

# Dairyman

JUNE 2008



**CELEBRATE**  
June Dairy Month!





*exports perspective*  
**HEALTHY DAIRY INDUSTRY**  
*by tom suber*

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“Shifting global dynamics have created unprecedented opportunity for U.S. dairy suppliers. In 2007, they capitalized on that opportunity, shipping a record \$3.06 billion worth of U.S. cheese, whey proteins, milk powder, butter and other products to foreign buyers.”  
 -- 2007: A Year in Review from U.S. Dairy Export Council

Of all the positive numbers registered in 2007 by U.S. dairy exporters – including record value of \$3.06 billion on a gain of 62 percent and record volume of 2.19 billion pounds of total solids, up 4.7 percent – one stands out as the most telling of all. A record 9.5 percent of all U.S. dairy production in 2007 went to foreign buyers.

Five years ago, we were shipping just 5 percent of milk production (on a total solids basis) beyond U.S. borders. Since 2002, U.S. dairy volume has steadily risen to the point where, at 9.5 percent of output, selling milk powder, cheese, whey, butter and other products to foreign markets is no longer just a sideline, no longer a future opportunity, and no longer just a place to pour surplus product.

At 9.5 percent, the export channel has become an integral part of the U.S. dairy industry. Even in specific products where we fall below that 9.5 percent, export markets are more influential than ever.

In cheese, the United States ended 2007 with three consecutive quarters where export volume exceeded 2 percent of production, including 2.6 percent in the fourth quarter. Historically cheese exports have been about 1.4 percent



Tom Suber, President  
 US Dairy Export Council

of production. This is a significant volume. The U.S. cheese market is finely balanced, and an increase in usage of more than 1 percent can swing it from excess into shortage.

Our business health is not just theoretically linked to global conditions, but inextricably tied to commitment to serve escalating demand in developing and developed countries alike.

Factors that drive foreign consumption are crucial to not only a cheese manufacturer shipping to Southeast Asia but to all dairy processors and producers. Factors that interfere with market access to foreign nations aren't just the concern of government trade negotiators and agricultural agency officials, but to the entire U.S. dairy supply chain.

The U.S. industry has made

*(continued to page 7)*

*dealing with a fire*

## ROLLING WITH THE PUNCHES

*by karen bohnert*



Jay Stauffacher stands in front of his burnt down barn in 2007.

*Photo taken by Agri-View*

**I**t was once said, “To win at business or life, adversity has to be faced, fought and defeated.” There is no other way. No options. You either beat it or it beats you. You win or you lose. Simple, right? No, overcoming adversity is never simple and Swiss Valley Farms cooperative members Jay and Jean Stauffacher at Highway Dairy from Darlington, Wisconsin can attest to that.

August 14, 2006 will go down in the record book as an unforgettable day for the Stauffacher siblings. It was a day that started like any other for Jay and Jean—employees were milking the herd of 425 cows for the second time that day in the double-14 Universal parallel parlor.

Jean and Jay had just sat down for a two o’clock meeting with their nutritionists in the downstairs office. An employee who had been washing

up some machinery came into the meeting and told Jay that the barn was on fire.

“I just expected something small, or some wires smoking,” Jay said.

However, the fire turned out to be much more than he had expected. It began in the utility room and was noticed when it broke through the soffit outside. By the time Jay called the fire department and got to the parlor, the fire had already broken through the wall. The hydraulics to lift the gates and release the cows in the parlor was already disabled.

The group of people at the farm, including employees and the nutritionists in the meeting, all worked together to release the cows in the holding pen, but many were badly burned as burning insulation was falling from the ceiling.

As the fans used to cool the cows

spread the fire to the free-stall barn, they realized the cows there may be in danger. Out of options and needing to save the cows that hadn’t already been injured, the doors to the barn were opened and all the cows were chased out to go wherever they could run to escape the fire.

When the power to the fans was cut, the fire’s spread was greatly slowed and the fire departments worked to put out the flames. However, 150 feet of roof and rafters in the free-stall barn were ruined; the parlor and holding area were devastated and the cow loss totaled 15 head.

### ***Clean-up efforts***

Over the next few hours many neighbors and friends came to help round up the cows and salvage what they could. The remaining 310 cows were hauled to a neighbor’s farm south of town, whose facility was



Siblings Jean & Jay Stauffacher have shared a lot of “family bonding time” as they rebuilt their facilities and their herd.

empty at the time and big enough for the Stauffacher’s remaining herd.

The evening of the fire, about 25 trailers and hundreds of people helped move the 310 cows in two and half hours. “What the people did was unbelievable,” Jay said.

