

# Dairyman

MAY 2008



**LONGTIME BOARD PRESIDENT  
RECEIVES MASTER BREEDER  
AWARD**





# MANAGEMENT CHANGE

## *boelens named ceo*

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The Swiss Valley Farms Board of Directors announces they have appointed Donald Boelens as the sole Chief Executive Officer for Swiss Valley Farms. Prior to this, he and J. Gordon Toyne had shared the positions of Co-CEO's. In April, Toyne announced his retirement intentions and is now working part-time through the summer.

Donald Boelens joined the co-op's Management Team in 2001 as Chief Financial Officer. He and Toyne were named Co-CEO's in 2003. Before joining Swiss Valley Farms, Boelens was senior internal auditor at Hon Industries in Muscatine, Iowa. Boelens has an MBA from the University of Iowa and an undergraduate accounting degree from Illinois State University in Normal, Ill.

"When the Board heard of Gordy's retirement, we discussed our options and decided we had a proven candidate in Don Boelens," said Pam Boelen, President of Swiss Valley Farms Board of Directors. "I have enjoyed working with Don as our VP of Finance and then as our Co-CEO. I feel confident that the good working relationship he has with the Board and the Swiss Valley members will only grow as we move forward! Don is excited about Swiss Valley and is ready to lead! As chairman of the SVF Board, I welcome him as our CEO and wish him much success in this new role."

"Congratulations to Don Boelens



Don Boelens

on being named CEO of Swiss Valley Farms," said retired, long-time Swiss Valley Farms CEO Carl Zurborg. "Don and Gordy Toyne have worked very well together since the two were named Co-CEO's, and the cooperative has once again moved forward under their much needed management. I wish Don and his management team all of the best of success in the future as they focus on long term member returns."

In other co-op management news, it was announced that Chris Hoeger has been named Vice President of the Swiss Valley Farms Procurement Division, a position that opened up in light of Toyne's upcoming retirement. For the past seven years, Chris has managed the Swiss Valley Farms Sales and Marketing Team, serving for the past four years as the Director of Sales and Marketing.

Chris grew up on a dairy farm in northeast Iowa by Colesburg. He worked on the dairy and then in retail before college. He has a Major in Finance from the University of Iowa and worked for over 10 years with Wal-Mart as a Superstore Manager.

"With Chris' experience and education, we feel he will be a great addition to the Procurement team," says Don Boelens. "Chris will begin his journey into the area of Procurement working closely with Gordy Toyne as Gordy transitions into retirement."



Chris Hoeger

# A HISTORY OF STRONG LEADERS

## *retired board member tribute*

During Swiss Valley Farms 50<sup>th</sup> Anniversary Year, the current Board of Directors would like to pay tribute to all the co-op members who have served on the Board down through this half a century.

Here is an alphabetical list of co-op member-owners who have previously served on the Board. Thanks to their hard work and vision, Swiss Valley Farms Cooperative is alive and well today to celebrate its “50 Years of Farmer Pride!”

Ray Baetke, Long Grove, Iowa  
Wendall Ball, New London, Iowa  
Edwin Banwart, Mediapolis, Iowa  
Harold Becker, Watkins, Iowa  
Vernon Becker, Hopkinton, Iowa  
Donald Berlage, Elizabeth, Ill  
Chris Blake, Davenport, Iowa  
George Booth, Cuba City, Wis  
Delbert Bowser, Illinois City, Ill  
David Brandau, Wilton, Wis  
Ewald Brandt, Postville, Iowa  
Gerald Bratland, Spring Grove, Min  
Martin Brinkmeier, Pearl City, Ill  
Leander Bruggeman, Dyersville, Iowa  
Carl Bruun, Platteville, Wis  
John Burhop, Jr., Oxford Junction, Iowa  
Albert Carlson, Illinois City, Ill  
Bill Carlson, Anamosa, Iowa  
Cliff Decker, Monticello, Iowa  
Warren Dengler, Durrant, Iowa  
Harvey Denter, Preston, Iowa  
Russell Derrer, Mt. Carroll, Ill  
Junior DeShaw, Hopkinton, Iowa  
Lawrence Deutmeyer, Guttenberg, Iowa  
Tom Dinsdale, Traer, Iowa  
Adolf Elvers, Elkader, Iowa  
Lyle Fischer, Blanchardville, Wis  
Steven Fortney, Soldiers Grove, Wis  
Neal Fox, Promise City, Iowa  
Cleo Frazier, Boone, Iowa  
Marsene Gamm, Volga, Iowa  
Earl Gehrke, Lancaster, Wis  
Steven Getz, Savanna, Ill  
Gerald Geurink, Birnamwood, Wis  
Leon Gotto, Epworth, Iowa  
Ray Greiner, Waterloo, Iowa



