a small percentage each year. “We also offer pay incentive in the paycheck for somatic cell count,”

Dan said. The lower the farm SCC count, the higher the pay check is for all the employees, except the owners.

Dutchland Dairy’s focus is quality. “We preach that through and through,” Dave said. “If you take care of everything, production will come.”

The Duitschers’ cows keep the pipeline full—their current rolling herd average is 26,623 pounds of milk, with somatic cell count averaging between 160,000 and 210,000. Their herd currently consists of about 65% cross bred and 35% straight Holsteins.

Dutchland Dairy milks half the herd twice a day and the other half three times a day. “We don’t have time to milk all the cows three times a day in our double-12 parlor,” Dan said.

No further expansion projects are in the plans for Dutchland Dairy. “We just want to continue to be as an efficient a dairy as we can without losing production and maintaining excellent quality,” Dan said.

Dan and Dave’s children represent the next generation of Dutchland Dairy. “There is no pressure for them to take over,” Dave said. “If they show

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**“I enjoy being my own boss  
and owning a business.  
I like living in a smaller community;  
it’s a great place  
to raise a family.”**



# TRUCKS LOOM LARGE



Don Downing retired from the cooperative after his 46-years of working in the dairy business.

Forty-six years of working in the dairy business translates into being involved in moving an ocean of milk out of a cooler, loading it on trucks and heading it on down the road. Donald Y. Downing couldn't agree more. This September, Downing retired from Swiss Valley Farms after starting his working career with his family's dairy, Downing's Dairy, in Rock Island, Illinois on Oct. 1, 1962.

Downing's grandfather, George, was one of three original owners of the Downing's Dairy bottling milk plant, where they made ice cream and bottled milk in glass containers. Downing's father, Don G. Downing, was head mechanic at the plant in charge of the fleet when the younger Downing came on board at age 18.

Downing is proud to say that he literally began his dairy career at the very bottom. "The entry level job involved washing trucks, fueling trucks, parking trucks and plugging them into ammonia tanks, which were used to cool the cold plates," Downing said. In fact, trucks seem to loom large in Downing's career.

"A year later, I went inside the plant and started unloading trucks, emptying cases and washing the glass bottles," Downing said. "Six months later, I went to work on the end of a case filler, stacked them all full in cases, glass bottles, pints, quarts and gallons."

From there, his next job promotion meant going into the cooler where he started loading the trucks. He worked in the cooler and

ice cream freezer for three years. "It was during this time that I started to drive the trucks and deliver product to distributors in Sterling-Rock Falls, Monmouth, Taylor Ridge, Geneseo and Kewanee," Downing said.

After that, Don became a vacation relief driver for all retail home delivery and wholesale routes. "At that time, Downing's Dairy had 24 retail routes and five wholesale routes."

He got into distribution in 1974, shortly before Mississippi Valley Milk Producers Association (MVMPA) acquired the Downing's Dairy bottling plant in 1975. "I was the distribution manager when the old Downing's plant burned down during a bitterly cold winter day in January 1979," he said. "After that fire, all the Downing's' routes moved

# IN THIS 46-YEAR DAIRY CAREER

by nancy feeney

down the road to the Land 'O Lakes Ice Cream plant in Rock Island and we started working out of there.”

MVMPA changed its name to Swiss Valley Farms in 1981 and moved its distribution to Eldridge, Iowa the next year. Finally, in 1986, Don moved away from the trucks and went into the sales end of the dairy business when he was named Sales Manager at Eldridge. In 1997, Don was appointed Branch Manager at the co-op's Eldridge distribution plant. In 2001, he was named General Manager and Sales Manager at Eldridge. Over the next few years, Don worked as Food Service Manager and Broker Coordinator.

A big part of Don's later career involved the acquiring of school milk bids.

“Handling school milk bids is a monumental task,” Downing says. “In the old days, a milk company tried to break even or make just a little money on school bids,” he said. “It was thought that if the kids drank your milk at school, they would get their parents to buy it at the grocery store and then the kids would continue to buy it as they aged.”

But over the years, Downing said that position changed. “Now, you have to make money on selling milk to schools,” he says. That is not always an easy task when milk bids can be

decided on a hundredth of a cent per half-pint carton.

School bids usually go out between the end of April to the middle of August.

“Every school has its own way of handling the bid process,” Downing says. “Bids are either sought out yearly, while some schools are on 2-year contracts with 2-year extensions.”