Stauffacher’s veterinarians treated numerous cows for burns and smoke inhalation. Regardless, Jay and Jean were forced to ship 42 cows the next day because of such severe injuries. More cows were shipped later on due to pneumonia from the smoke inhalation. “We lost 106 all together,” Jean said.

All accounting records on the farm were lost. They worked with their suppliers to recreate records and because they were on test with DHIA and records were stored in Dairy Comp 305 program, they ended up only losing three weeks of

information. “We now back-up our files in the house,” Jean said.

Stauffacher’s old parlor still had stalls in it and had been used for vaccinations since they began milking in their new facilities 12 years prior. Jay called his equipment dealer to re-supply the facility. The herd was brought back to the farm only five days after the fire. “The equipment company did an incredible job getting the parlor going,” Jay said.

“The way the herd was being housed and transferred to the parlor wasn’t labor efficient,” Jay said. The big free-stall barn needed to be repaired and the facilities couldn’t handle the number of cows. They also were trying to harvest corn silage and the inefficiency was too much to handle. Almost two months after the fire, the herd was dispersed on October 11, 2006.

## *The next chapter: rebuilding*

Jay and Jean liquidated their herd to help free their time up to rebuild. “We were doing all the milking, which took five hours for one shift,” Jean said. “We had very little time to actually work on rebuilding.” The Stauffacher’s kept all of their springers, which totaled 150 head, in plans to rebuild their herd and begin milking again in the near future.

“The biggest thing was cash flow,” Jay said. The entire setup is designed for 500 cows; everything from the bunker silo to the 1,700 crop acres is built to accommodate a large herd.

So they rebuilt and put a double-12 herringbone parlor, expandable to a double-16. The parlor that was destroyed in the fire was a parallel and Jay decided to return to a herringbone because he feels that the cows seem more comfortable. He also likes being able to see more of the cow during milking. The parlor is equipped with Germania stalls and takeoffs.

The parlor and holding area transformed from a former T-style set-up to an H-style setup. The facility was designed so that air flow wouldn’t be interrupted through each of the buildings and the alley.

The free-stall barn saw a transformation as well. They went from a six-row barn with mattresses to a four-row and no mattresses. “This was the best thing we did,” Jay said. “We didn’t like that we were losing stall numbers, but in the end are happy with the decision because overall cow comfort has improved greatly.”

Stauffacher's began milking cows again; less than 10 months after the destructive fire hit their dairy. They began shipping milk to Swiss Valley Farms on June 1, 2007. They decided to switch dairy companies when they rebuilt. Jean and Jay decided to ship their milk to Swiss Valley Farms because it is a cooperative, has a competitive premium structure, and they like the products Swiss Valley Farms produces and their retail presence in southwest Wisconsin. "Attending the 50<sup>th</sup> Anniversary Celebration made me realize I made a good choice," Jay said. "The members and employees excitement and loyalty is very refreshing."

Today, the 420 head of cows are milking twice a day, in hopes to

someday make it back to three times. Currently the Stauffacher's rolling herd average is 24,000 pounds of milk with a 3.5% butterfat and 3.1% protein tests. Their somatic cell count runs between 130,000-170,000. "Jay and Jean are hard workers," says their Field Representative Ken Ley. "After the fire they were determined to keep the dairy operation going. They have a nice dairy setup to work with, they stay on top of everything daily and are super nice people to work with."

### ***Bonding Time***

Both Jay and Jean's children help out in the dairy operation. Jean has three children, Tyrel, 17; Michael, 6 and Mariah, 4. The oldest, Tyrel, helps feed young heifers before school and feeds steers in the evening. Jay has

two boys, Aaron, 16, who helps the herdsman with duties and Eric, 14, who helps with hauling manure. "All the kids help wherever is needed," Jean said. "They all have been through tractor safety and help with field work, too."

When asked why farming is important to them, Jay and Jean sport big smiles. "We are very proud of what we've accomplished and take pride in what we have," the siblings say. Jay and Jean did a lot of the building work themselves, including laying tile in the parlor, which they jokingly call "family bonding time." "We've overcome a lot of adversity with the fire and it's just made our family stronger."