Maurice Hall, Ames, Iowa  
Fred Hamann, Eldridge, Iowa  
Russell Hartvigsen, Maquoketa, Iowa  
Louis Haug, Elizabeth, IL  
Arlan Henderson, Houston, Minn  
L'Dean Henkes, Monona, Iowa  
Albert Hohlfeld, Coon Valley, Wis  
John Horihan, Hokah, Minn  
John Hostert, Peosta, Iowa  
Carlisle Jacobi, Cuba City, Wis  
Donald Jecklin, Peosta, Iowa  
Stephen Johnsrude, Wauzeka, Wis  
Gordon Keith, Delhi, Iowa  
Charles Kessler, Mt. Carroll, Ill  
Elmer Ketelsen, Calamus, Iowa  
Bernard Kluesner, Holy Cross, Iowa  
Paul Koepke, Waverly, Iowa  
Donald Kowalski, Wausau, Wis  
Virgil Kregel, Guttenberg, Iowa  
Edward Kruse, Monona, Iowa  
David Kunde, Manchester, Iowa  
Robert Lage, Davenport, Iowa  
Gordon Lamont, Apple River, Ill  
Maurice Landsgard, St. Olaf, Iowa  
Richard LeConte, Dubuque, Iowa  
Charles Linderbaum, Castalia, Iowa  
Lawrence Lundin, Bellevue, Iowa  
Larry Manternach, Cascade, Iowa  
Ralph Manternach, Cascade, Iowa  
Bill Mardorf, Hopkinton, Iowa  
Richard Mardorf, Monticello, Iowa  
Ralph McAllister, Stockton, Iowa  
Carl McClenning, Alpha, Ill  
Harlyn Meester, Holland, Iowa  
James Meier, Garnavillo, Iowa  
Vernon Melchert, Hopkinton, Iowa  
Ray Miller, Waterloo, Iowa  
Roger Mohning, Luana, Iowa  
Jerry Muller, Monticello, Iowa  
LeRoy Mullis, Earlville, Iowa  
James Naber, Dyersville, Iowa  
H. Ernest Naumann, Lancaster, Wis  
Tom Newburg, Bangor, Wis

William Newell, Letts, Iowa  
Cleo Nurre, Dyersville, Iowa  
James Oelfke, Hamburg, Minn  
Gary Overmann, Earlville, Iowa  
Gerald Pape, Luana, Iowa  
Elmer Paper, Stockton, Iowa  
Arnold Peterson, Davenport, Iowa  
Donald Peterson, Cashton, Wis.  
William Peterson, Davenport, Iowa  
Ray Pick, Elgin, Minn  
James Platt, Waterloo, Iowa  
Atlee Presson, Maquoketa, Iowa  
Arthur Runde, Hazel Green, Wis  
James Runde, Cuba City, Wis  
Mark Schleicher, Sheboygan Falls, Wis  
Vince Schieltz, Holy Cross, Iowa  
Marvin Schlitzer, Dubuque, Iowa  
Dennis Schlueter, Guttenberg, Iowa  
Alvin Schmidt, Stockton, Iowa  
Mark Schmitt, Ft. Atkinson, Iowa  
Gallis Schmitz, Norwalk, Wis  
Henry Schuster, Zwingle, Iowa  
Harold Schwaegler, Zwingle, Iowa  
Frank Scott, Wilton Junction, Iowa  
Harold Seeland, St. Olaf, Iowa  
Oskar Skott, Maquoketa, Iowa  
Tom E. Smith, Knoxville, Iowa  
Burdette Staver, Lancaster, Wis  
Justin Supple, Hopkinton, Iowa  
Donald Sywassink, Letts, Iowa  
Walter Tralau, Baldwin, Iowa  
Carl Trumm, Hopkinton, Iowa  
Hubert Twit, Kelley, Iowa  
Ed VanderVeen, Sharon, Wis  
Robert Wahl, Monticello, Iowa  
Dale Weigel, Platteville, Wis  
Fred Wessels, Earlville, Iowa  
Henry Wiersema, Morrison, Ill  
Wilbur Wiese, Ackley, Iowa  
Robert Wessels, Holy Cross, Iowa  
Howard Woessner, Mt Carroll, Ill  
Roger Woodburn, Port Byron, Ill  
Marvin Zittergruen, Monona, Iowa

# MEMBERS SHARE THEIR BEST BUYS

by karen bohnert

**W**ith today's milk price, spending your money wisely is more important than ever. Simply said, investments must pay for themselves.

In this roundtable, four Swiss Valley Farms Cooperative members share what products and services work best for their dairy operation.

The four Swiss Valley Farms Cooperative participants are: Jim & Mary Kay Brimeyer, Holy Cross, Iowa; Kent & Sandy Franks, St. Olaf, Iowa; Jim & Connie March, Dodgeville, Wis., and Ken & Marlus Schmitz, Norwalk, Wis.

**Please, explain your dairy operation**

**in depth.**

*Brimeyer:* We have a herd of 60 Holstein cows with a current rolling herd average of 23,908 pounds of milk, 846 pounds of fat and 756 pounds of protein. We milk in a double-4 herringbone parlor with eight units and automatic take-offs. Cows are fed with a stationary TMR and housed in 55-stall, sand bedded free-stalls. We raise all our own replacement heifers and bull calves are sold as 500-600 pound steers. We operate 145 acres of corn, hay, oats and ryegrass, which all goes back into the operation.

*Franks:* We milk 70 Registered

Holsteins and 12 Registered Ayrshires in a tie-stall and free-stall barns. Our current rolling herd average is 24,500 pounds of milk. We rent 180 acres of crop ground for hay, corn and oats that goes back into the operation.

*March:* We milk 48 cows in a stanchion and tie-stall barn. Our rolling herd average is 20,146 pounds of milk, 762 pounds of fat and 624 pounds of protein. We raise all of our own replacement heifers and sell finished steers. We farm 176 acres and rent another 30 acres. Majority of the acres we farm goes back into our operation. On a good year, we have extra to sell. At the current time, our son, Travis is at home working as our hired man.