“60% to 70% of Swiss Valley's school milk is handled by distributors in Iowa, Illinois and Wisconsin. The rest is handled out of the co-op's

beneficial to school bids,” Downing says. “Good drivers who take care of the business can make or break a bid. Some schools will go with you simply because they like the driver's good service even if the bid is slightly higher than another company's.”

“School milk delivery drivers are a special breed. It is very hard work,” Downing said. “The majority of the school milk deliveries are made in the middle of the night. Drivers must have keys and sometimes security codes to get into the schools and gain access

*“School milk delivery drivers are a special breed. It is very hard work. The majority of the school milk deliveries are made in the middle of the night...”*

to the coolers. This night-time delivery eliminates trucks moving around in parking lots and playgrounds while school is in session. It is a huge safety issue. The drivers have to wheel the cases of milk through doors, down stairs, up

Dubuque, Iowa bottling plant.”

“Most people don't realize that many schools want Swiss Valley to provide coolers to fit their own needs,” Downing said. “These are the coolers that you see in the school's serving lines. They can hold 8, 12 or 16 cases of half pints. Some schools even want 28-case coolers for storage. Swiss Valley Farms supplies coolers to all schools that don't have their own equipment, which is most of them. Swiss Valley Farms also must supply drinking straws to the schools.”

“Delivery drivers are very

stairs, often through snow and ice in the middle of the night because the snow plows haven't hit the parking lots yet.”

Downing said that Swiss Valley Farms has many drivers who are well liked by their area schools. “This puts out a positive image for the co-op. School routes are run by the best Swiss Valley Farms drivers.”

Swiss Valley Farms will miss Don Downing's expertise in the Sales Department, but we wish him and his wife Judy all the best in their much deserved retirement.

# LONGEVITY ON THE BOARD



Loyde & Pat Beers, Eastman, Wisconsin

**W**ith 25 years of service to the Swiss Valley Farms Board of Directors, District 16 Director Loyde Beers has the most longevity of any Board member. He says he has enjoyed all of his years on the co-op's Board. "I've met so many good people who I really look up to and I've learned so much," he says. "So many smart people have been associated with our Board."

Loyde hails from the southwest Wisconsin town of Eastman, where he farms along the bluffs high above the Mississippi River. This three-generation partnership consists of Loyde farming with his son, Loyde, Jr. and grandson, Mike, 21. They milk 60 Holsteins and raise 30 head of beef stock cows on 280 very rolling, very windy acres, appropriately named

Breezy Acres. They rent 50 more acres of cropland and 100 acres of pasture.

These producers raise all the food for their herd. In the past, Loyde says the herd has struggled with their somatic cell count, but that has improved this year. "We did some culling and started dipping with iodine."

The youngest member of this partnership, Mike, is the mechanic. "He fixes all of our machinery and is very good at it." Lee Steyer Trucking picks up the Breezy Acres milk. "They are the best haulers around. Lee hires good people." Loyde knows that having good milk haulers is very important. "The hauler is the person everyone sees," he says.

Speaking of his younger days on the farm, Loyde says, "There was no

electricity on the farm when I was a kid." Loyde and his two sisters milked the family's small herd by hand and sold can milk. "In 1948, we got our first Surge buckets. What a blessing that was!" Loyde says the REA brought electricity to the farm when he was 10 years old.

Loyde moved his young bride Pat to this hilltop farm in 1960, and they eventually took the farm over from his folks.

When Loyde was a much younger man, he played a trumpet in a local jazz band. The band was quite popular and played at parties and clubs all around the area. Loyde is fond of recalling those times and is pleased to say his band recorded an album of jazz favorites, which he put on a cd. "Now we can play it anytime

we want to chase the mice away,” Loyde laughs.

Loyde is quite the joke teller and he puts having fun times with his family and friends as a priority in his life. A big part of this fun over the past years has been hanging out in a rustic hunting cabin the family built themselves, positioning it on their farm high on a bluff overlooking the Mississippi River. An old cast-iron, wood-burning stove provides the heat and animal pelts and skins line the walls. A well-used barbeque grill sits on the front porch beside several comfy chairs. Loyde and his family have spent many a fun weekend at this remote, rustic spot, away from the cares of the world.

Perhaps Loyde’s love for having

a great time comes as a result of a bout he had with Hodgkin’s Cancer in his bone marrow in 1979. He eventually beat it, but it resurfaced two years ago. “But I beat it again,” he says. Loyde really appreciated all the encouragement and prayers he received from his family and friends during this recent illness.