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# CHOCOLATE MILK BENEFITS

**A** new study released this spring in the Journal of the American Dietetic Association found that children who drink flavored or plain milk consume more nutrients and have a lower or comparable body mass index (BMI - a measure of body fatness) than children who don't drink milk.<sup>1</sup>

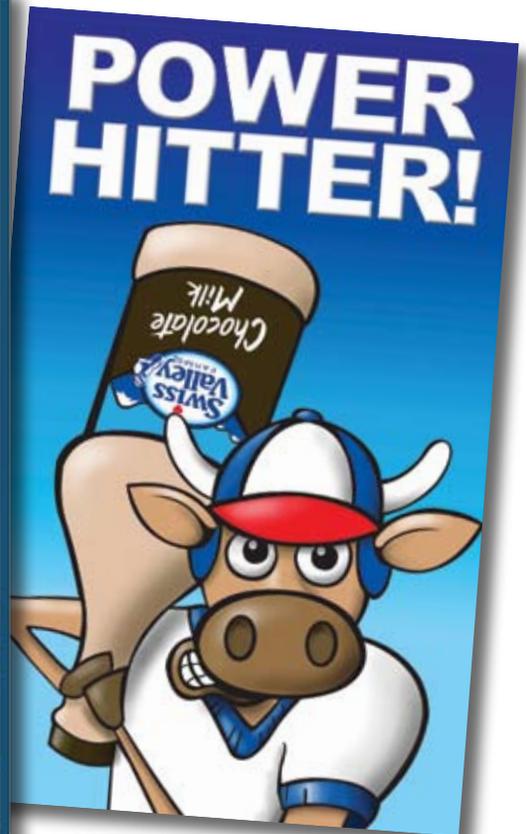
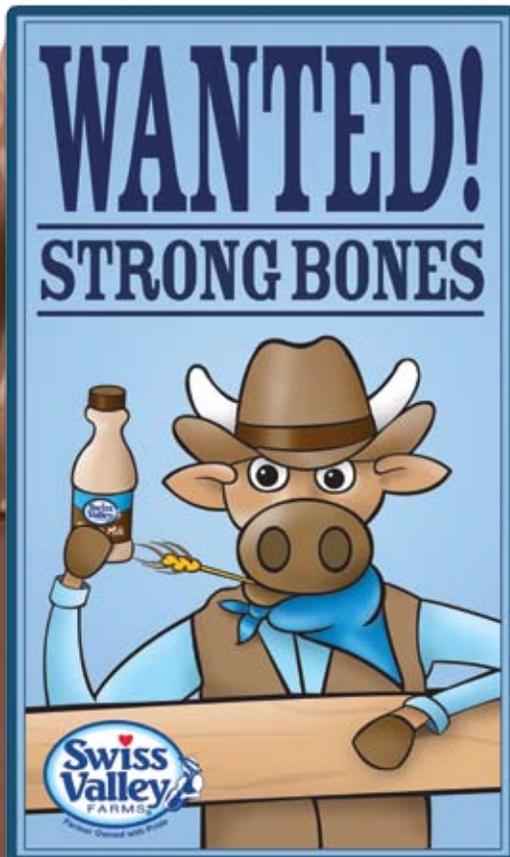
"Milk contains many nutrients that are important for children. We learned in our research that children who drink milk, including plain and flavored milk, have higher intakes of many nutrients that are low in children's diets, and comparable or lower BMIs compared to children who don't drink milk," said Mary Murphy, MS, RD, co-author of the study. "Limiting access to flavored

milks in schools and elsewhere may have the undesirable effect of further reducing intakes of many essential nutrients provided by milk."

The study compared nutrient intakes and BMIs among 7,557 U.S. children and adolescents ages 2-18 years drinking flavored milk (with or without plain milk), exclusively plain milk and no milk. All comparisons were adjusted for the amount of calories reported as well as age, allowing for differences to be examined based on equal consumption of calories and age distributions. Results showed milk drinkers (flavored and plain) had significantly higher intakes of vitamin A, calcium, phosphorus, magnesium and potassium than non-milk drinkers. In addition, BMI measures

of milk drinkers were comparable to or lower than BMI measures of non-milk drinkers. Intake of added sugars did not differ between flavored milk drinkers and non-milk drinkers. Among females 12-18 years old, average calcium intakes by flavored milk drinkers and exclusively plain milk drinkers were nearly double the calcium intakes of non-milk drinkers.

"Intakes of added sugars were comparable between flavored milk drinkers and non-milk drinkers confirming that the inclusion of flavored milk in the diet does not lead to significantly higher added sugar intakes by children and adolescents," noted Rachel Johnson, PhD, MPH, RD, Dean of the College of Agriculture and Life Sciences and Professor of Nutrition at the University of Vermont, a co-author of the study.



# BREATH EASIER WITH MILK

Researchers find for the first time that infrequent milk consumption and being overweight is associated with asthma in young girls.