*Schmitz:* We milk 88 cows with 72-74 milking at all times. The dry cows are housed in a separate building. Our rolling herd average is 26,008 pounds of milk. Cows are milked in a stall barn. We farm about 310 acres and raise corn, alfalfa, peas tritacal for a cover crop on new seeding.

**List products and services that cost under \$100 that have been a good buy for your operation. Explain why they've been a good buy to you.**

*Brimeyer:* A few of the small things that stand out are individual paper cow towels and Nitrile milking gloves. We used a Polaroid instant camera to photograph all heifer calves in addition to ear tags to help with identification. Also, I would say the Quicken accounting software program to help keep financial records. It's easy to enter data and it can be retrieved at tax time very easily.

*Franks:* We purchased a new plastic

## JIM & MARY KAY BRIMEYER *holy cross, iowa*



Jim & Mary Kay Brimeyer, Holy Cross, Iowa own and operate a 60-cow dairy with a current rolling herd average of 23,908 pounds of milk. When it comes to sharing their best buys, they comment, "A plastic liner to cover the concrete surface of my silage bunk is one of the first things that come to mind. As soon as it was put in, intakes and milk production went up."

80-pound milker bucket because most dump cows ran the old stainless steel one over. We never have to worry about running the dump bucket over, which saves us money.

*March:* Milking gloves have been a good investment, not only for keeping germs and such from spreading, but keeping the milkers hands from cracking, especially in the winter months. The Leatherman tool with pliers, knife, screw driver is a wonderful thing and used several times throughout one day!

*Schmitz:* I believe the California Mastitis Test (CMT) is a very worthwhile investment for under \$100. We use it on all fresh cows to decide if they're milk is clean, as far as somatic cell count and no mastitis, to go into the tank. We also use this on other cows to help detect mastitis.

**What about items that cost about \$100 to \$500? Explain why they've been a good buy to you.**

*Brimeyer:* A plastic liner to cover the concrete surface of my silage bunk is one of the first things that come to mind. As soon as it was put in, intakes and milk production went up. Individual calf huts and a couple of 'super huts' that hold four to five calves seem to have worked out very well for tending to baby calves. Monthly DHIA records are a very valuable tool, especially in the breeding management area. Also, a cordless drill and a cordless impact wrench are very handy to have and get a lot of use. They make repairs and small projects a lot easier and in our mind, you can never have too many cordless tools! A few years ago we installed a booster pump in the

## KENT & SANDY FRANKS *st. olaf, iowa*



Kent & Sandy Franks, St. Olaf, Iowa milk 70 Registered Holsteins and 12 Registered Ayrshire cows in a tie-stall and free-stall barns. Their current rolling herd average is 24,500 pounds of milk. When it comes to sharing good buys, the Franks says, "We purchased Shur-Flow 300 milker claws from Surge, it made the milkers a lot lighter to carry. Also, we replaced the old pulsators with new ones; it also made the milking a lot faster, too."

milking parlor with a 55-gallon barrel for a water reserve tank. This gives more water pressure and volume to make parlor clean-up much quicker and easier. Last, but definitely not least, would be the cost of a relief milker for a weekend getaway. They're worth every penny if you can get them lined up! You need to make time for YOU!

*Franks:* We purchased Panasonic fluorescent light capsules (bulbs) for the milking barn and completely replaced all the standard bulbs. We have noticed a drop in the electric bill.

We also purchased Shur-Flow 300 milker claws from Surge, it made the milkers a lot lighter to carry. Finally, we replaced the old pulsators with new ones; it also made the milking a lot faster too.

*March:* We purchased a manual tire changer that saves us trips to town for changing implement tires. Also, a good air compressor and air tools are very handy, too.

*Schmitz:* Doing a yearly check on all our milking equipment. It's well worth the cost just to make sure everything is working properly. We put new kits

# MEMBERS SHARE THEIR BEST BUYS

continued...

JIM & CONNIE MARCH *dodgeville, wisconsin*



Connie & Jim March, Dodgeville, Wisconsin milk 48 cows in a stanchion and tie-stall barn. Their rolling herd average is 20,146 pounds of milk. When it comes to sharing good buys, the March's comment, "A good feed consultant is a must! We found this out the hard way. If the feed is balanced right, everything from breeding cows back to somatic cell count to overall health is better!" They are pictured here with their son Travis, who works as their hired man.

in all milkers. Buying individual calf-tel huts was the best thing we could have done. Our calves are so much healthier in the huts versus raising them in the milk barn. Having Internet has also been a great tool in farming. It provides us with so much information and allows us to get our milk test numbers and weights on it, find out what milk contracts are from day to day and more.

**What about items that cost \$500 to \$1,000 category? Explain why they've been a good buy to you.**

*Brimeyer:* A few things seem to fall into this category. One thing we bought was a used running gear with a hydraulic hoist on it. I built a wooden flat rack for it, so it works well for hauling large square bales of hay. With the hoist, bales can be dumped quickly, so its turned out to be a real time saver.

*Franks:* We moved the milker pump out of the barn to above the milk house into a storage room. We are now able to hear ourselves think and to talk with each other without

yelling. Also, we bought a pallet fork for our skid loader. We get pallets of pine shavings in and this makes it a lot easier than handling each bag. It also came in handy this winter with all the ice we had to pick up round bales. It didn't break the netting when the bales were froze to the ground. Finally, we installed a 4-foot barn fan in the free-stall barn and didn't realize the amount of air it can move.