As always, Loyde looks forward to his upcoming district meeting, held every year at this church in Eastman. He enjoys getting together with his area members and reporting on the co-op’s business. Loyde particularly enjoys buying extra packets of Swiss Valley Farms cheese and handing them out to his fellow members at the meeting.

## DUTCHLAND

*continued from page 7*

interest in coming back to the operation down the road, we will help them out.” Dave’s wife Jolene takes care of the payroll for the dairy and works part time for the Rolfe and West Bend Care Center in social work. She has a degree from Iowa State in social work. Together they have four children: Addie, 10; Chaiden, 8; Annika, 6 and Akaysa, 3. Dan’s wife Nancy received her degree in Engineering from Georgia Tech and an MBA from Drury in Springfield, Missouri. She currently is a part time instructor at Iowa Central Community College. Together they have two children: Derek, 13 and Payton, 10.

Through the course of changing professions, moving back to where they grew up and starting a dairy farm from scratch, the Duitscher brothers, along with their parents Dean and Mel, have worked together to develop an exceptional, high producing, high quality dairy herd that has made a name for itself.

Dutchland Dairy

Rolfe, Iowa

850 cow dairy

RHA: 26,623

SCC: 160,000-210,000



Loyde & Pat with son, Loyde, Jr. and grandson, Mike. pose in front of their cabin that overlooks the Mississippi River.

# cooperative member recognized for AWARD WINNING QUILTING



Above: Pat Strait shows off her award-winning quilt.  
Below: Sample swatches of Straits' quilts.

As all dairy producers know, there is a whole other life to be lived outside of the dairy barn. Sometimes, this other life comes in the form of a hobby that can often assume huge proportions.

Here are two stories about Swiss Valley Farms members whose hobbies give them a wonderful personal outlet as well as some local fame.

Pat Strait, a Swiss Valley Farms member from Preston, Iowa, dairies with her son Robert and his wife Tammy. The three of them milk 40 Holsteins on their little hillside dairy. Pat first began milking on this farm 31 years ago. These days, she handles the morning milking and then goes off to work other seasonal jobs, such as sorting seed corn or attending a seminar in Des Moines on how to make her grape vineyard prosper. But Pat has one hobby that goes on all year long and has reached a new personal best this summer.

Pat has been hooked on quilting for the past 25 years. This year for the first time ever, one of her quilts was selected to be put on display at a national American Quilters Show in Des Moines this October 10 -11.

These AQS shows, which feature hundreds of hanging quilts made by quilters from across the country, have been held in Paducah, Kentucky for over 30 years and in Nashville, Tennessee for about 10 years. This is the first time the show has ever been held in Iowa and to have one of her quilts chosen for display is an honor

that is almost overwhelming for this dairy producer.

Pat is well known for her quilts at her church down the road from her farm. Every year, she donates a special quilt to the Sugar Bush Catholic Church for a raffle, which usually raises \$500. Pat has a small book filled with photos of the scores of quilts she has made over the years. There are dozens of church quilts as well as wedding and graduation quilts for family and friends, all made in the most intricate and colorful patterns.

The quilt that will be on display at the Des Moines show took her about six months to make and involves appliqué, which was a new skill for her. Her 70-plus-year-old aunt hand quilted the finished top for her. The quilt features a horse motif, which is seen in several of her other quilts, due to Pat's loves for horseback riding and the two horses she is raising.

As proud as Pat is of this one quilt, she seems even prouder that she has been able to teach her two daughters and four granddaughters how to quilt, too. Watching them have quilting successes of their own is a whole new delight for Pat.



## century farm co-op member

# SHOWS OFF HIS VINTAGE CARS



John Kann and his '54 Chevy Bel-Air car.

Long-time Swiss Valley Farms member John Kann of Guttenberg, Iowa, has been dairying for half a century, starting out by selling can milk with his father Fred in 1958. In 1964, they put in a bulk tank. In December 1968, recently retired Swiss Valley Farms milk hauler Butch Wright started picking up their milk and hauling it to Cedar Rapids. The Kann farm has recently been recognized as a Century Farm.

Over the years, John and his brother Brian have milked 60 Holstein cows on their farm. Brian and his wife Melissa have four children who like to help their dad and uncle in the dairy. They are Joe, 12; Luke, 11; Hayley, 7 and Molly, 4.

Besides his love of farming and his love of the cows, John takes pride in his hobby, which involves two vintage cars. Over the years, when he wasn't working in the barn with the cows, John could be found tinkering with these two beautiful, classic cars.