Researchers at the University of Manitoba, studied the relationship between asthma, frequency of milk consumption and being overweight. They found that girls with asthma are more likely to be overweight and consume milk infrequently when compared to non-asthmatic girls. This case-controlled study examined 246 asthmatic and 477 non-asthmatic children between the ages of 8-10 years. Researchers found a significant association between infrequent milk consumption and asthma in girls.

The odds of having asthma increased 3.6 times for girls who were both infrequent milk consumers and overweight, when compared to girls without asthma. This association was not found in boys. The researchers concluded that although more research is warranted, infrequent milk consumption - in addition to being overweight - may increase risk for asthma in girls.

MyPyramid Plan for Pregnancy & Breastfeeding

The USDA recently added a new website to compliment the popular and user-friendly MyPyramid.gov, titled MyPyramid For Pregnancy and Breastfeeding. This site provides

new and expectant moms valuable information on nutritional needs, weight gain, dietary supplements, food safety, special health needs and much more. After entering personal information such as age, due date, height, pre-pregnancy weight and physical activity, the tool provides the user with a personalized eating plan, outlined by trimester of pregnancy or stage of breastfeeding. Similar to the MyPyramid site for the general



public, the MyPyramid Plan For Pregnancy and Breastfeeding is based on the USDA's 2005 Dietary Guidelines and emphasize consuming adequate servings of the food groups to encourage:

whole grains, fruits and vegetables and low-fat dairy foods.

[www.Mypyramid.gov](http://www.Mypyramid.gov)

Chocolate milk is a nutritious alternative to carbohydrate-replacement sports drinks, supplying athletes with energy and helping muscles refuel after exercising.

A study investigated nine cyclists who biked until their muscles were depleted with energy, rested four hours, then biked again until exhaustion three separate times. By the second ride, cyclists who consumed approximately 500ml low-fat chocolate milk were able to ride as long or longer than those cyclists who consumed 500 ml of

either a traditional sports drink or a carbohydrate-replacement sports drink. Researchers theorize that chocolate milk's unique combination of carbohydrates and protein helped supply cyclists with the necessary nutrients to refuel their bodies with energy and replace muscle proteins that were lost during the workout.

## EXPORTS

*(continued from page 2)*

great strides in becoming an export force, and we are positioned perhaps better than any other dairy-producing nation to meet rising global demand. But it is a vast geographic market with tough competition, protectionist agendas, consumers with different taste and diet demands, and restrictive rules and regulations. In other words, not a place to go it alone.

We as an industry need to collectively pursue multiple strategies to facilitate global dairy sales – influencing trade policy, remedying regulatory difficulties, targeting product formulations to meet global needs, and proactively and strategically pursuing key customers and markets.

More than ever, dairy is a global business and the health and growth of the U.S. industry depends on suppliers' ability to satisfy overseas buyers. We all should be proud of the export progress we as an industry made in 2007, but repeating such across-the-board success requires across-the-board effort. Now is the time to make foreign markets less a part-time hobby and more part of everyday, long-term business plan.

## donald and dorothy sywassink

# NEVER IDLE, ALWAYS ACTIVE

by nancy feeneey

**A**t the 50<sup>th</sup> Anniversary Celebration in Dubuque in March, retired long-time Swiss Valley Farms CEO Carl Zurborg was at the podium introducing past Board members who were in the audience. He called on Donald Sywassink. Letts, Iowa, to stand and be recognized.

“This man was one of the very first Board of Directors that I worked with when I took the CEO position with this co-op in 1960,” Carl said. “That he is here today and still an active member of the cooperative is pretty amazing.”

Donald Sywassink is now 81 years old and still helps his son Steve milk 70 cows. Donald and his wife Dorothy were members of the Illinois-Iowa Milk Producers when it merged with Quality Milk Association to form Mississippi Valley Milk Producers in 1958. When he was on the MVMPA Board of Directors, he and his wife Dorothy were milking 20 Guernseys.

Don says he takes the most pride in his part in hiring Carl Zurborg to be the General Manager of MVMPA. “I remember when we interviewed him, some of the Board members said things like, ‘He’s too young’ and ‘He hasn’t had enough experience,’” Don said. “Working with Zurborg is one of my fondest memories about my Board experiences.” He thinks Carl was a wonderful fit for this cooperative.

Don remembers meeting with the Board in the co-op’s offices on Harrison St. near downtown Davenport. “When we had night meetings, Dorothy would come with me and then would walk down the street to the movie theater to kill time. She saw a lot of movies back then.”

Don learned dairying from his father, Henry, who called his farm,



Don and Dorothy Sywassink proudly sit behind several of the Blue Ribbon Milk Quality Awards they have won over the past 34 years. The Sywassink’s are in line to pick up one of the very first 35-year awards at this winter’s district meetings.