*March:* A good feed consultant is a must! We found this out the hard way. If the feed is balanced right, everything from breeding cows back to somatic cell count to overall health is better!

*Schmitz:* Long day lighting. This keeps our cows on a regular schedule. Since we've put them in eight years ago, the cows' intakes have increased (on average gain of 3-4 pounds/cow/day). They also make working in the barn nicer.

**List items that cost between \$1,000 to \$10,000. Explain why they've been a good buy to you.**

*Brimeyer:* This is a much easier category. One of the first things that come to mind is a "sideshooter" skidloader bucket for filling sand in the free-stalls. This makes the job much quicker and easier and the sand is more level and uniform. Last year we installed ventilation fans in the free-stall barn and the holding area. They seem to keep the cows much cooler in the summer. Feed intake didn't drop as much as other years during the hottest days. One thing that was very valuable this year was our eight-foot snow blower. The first two years we had it, we didn't use it once. This



year I left it hooked up to the tractor and seemed to use it all the time. One service that falls into this category that has worked out extremely well is the custom baling we have done. We used to make all our dry hay in small square bales, but as the kids grew up and left home, labor became a bigger issue. Now, most of our dry hay is in large square and some large round bales. It always seems that the hay is dry around chore time, so a custom baler works well for us.

*Franks:* Good buys for this price range would be an electric feed cart to feed silage inside the barn; it sure beats a wheelbarrow. Next, a conveyor to run from the silo to the TMR mixer, just makes it easier to make the TMR batch. Finally, we installed a new water filter system that includes filters and hydrogen peroxide to run through all the waterlines including the barn. We noticed it cut down on the algae and scum that we used to get in the water tanks.

*March:* For this price range, we hire a big square baler to bale our hay. It gets it done in one day versus what used to take us one full week to do. First crop is stored and fed to heifers and steers and second and third crop is wrapped and fed to the milk cows. Also, our hydraulic dump wagon gets a big work out in the summer. It used to haul the big square bales and is about everything else that needs to be moved. Also, post drivers for those nasty fencing jobs have been a good buy for us.

*Schmitz:* Electric feed cart. This makes feeding cows much easier (on our backs and knees), since our cows are

in a stall barn. Also, cow mattresses have been a great investment for us. Cow comfort is very important. This allows the cows to eat more, milk more and we don't lose cows from banging themselves up in the stalls.

**Now give us a top five rank for all products that you listed before.**

**Explain why they've been a good buy to you.**

*Brimeyer:* 1. Plastic bunk liner. 2. Ventilation fans. 3. Individual calf huts and 'super huts.' 4. Custom baling. 5. Side shooter for the skidloader bucket for sand.

*Franks:* 1. New milker claws and

## MARLUS & KEN SCHMITZ *norwalk, wisconsin*



Marlus & Ken Schmitz, Norwalk, Wisconsin have 88 cows with 72-74 milking at all times. Their rolling herd average is 26,008 pounds of milk. When it comes to sharing best buys, they say, "Cow mattresses have been a great investment for us. It has improved overall cow comfort, which allows the cows to eat more, milk more and we don't lose cows from banging themselves up in the stalls." They are pictured here with their youngest child, Matthew, 4.

# MEMBERS SHARE THEIR BEST BUYS

continued...

pulsators because it made milkers lighter and sped up milking time. 2.The 80-pound plastic milker bucket because we never worry about a dump cow running the bucket over again. 3.The 4-foot barn fan in the free-stalls because it has improved air movement. 4.Moved the milker pump upstairs in the storage room, which has made the barn a lot quieter. 5. The electric feed cart because it sure beats using a wheelbarrow.

*March:* Feed consultant: everything is just going better because we have a good one. Feeding less of our \$5 corn has given us more milk and higher fat and protein tests, which equals more money in the bottom line.

*Schmitz:* It's hard to put these items in order because they all are very important to us in doing a good job in dairying, but if I had to put them in order, I would say, 1.Cow

mattresses, 2.CMT solution/paddle, 3.Yearly milking equipment check and 4.Long Day Lighting.

**What's on your wish list? Why?**

*Brimeyer:* Probably the top thing on my long wish list is a heated shop. I do a lot of my own repair work and it would be really nice to have a warm place to do these things in the middle of winter. It would be great to have all your tools and shop equipment in one organized place. I would build it big enough to hold a tractor, spreader, skidloader and snow blower during cold weather. It would be great to not have to deal with a frozen spreader every day in the winter.

*Franks:* Our wish list is so long it makes it impossible to list everything.

*March:* Our wish list includes a green house for feeding calves because the calf feeder got tired of standing out in the snow this winter. A new 6-row

corn planter would be nice, as of right now, we hire ours done. A new shiny tractor, doesn't every farmer want one?!

*Schmitz:* To build a free-stall barn and parlor! Someday, to make chores less labor intense!

**Anything else?**

*Brimeyer:* Yea, lots more! I think new tractors and other new machinery could be on every dairyman's list!

*Franks:* I'm sure we missed a few things, but find it very hard to think of everything, especially things we use everyday without thinking it was a "best buy."

*March:* How about higher milk price and lower fuel prices. That would be a nice break, wouldn't it?!

*Schmitz:* Can't think of anything else.