One is a 1954 brown Chevy Bel-Air, which he purchased from its original owner, his great-great uncle

Richie Kann. This car has 73,000 miles on it. His other "baby" is a 1970 green Chevrolet Impala with only 33,000 on it.

As one might imagine, both of these cars are in excellent working condition and John enjoys participating in car cruises throughout

the area.

Another point of pride for John is his enjoyment of American flags. He has taken on himself to see that an American flag flies 365 days a year in the middle of the bean field behind his house. He enjoys this flag so much, he is planning to put up a larger flag on another piece of his property. It is John's quiet, but simple way of showing pride in the country and as well as the profession that he loves, farming.

This fall, the Kann's sold their cows due to John's unexpected health problem. The dairying community in the Guttenberg area will surely miss this family's contribution to the industry, and everyone at Swiss Valley Farms appreciates their loyalty and support over the years.



The Kahn family: John Kann, Hayley (7), Molly (4), Brian, Luke (11), Joe (12) and Fred.

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### BOB ZIELSDORF

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Home: 608.269.5452

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

Chad Breuckman	53,000
Kevin & Donna Carolan	66,000
Mike Deaver	79,000
Be Fong Deutmeyer	91,000
Robert Deutmeyer	91,000
Richard & Vanessa Devore	69,000
Delbert Devries	75,000
Randy Dreier	99,000
Loren Duwe	78,000
Hendel Farms	70,000
Dallas & Pat Hofmeister	92,000
Robert & Terri Ketchum	97,000
Richard Pearce	78,000
Steven Vlasak	95,000
Leighton Yoder	95,000

### Somatic Cell Range % of **A** Farms

0 - 100,000.....	2%
100,001 - 200,000.....	15%
200,001 - 300,000.....	24%
300,001 - 400,000.....	24%
400,001 - 500,000.....	15%
500,001 and above.....	20%

### Somatic Cell Range % of **B** Farms

0 - 100,000.....	2%
100,001 - 200,000.....	2%
200,001 - 300,000.....	20%
300,001 - 400,000.....	17%
400,001 - 500,000.....	7%
500,001 and above.....	52%

## 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 record-  
ings) on Monday through Fri-  
day 7:30 a.m. to 4:30 p.m. and  
on Saturday from 8:00 a.m. to  
12:00 Noon.

plan now to attend your  
**DISTRICT MEETINGS**

<b>TUES</b> december 2	Noon <b>District 21 – Pam Bolin</b> <i>Doc's</i> Clarksville, IA	7:30 p.m. <b>District 6 – G. Joe Lyon</b> <i>Reinig Center</i> Toledo, IA
<b>WED</b> december 3	Noon <b>District 5 – Bill Strief</b> <i>KC Hall</i> Cascade, IA	7:30 p.m. <b>District 4 – Jim Schmitt</b> <i>New Vienna Community Hall</i> New Vienna, IA
<b>THUR</b> december 4	Noon <b>District 23 – Jeff Nimtz</b> <i>Cardinal Country Inn</i> Brodhead, WI	7:30 p.m. <b>District 1 – Pat Schroeder</b> <i>Eagle Creek Inn</i> Fennimore, WI
<b>FRI</b> december 5	Noon <b>District 19 – Eugene Smith</b> <i>Ponderosa</i> Beaver Dam, WI	
<b>MON</b> december 8	Noon <b>District 17 – Dale Humpal</b> <i>Community Presbyterian Church</i> Postville, IA	8:00 p.m. <b>District 20 – Steve Klug</b> <i>St. Mary's Catholic Church</i> Caledonia, MN
<b>TUES</b> december 9	Noon <b>District 15 – Loyde Beers</b> <i>Father Baer Hall</i> Eastman, WI	7:30 p.m. <b>District 16</b> <i>Club 16</i> Sparta, WI
<b>WED</b> december 10	Noon <b>District 13 – Randy Schaefer</b> <i>Fairview Mennonite Church</i> Kalona, IA	7:30 p.m. <b>District 2 – Francis Leibfried</b> <i>Banfield's Swiss Haus</i> Cuba City, WI



# Thanks,

to my producers for a great 50 years of milk hauling and thanks for the great surprise party. Sara Ann and I are enjoying the switch from 500 horses to one horse - even if the buggy is a little bumpier. I enjoyed watching your families grow and I'll miss all of the great home baking. You're wonderful people, and I wish you all the best.

*Bob Lovell  
Swiss Valley Milk Hauler  
Recently retired!*



Your copy of

# Dairyman

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