Idle-Not. That particular farm name was passed on to Don’s brother Ralph. So when Don and Dorothy started their dairy in rural Muscatine County back in 1951, they called it Idle-Ne’er.

Don recalls that his father had put in one of the first silo’s in the area on his Idle-Not farm in the ‘30’s. As it turns out, Don had a first of his own. In 1963, he built the first free stall barn in his area on Idle-Ne’er. By that time, he and Dorothy were milking 45 cows. He had previously used a loafing barn. His new free stall barn was featured in an article in the June 1964 *Mississippi Valley Dairyman*.

Over the years, Don and Dorothy raised 7 children, including one set of

twins. Don now milks in partnership with his youngest child, Steve. Together, they milk 70 Guernseys and Holsteins and have an excellent quality record. Don helps with the 6 a.m. milking. In the past couple of years, Steve says they have been lucky to hire a couple of really good high school kids to help them with the night milking and calf feeding chores. This enables Don to take a longer noon hour break before he does a few more chores. Supper is always very late, around 8:30 or 9 p.m.

At the 2008 district meetings this winter, the Sywassink’s are one of the two dairies in line to collect a first ever 35-year Quality Award. The only other

co-op member hoping to pick up one of these awards is Paul and Inez Merges, Peosta, Iowa.

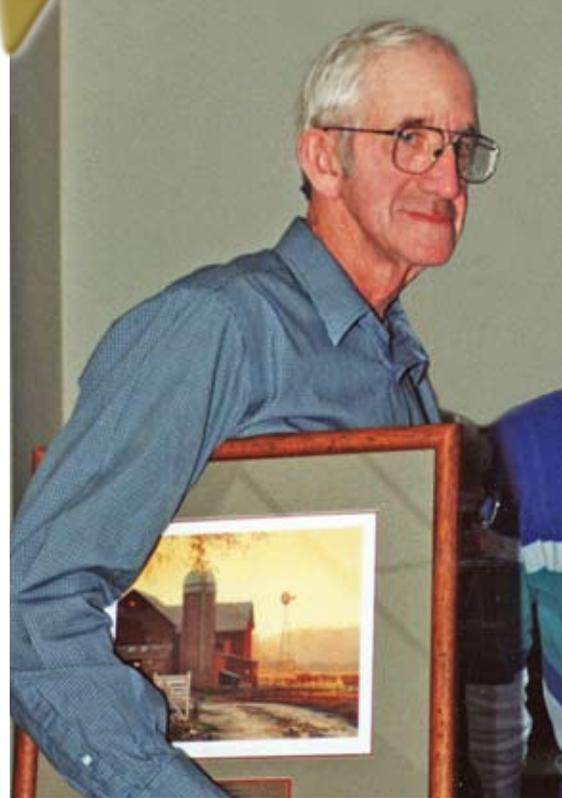
Don recalls that the 1960 MVMPA Board first started talking about offering Quality premiums to the co-op members. "Some of the other Board members said that Quality premiums wouldn't work," Don says. Idle-Ne'er's quality award track record has proven that statement wrong. The Swiss Valley Farms Blue Ribbon Quality Milk Program finally got off the ground in 1973 and since then hundreds of co-op members have financially benefited from receiving those welcome Quality milk premiums in their pay checks.



Nowadays, Don and Dorothy's vacations consist of trips to see grandchildren graduate or get married. "We used to go to the National Guernsey Conventions around the country, but we don't do that anymore," Dorothy said. "We feel blessed, though, that we have traveled to both coasts."

Overall, it has been a rewarding and busy life for these Iowa dairy producers.

When asked if he is going to retire, Don grins and says, "No, I am not retired. I'm just tired!"



Above, left: Donald Sywassink's Board of Director photo from 1960. Above, right: At the 1998 district meeting, Donald Sywassink tucked his 25-year Quality Award under his arm and headed for the door. Below: Donald Sywassink stands beside his milk hauler, Willie Mortenson.

In the midst of farming, both Don and Dorothy have their hobbies. Over the past 15 years, Don has become an avid rose grower with 120 bushes planted in beds all around the farm house. During the mid '80's, Dorothy was a Swiss Valley Gals Steering Committee member who met with other committee members to plan the speakers and locations of the regional meetings, which were held in the spring and fall. Now, Dorothy, 80, is into quilting and has made quilts for all 18 of her grandchildren and frequently takes classes and tries new techniques.

One of Don's favorite moments in his dairying career was receiving the Master Breeder Award from the American Guernsey Association in 2001. He is also proud that Steve is getting involved with embryo work with his Holsteins.