## NOTICE OF FORFEITURE OF FUNDS HELD BY SWISS VALLEY FARMS TO REVERSION FUND, UNLESS CLAIMED BY OWNER

Pursuant to Iowa Statutes Section 499.30A (4), you are hereby notified that Swiss Valley Farms, Co. has in its possession unclaimed funds, in the form of equity checks, belonging to you. You can claim these funds by contacting the cooperative at P.O. Box 4493, Davenport, IA 52808, Attention: Amy Greenberg – "Unclaimed Property", and furnishing proof of your legal interest in such funds on or before September 28, 2008. You are further notified that unless you do claim such funds and provide satisfactory evidence of your right to receive the same by September 28, 2008, these funds will be forfeited to the reversion fund at Swiss Valley Farms, for education or economic development purposes.

**Bartels, Jesse A.**  
*Dubuque, IA*

**Jecklin, Jr., Donald**  
*Peosta, IA*

**Lundt, Richard & Tonnie**  
*Guttenburg, IA*

**Schieltz, Thomas**  
*Peosta, IA*

**Brink, Dean**  
*Strawberry Point, IA*

**Kass, Curt & Karen**  
*Bellevue, IA*

**Miller, Dennis & Debra**  
*Ackley, IA*

**Yoder, Philip H.**  
*Riverside, IA*

**Creamery Hill Farms**  
*Monticello, IA*

**Kruse, Angela**  
*Dyersville, IA*

## hendel farms receives

# DISTINGUISHED BREEDER AWARD

**W**hen it comes to managing a successful dairy operation, what do the Hendel's say is their strategy?

"Stick to the basics," Matt Hendel said. "That's been real important."

The basics have worked for fourth generation farmers Matt, Pam and Karl Hendel at Hendel Farms in Caledonia, Minn. Hendel Farms was honored March 7 with the 2008 Minnesota Purebred Dairy Cattle Association Distinguished Breeder Award at the Minnesota All-Breeds Dairy convention held in Rochester.

In 1991, brothers Matt and Karl formed a partnership and purchased the now 137-year old farm from their dad and uncle. Originally a 40-cow Brown Swiss farm, the two along with Matt's wife Pam expanded the herd with registered Holsteins and gradually updated and built on to the facilities in order to house their growing herd.

"Your building design is a large part of success," Matt said. "If your buildings aren't adequate, it's hard on the animals and a hard environment for people to work in."

Hendel Farms now has 380 cows on test with over 10 percent Brown Swiss and the remaining Holsteins. The cows are milked in a double 15 parallel parlor and housed in a 320-cow freestall barn. During their expansion stages, they also built a transition cow barn, 3-6 month old calf barn, 7-12 month old heifer barn, commodity shed, storage bunker and manure storage pits.

Over the years, the Hendels have been recognized for their achievements

on their farm. For more than 20 consecutive years, Hendel Farms have received Quality Awards from Swiss Valley. Matt said this milk quality is maintained with clean, dry stalls and uniform milking procedures.

"They all go hand in hand," Matt said.

Along with high milk quality, Hendel Farms has received awards in their breeding program as the eight-year recipient of the Progressive Genetic Herd Award and recipient of the Purebred Breeders Registry Award. Along with a little luck, Matt said their breeding success comes from using popular high TPI bulls.

"The TPI formula has developed a good system," Matt said. "They're better bulls all the way around."

Hendel Farms has many high achieving cows that have led the Hendels into a growing marketing

program. The cow that has been the foundation for their marketing program is Hendel Durham Mitzi. Scored Excellent 90, Mitzi and her offspring have gained attention worldwide.

The Hendels are involved in several organizations. Matt and Pam both take an active role in the Holstein Association with Matt as a past member of the board of directors and Pam serving her first year. In addition, they are members of the Houston County Holstein Club with their three children Hannah, Lauren and Sydney as junior members.

Matt said this interaction with other dairy farmers and touring their farms has benefited his family's farm.

"Going to the best farms is how we have learned - just by watching and asking questions."

*Reprinted with permission of Dairy Star*



Matt & Pam Hendel with their three children Hannah, Lauren & Sydney

# LONGTIME BOARD PRESIDENT

## receives master breeder award

The Iowa Holstein Association presented the 2007 Master Breeder Award to long-time Swiss Valley Farms Board President Elmer Paper, Stockton, Iowa. He retired in 1992 from the Swiss Valley Farms Board after serving 28 years and 20 years as Board president. Elmer was a member of both of the first two co-ops, Illinois-Iowa Milk Producers and Quality Milk Association, which merged to form Mississippi Valley Milk Producers dairy cooperative 50 years ago.

Elmer has a long history of dairying and breeding Holsteins in Scott County, Iowa. After his discharge from the Army in March of 1953, Elmer and his wife, Loretta, began farming on a rented 105-acre farm. The following year, they moved to the present farm in Stockton, which was owned by Loretta's parents. They later purchased the farm in 1963. As money allowed, they began purchasing registered Holsteins to build their herd.

Elmer's first Excellent cow was purchased at Vic Mueller's dispersal, and her son, Rellum Sir Fobes Regal, was Grand Champion at the Iowa State Fair. He was later sold to Eastern AI Breeders. At the Ravenglen Dispersal, Elmer purchased Ravenglen Rex Triune who became a Gold Medal Sire and sired several good daughters. These daughters gave Elmer the "show bug."

Elmer started using AI, and two bulls, Cloverbrook Prime and Paclamar Ivanhoe Black Eagle, were a stepping-stone to increasing



Elmer Paper, left, with Arnold Peterson in their earlier years on the Swiss Valley Board.

production and type.