# YUMMY SUMMER RECIPES

from wisconsin milk marketing board



## Summer Pasta Salad

Number of Servings: 4 as main dish, 6 as side dish

### Ingredients:

1 1/2 tsp. olive oil  
2 cloves garlic, minced  
12 slender asparagus spears, cut diagonally into 1-inch pieces  
1 1/2 cups yellow squash, cut into half rounds  
3/4 cup red pepper, diced  
1 cup packed arugula leaves, coarsely chopped  
3 scallions, sliced  
2 slices bacon, cooked crisp, diced  
12 ounces pasta,\* cooked, drained, rinsed and cooled  
1 1/4 cups (5 oz.) Wisconsin Fontina cheese, cut into 1/4-inch cubes  
1/4 cup Wisconsin Parmesan cheese, grated  
1/2 cup Italian dressing  
1/2 tsp. salt, or to taste

1 tsp. red pepper flakes, or to taste

### Directions:

In a nonstick skillet, heat oil over medium-high heat. Add garlic, asparagus, squash and red pepper; cook for 3 minutes, or until vegetables are crisp-tender, stirring occasionally. Stir in arugula, scallions and bacon; remove from heat.

In a large serving bowl, combine pasta, vegetables, Fontina, Parmesan, Italian dressing, salt and red pepper flakes; toss well and serve.

\*Campanelle pasta is shown.



## Orange Cream Trifle

Number of Servings: 10

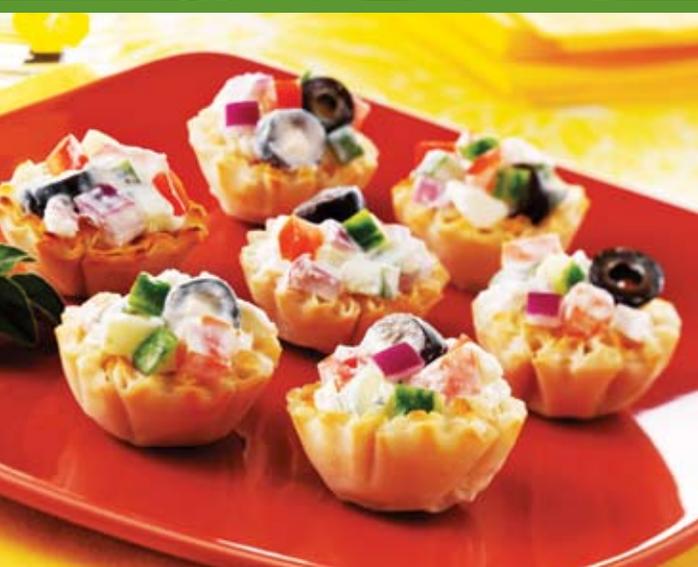
### Ingredients:

2 3-oz. packages instant vanilla pudding  
1 1/2 cups milk  
1/2 cup frozen orange juice concentrate, thawed  
1 cup (8 oz.) Wisconsin Ricotta cheese  
1 Tbsp. orange peel, grated  
1 cup whipping cream, whipped  
1 package (10 1/2 oz.) frozen pound cake, thawed  
1/4 cup raspberry preserves  
Fresh raspberries, blueberries additional whipped cream and orange peel (optional)

### Directions:

In a large bowl, combine pudding mix with milk, stirring until smooth. Stir in orange juice concentrate. Add Ricotta and orange peel; mix well. Fold in whipped cream. Place one cup of cream mixture in bottom of straight-sided, deep glass bowl.

Slice pound cake into 3/8-inch slices (16 slices) and spread with preserves. Cut 6 slices in half; arrange around inside of bowl. Place 5 slices of cake over cream mixture. Top with 2 cups cream mixture, 5 slices of cake and remaining cream mixture. Chill 2 to 3 hours before serving. Garnish with raspberries, blueberries, whipped cream and orange peel, if desired.



## Crumbled Feta Salad Tarts

Number of Servings: 30 tarts

### Ingredients:

30 small frozen fillo pastry tart shells  
1/2 cup plain yogurt  
1/4 cup sour cream  
1/2 tsp. lemon pepper  
1/4 tsp. dried oregano leaves  
1/2 tsp. garlic powder  
1 Tbsp. lemon juice  
4 oz. Wisconsin Feta cheese, crumbled  
1/2 cup seedless cucumber, diced  
1/4 cup red onion, diced  
1/2 cup seeded tomato, diced  
1/4 cup sliced ripe olives

### Directions:

Thaw fillo tart shells according to instructions. In a medium bowl, combine yogurt, sour cream, lemon pepper, oregano, garlic powder and lemon juice; mix well. Stir in Feta. Add cucumber, red onion, tomato and olives; toss well. Allow mixture to marinate 1/2 hour before serving. To serve, fill fillo tart shells with salad mixture.

## Chicken Americana with Wisconsin Blue Cheese

Number of Servings: 6

### Ingredients:

6 boneless, skinless chicken breasts  
4 oz. Wisconsin Blue cheese  
3 oz. Wisconsin Cream cheese, softened  
2 Tbsp. walnuts, chopped  
3 Tbsp. dry bread crumbs  
1 Tbsp. parsley, chopped  
1/2 tsp. pepper, or to taste  
1/4 cup flour  
2 Tbsp. butter

### Directions:

Preheat oven to 375°F. Place each chicken breast between two sheets of wax paper and pound to 1/2-inch thickness, being careful not to tear the paper.

In a medium bowl, combine Blue cheese, Cream cheese, walnuts, bread crumbs, parsley and pepper; blend thoroughly. Place 1/3 cup mixture on one side of the chicken breast. Roll breast to enclose the filling; secure the breast with toothpicks. Repeat process with all of the chicken breasts.

Lightly flour the chicken breasts. Sauté the breasts in butter until golden brown. To finish the breasts, bake for 20 minutes. Remove breasts and let rest 5 to 8 minutes. Remove toothpicks, slice and serve.



## Raspberry Lime Smoothie

Number of Servings: 6

### Ingredients:

2 cups fresh raspberries  
1 cup frozen limeade concentrate, thawed  
2 cups vanilla yogurt  
2 scoops vanilla ice cream

### Directions:

Place raspberries and limeade in blender; cover and pulse until chunky. Add yogurt and ice cream; cover and process until blended; serve.



## Fresh Mozzarella Pesto Bruschetta

Number of Servings: 8

### Ingredients:

1 1/4 cups (3 large) roma tomatoes, diced  
1 clove garlic, minced  
1/4 cup olive oil, divided  
2 tsp. balsamic vinegar  
1/4 tsp. salt, or to taste  
1/2 tsp. pepper, or to taste  
1 Tbsp. fresh basil leaves, coarsely chopped  
4 ciabatta sandwich rolls, cut in half horizontally  
1/2 cup (2 oz.) Wisconsin Asiago cheese, shredded and divided  
1/2 cup prepared pesto  
16 oz. Wisconsin Fresh Mozzarella cheese, sliced into 32 slices

### Directions:

In a medium bowl, combine tomatoes, garlic, 1 tablespoon olive oil, balsamic vinegar, salt, pepper and basil; set aside.

Place ciabatta rolls on a baking sheet with cut sides facing up. Brush with remaining 3 tablespoons olive oil, sprinkle with 1/4 cup Asiago cheese and broil 2 minutes, or until golden.

Spread each roll half with 1 tablespoon pesto, and top with 4 slices of Fresh Mozzarella. Divide tomatoes evenly over cheese, and sprinkle with remaining Asiago cheese; serve.



# STRIEF'S ENERGY SAVING FARM

by nancy feeney

These days, saving energy is on everyone's mind. So when Bill Strief and his son Matt recently remodeled their milking set up, it was top of mind to install anything that would save electricity usage.

Twelve years ago when Matt graduated from high school, he and his father began farming in partnership on Bill's 600-acre farm in Farley, Iowa. They milk 200 Holsteins and have a rolling herd average of 24,500 with a 3.9 butterfat. Bill is also a 15-year veteran of the Swiss Valley Farms Board of Directors, representing District 5. The backup he has received from his son has allowed him to attend his Board meetings and other co-op related duties.

Bill and his wife Donna have been married for 45 years and have lived on this Farley farm for 36 years. Donna has been an avid Swiss Valley Gals member, rarely missing a meeting. While no stranger to the milk house, Donna also works off the farm cleaning house at their church rectory. Matt married Kristi four years ago and they have one son, Nolan, 2 ½. Kristi works at NICC in Peosta as Admissions' Manager.

As Bill nears retirement age, he has let Matt take over the everyday running of the operation. "Matt runs the operation now," he says, "I'm just a hired worker here!"

Both Matt and Bill share the field work and they grow most of their own feed, which would be corn and alfalfa. They buy a little hay.

For the past two years, they have been milking three times a day, at 5 a.m., 1 p.m. and 8:30 p.m. They moved into their new double-10 contour parlor a few months ago. They put in a completely stainless steel parlor, an office, break room and utility room.



Bill Strief and his son Matt, left, flank their milk hauler Lyle Wulfekuhle on the Strief's Farley, Iowa dairy.