The Hy-Seen crew "in the green shirts" took pride in winning Premier Breeder banners. One of Elmer's highlights was winning both the Premier Breeder and Premier Exhibitor banner at the 1992 State Show in Spencer. Through the years, the Papers have had several All-Iowa and Reserve All-Iowa winners, all bred and owned, and some were nominated All-American.

They sold the milking herd privately to three dairymen in the Anamosa area - Douglas Fairbanks, Scott Coons and Virgil McNamara. Coons exhibited the 2003 Reserve Grand Champion Female Hy-Seen Jolt Beauty at the state show. Beauty was purchased as bred heifer from them, and her daughter was nominated as a 2007 Junior All-American Fall Calf.

Elmer is a 54-year member of the Iowa Holstein Association. He

was state president in 1971 when Iowa hosted the State Convention in Des Moines. He also has served as a delegate on many committees.

Elmer is a recipient of the Iowa Holstein Association Distinguished Service Award (2000) and the Honorary Member Award from ISU Dairy Science Club. In 1985, he was honored as an Iowa Master Farmer by Wallace's Farmer.

Elmer and Loretta have five children, Randy, Russell, Loren, Pamela and Nyle, and seven grandchildren and two step-granddaughters. Loretta passed away suddenly in 1999.

Elmer says, "Most important of all is the help and support that Loretta and the children gave to the operation of our dairy farm and everything they did while Dad was at a meeting. I attempted to help give dairy farmers a better living and way of life."

# HOLSTEIN AWARD WINNERS

*co-op members are recognized*

The Iowa Holstein Association held their convention February 29 and March 1 at the Hotel Winneshiek in Decorah. At their banquet on Friday night, numerous awards were handed out, including to some Swiss Valley Farms cooperative members.

The Young Distinguished Junior Member Award winner was Kyle Moon. He is a 16-year-old junior and the son of Swiss Valley Farms members Dan and Nancy Moon of Monona, Iowa. The family owns and operates a 300-acre registered Holstein dairy known as Moondale Farm. Kyle shares chores with his two siblings, Emily and Ryan. Grandparents are Bev and Vernice Moon. Grandpa Vernice comes out most days to help with the farm work. They milk about 50 cows and sell 10-15 bulls per year.

When Kyle was in kindergarten, he had his first showing experience at the county kiddie calf show. His calf's name was Moondale Penny;



Kyle Moon

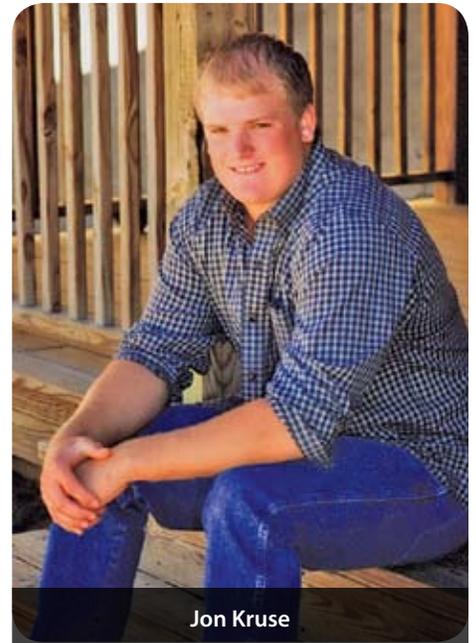
she is now scored EX-95-3E and is still in the show ring. Kyle spends a lot of time getting his calves ready to show, and enjoys fitting cattle. He received his first clippers when he was in eighth grade. By watching fitters and practicing, Kyle has become very comfortable with fitting cattle. He has helped neighbors get cattle ready to show and demonstrated the art to 4-H club members.

Mornings begin early for Kyle, who gets up at 6 a.m. to feed cattle. During chores, he observes cows for signs of heat and illness. Besides working with cattle, Kyle also helps with fieldwork. In addition to daily chores, Kyle is active in 4-H, FFA, Junior Holstein, band and his church.

After graduation, Kyle would like to become a professional fitter. Plans may also include continuing to work at Moondale and buying some land of his own, attending NICC for computer classes, or entering the Marines or Air Force.

The Iowa Holstein scholarship recipient is Jon Kruse, the son of Swiss Valley Farms members Jeff and Julie Kruse of Monona. Jon is a senior and active in FFA, Monona Junior Feeders 4-H Club and St. Patrick's Catholic Church. In school, he served on the Prom Committee and Homecoming Committees. He participated in football for four years, receiving second team All-District honors in 2007, and wrestling and track for one year. Following graduation, he plans to attend NICC and then transfer to Iowa State to major in dairy science.

His family has been farming for



Jon Kruse

five generations. They currently milk 65 grade Holsteins. Jon owns two registered red and white Holsteins, which he purchased as embryos, and one registered black and white Holstein. He has exhibited at the Clayton County Fair, District One Holstein Show and Big 4 Fair.

His goals are to breed his Holsteins to top AI sires and eventually start a flushing program. Also, he would like to expand and register his family's herd.

Other cooperative members recognized at this banquet includes Leah and Matt Henkes from Luana, Iowa. Leah and Matt are the children of Swiss Valley Farms members Trent and Leslie Henkes. Leah and Matt each won Iowa Junior Star Breeder Awards. Leah received a 3-Star award and Matt received a 2-Star award.

# workshop on managing employees highlights 2008 YC CONFERENCE

An enthusiastic group of young Swiss Valley Farms members gathered in Dubuque, Iowa for a lively two-day Young Cooperator Conference. One thing is for certain. Everyone there was ready for spring to arrive and eager to have a good time.

The conference headliner this year was Dr. Bernie Erven, a professor emeritus at Ohio State University. Dr. Erven talked to the group about hiring, working with and communicating with employees and family members who work on the farm. His consulting work with small businesses focuses on family business relations and human resource management. For nearly 40 years, Dr. Erven has worked on issues such as hiring, training, motivation, discipline, compensation and performance feedback.

The speaker's candid style, great sense of humor and knowledge of the subject made it a lively three hours. Of course, the poolside ice cream social break in the middle of the workshop was also appreciated!



Dr. Bernie Erven, left, talks to several YC'ers during a break in his workshop on Friday afternoon.

Another popular feature at the conference was a producer panel where three co-op members give a quick photo tour of their dairy and then discussed various aspects of the operation. This year's panelists were: Eugene Smith, Clinton, Wis., Scott Bohnert, East Moline, Ill., and Lee Pattison, Garnavillo, Iowa. The YC'ers in attendance enjoyed hearing about what other members are doing

and asked a lot of questions to the panel.

Another enjoyable speaker this year was John Sutter, Director of Marketing for the National Mississippi River Museum & Aquarium in Dubuque. A cousin of YC'er Julie Kaiser, John was the wrap up speaker, or the last speaker at the end of the conference on Saturday afternoon. He told some humorous



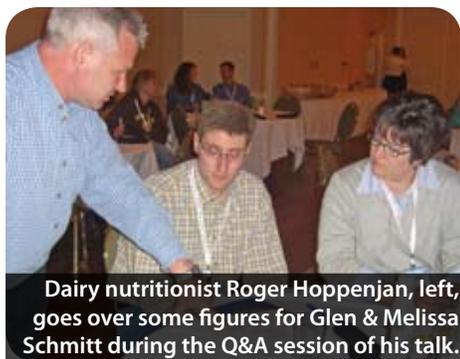
Jill & Mark Lamborn do some dairy product taste testing on Saturday morning between events.



At the ice cream social, Board member Jeff Nimtz, Monticello, Wis., scoops up vanilla ice cream for Chad Kluesner, Worthington, Iowa. YC'er Doug Kowalski, Wausau, Wis., scoops the chocolate.

stories about being the city-raised cousin who loved to visit his uncle's farm and help out with the chores. His parade of mistakes and good-natured goof ups resulted in some funny stories. John's major theme of team work on the farm and in life was well received.

Mark and Jill Lamborn, Luana, Iowa, gave a brief presentation on their experiences at the NMPF Dairy Summit in Orlando this past winter. Being their first national YC trip, they learned a great deal and were amazed at how enjoyable the trip was. They encouraged other YC'ers



Dairy nutritionist Roger Hoppenjan, left, goes over some figures for Glen & Melissa Schmitt during the Q&A session of his talk.

to seriously consider going out for the Outstanding Young Cooperator Contest, so they could experience these same rewards.

Also during this meeting, Swiss Valley Farms retiring Co-CEO Gordy Toyne addressed the 70 Young Cooperators in attendance and answered their questions. Ron Schroder, Swiss Valley Farms Marketing Manager, gave a brief presentation on new products and marketing initiatives. Ron also touched on the latest dairy beverage innovations to hit the national markets.

## *outstanding yc contest* **ANNOUNCEMENT**

Jeff Nimtz, president of the Swiss Valley Farms Industry and Member Relations Committee of the Board of Directors, announced that the Outstanding Young Cooperator Contest will be held later on this summer in Prairie du Chien, Wis.

Young Cooperators between the ages of 18 and 40 are eligible to enter this contest. The two top winners will be invited to attend the 2008 NMPF Dairy Summit, which will be held in late October at the Opryland Hotel in Nashville, Tenn.

"Young co-op members who have been attending our annual YC conferences should give strong consideration to trying out for this contest," Nimtz said. "It is a wonderful opportunity to participate in these national Young Cooperator Programs and meet dairy producers from all across the country." Jeff and his wife Julie were Outstanding YC Winners in 1996.

Pam Bolin, President of the Swiss Valley Farms Board of Directors, and her husband Dave were Outstanding YC Contest Winners in 1981. "Dave and I went to Detroit, of all places and in the winter, for our NMPF Dairy Summit! We still had a wonderful time and learned a great deal. The leadership training offered on the national YC level can be life changing. We still visit with some of the YC couples we met during that trip, even though they live in other states."

Tom and Julie Kaiser, who attended NMPF Dairy Summits the last two years, were also members of the National YC Advisory Council. "This fall, I am planning a reunion of our YC Advisory Board in conjunction with the World Dairy Expo. We had so much fun on our two YC trips, we can't wait to get back together again with our new friends."

More information on the upcoming 2008 Outstanding Young Cooperator Contest will be available later.

If you have any questions regarding this contest please feel free to contact the Member Relations Department at 563/468-6640.

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

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

Noah Borntreger	84,000
Chad Breuckman	57,000
George & Judy Cadden	67,000
Kevin & Donna Carolan	87,000
Deetz Bros	78,000
Delbert Devries	79,000
Randy Dreier	57,000
Michael Elmhurst	94,000
Gibralter Farms LTD	97,000
Larry Gilbertson	78,000
Jeremiah Halvorson	78,000
Hodson-Dirksen Farms LLC	95,000
Dallas & Pat Hofmeister	94,000
Rich & Sandy Klosterman	84,000
Koty Laufenberg	68,000
John Martin	96,000
Brian Meier	60,000
Cheryl Meier	60,000
Mike Meier	60,000
Ronald Miller	74,000
Oat Hill	86,000
John Ruff	95,000
Jeffrey Schaefer	61,000
Kurt Schaefer	61,000
Susan Schaefer	61,000
Ken & Marlus Schmitz	68,000
Paul & Jennifer Schumacher	90,000
Larry & Liane Thompson	69,000
Steven Vlasak	75,000
Leighton Yoder	68,000

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

0 - 100,000.....	4%
100,001 - 200,000.....	21%
200,001 - 300,000.....	24%
300,001 - 400,000.....	21%
400,001 - 500,000.....	11%
500,001 and above.....	18%

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

0 - 100,000.....	4%
100,001 - 200,000.....	13%
200,001 - 300,000.....	13%
300,001 - 400,000.....	14%
400,001 - 500,000.....	4%
500,001 and above.....	52%

## CLASSIFIED ADS

**FOR SALE:** High quality breeding age Jersey bulls for sale. Trucking available. Interested, call Scott Bohnert, Bohnert Jerseys at 309/781-4416.

**FOR SALE:** 600-gallon Mueller bulk tank with automatic wash & a double 2-inch receiver jar. Also, a 1-1/2-inch stainless steel pipe. Interested, call Jeff Hoeg, 319/478-8400.

# FORMER BOARD MEMBER PASSES

**B**urdette J. Staver, 84, of Lancaster died April 13 at his home.

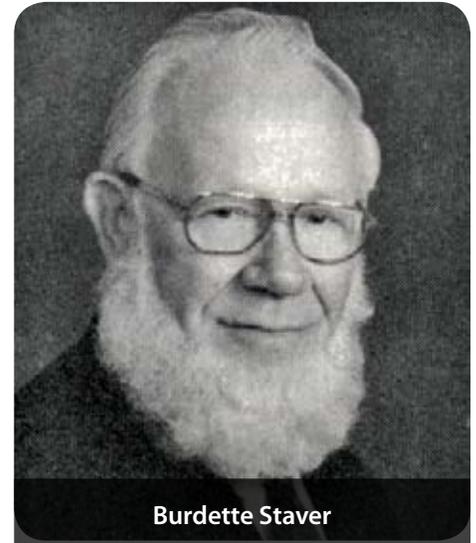
He was born on July 11, 1923, in Liberty Township, Grant County, Wis., son of Frank and Mary (Swallow) Staver. He married Irene Pluemer on March 2, 1957; she preceded him in death. Burdette served in the Navy during World War II, from September 1942 to January 1946. He was a member of American Legion Post 109 and Veterans of Foreign Wars Post 2344, both in Lancaster.

He farmed in Liberty Township and served as a District 1 director on Swiss Valley Farms Board from 1983 to 2004. Patrick Schroeder, District 1 Director for the Swiss Valley Farms Board, farmed with his grandfather

for 30 years. They ran 125-cow Century Farm dairy operation calls S & S Farms and farmed 740 acres and rented another 700.

Burdette is best known for his work with the farm-to-farm portion of the Volunteers in Overseas Cooperative Assistance (VOCA) Program. In both 1990 and 1991, he spent 6-weeks traveling around Egypt meeting with dairy farmers, evaluating their problems and offering them recommendations to improve their operations. In 1993, he spent time in the Republic of Kazakstan working with dairy farmers there.

During VOCA's 25th Anniversary Celebration, Burdette received an award of appreciation for his efforts overseas.



Burdette Staver

## *second annual* **SWISS VALLEY FARMS PHOTO CONTEST**

**H**ave you taken a photo on your farm or at the fair that you think would look good on the 2009 Swiss Valley Farms calendar? If so, then you may want to enter it in the SVF Calendar Photo Contest. We are looking for pictures of people of all ages living and working on their dairy farms.

Remember, reproduction quality of the photo is an important consideration.

- Be sure your picture is sharply in focus.
- If you are using a film camera, make a good quality 8" x 10" or 5" x 7" print and mail that in. Include a mailing label with your address on it so we can return this fine photo to you.
- If it is a digital photo, the higher the resolution, the better. Be sure your camera is set on its highest pixel/quality setting.
- E-mail your digital photo to us. E-mail them to: karen.bohnert@swissvalley.com
- If your digital photo is too large for you to e-mail, burn it on a cd and mail it to us at:

**Swiss Valley Farms Cooperative  
Calendar Photo Contest  
P.O. Box 4493  
Davenport, IA 52808  
Entries must be received by  
September 30, 2008.**

Cash prizes will be awarded. Any other photos we use on the calendar will receive an Honorable Mention prize. It's never too early to start taking photos. Winter, spring, summer and fall scenes are all needed. Enter a photo any time you want and enter as many as you want.

Swiss Valley Farms offers

# COLLEGE SCHOLARSHIPS

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 2008 college student who meets these 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 Nancy Feeney at 563.468.6600 or simply ask the Swiss Valley Farms, Co. phone receptionist for an application. Or e-mail [nancy.feeney@swissvalley.com](mailto:nancy.feeney@swissvalley.com). All applications must be mailed back to Swiss Valley Farms, Co. by July 14th, 2008.



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