The new set up utilizes automatic take offs.

"It's a big improvement over our old double-8 herringbone," Matt says. "It has cut our milking time down by half an hour." They finish up by 11 p.m. and get 2,750 gallons of milk every day.

Their energy savings comes from a new plate cooler, which has a variable speed pump. "With this pump, the milk goes through the plate cooler more slowly and is 50 degrees colder when it hits the bulk tank," Matt says. "This means that the bulk tank doesn't run as long after each milking." He says they are seeing a \$200 a month electricity savings over the old set up.

"Before, we were pulling 40 amps, now we are pulling 13 amps on the vacuum pump," Matt says. "At this rate, the variable speed pump should pay for itself in a year with three-times-a-day milking."

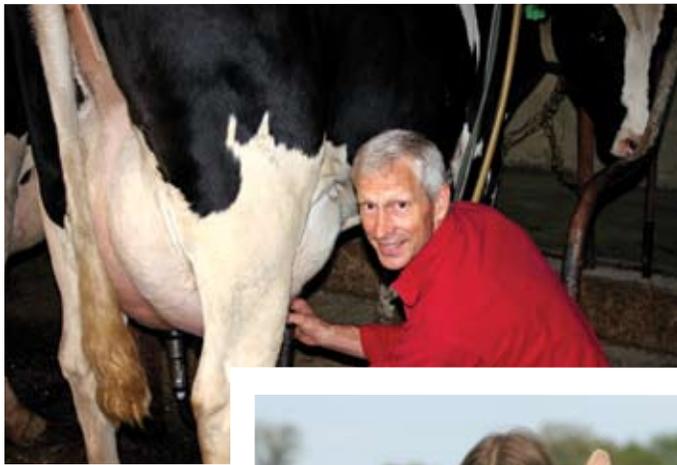
Since the remodel, their somatic

cell count is also down. "It was 250,000 average. Now it is running between 160,000 and 180,000," Bill says. This means they are getting even more Swiss Valley quality premium money in their milk check.

During his years on the dairy co-op's Board, Bill says he has seen lots of changes. For 10 years, Bill was the Swiss Valley Board representative on the Swiss Valley Ag Service Board. This meant he attended two Board meetings a month instead of just one. He was very involved in the Swiss Valley Ag Service spin off in 2005. "That spin off was a good thing. Both sides have prospered from it." Bill also says that having co-CEO's was a big deal for the Board. "But that has worked out really well."

"There are a lot less dairy producers out here now, with a lot bigger farms," Bill says. "This trend is just going to continue, I'm afraid."

# PICTURE PERFECT TIME OF YEAR



## ON THE COVER

Cooperative member, Brian Bohnert, East Moline, Illinois debuts on the June 2008 DAIRYMAN cover. Brian, along with his brother Scott and father Jim, own and operate Bohnert Jerseys, a 270-cow Registered Jersey herd. Bohnert Jerseys ranked first for milk, fat and protein in the nation among their herd size. The nationally ranked herd's ME is 22,508 pounds of milk, 1,075 pounds of fat and 812 pounds of protein.

## 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](mailto: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.

## Field Department & Procurement Division Directory

### J. GORDON TOYNE CO-CEO

LeClaire, IA 52753 Office: 563.468.6644  
Home: 563.289.3535

### CHRIS HOEGER

VP, PROCUREMENT

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Home: 563.285.5670

### NANCY FEENEY

MEMBER RELATIONS

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Home: 563.359.9100

### KAREN BOHNERT

MEMBER RELATIONS

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### 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

527 Jackie Lane Office: 608.366.1770  
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### THOMAS TEGELER

FIELD SUPERVISOR

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### RANDY HEISEL

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LaFarge, WI 54639

### MIKE HOWALD

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Forreston, IL FAX: 815.938.9151

### FRED IMDIEKE

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Melrose, MN 56352

### KARA KOOPMANN

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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

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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: 920.822.2887  
Seymour, WI 54165 Mobile: 563.663.1306

### BOB ZIELSDORF

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

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

Noah Borntreger	75,000
Chad Breuckman	63,000
George & Judy Cadden	88,000
Kevin & Donna Carolan	38,000
Deetz Bros	99,000
Richard & Vanessa Devore	54,000
Delbert Devries	84,000
Randy Dreier	47,000
Loren Duwe	93,000
Jeff Fischels	99,000
Larry Gilbertson	71,000
Jeremiah Halvorson	99,000
Hendel Farms	76,000
Hodson-Dirksen Farms LLC	85,000
James Kabara	87,000
Rich & Sandy Klosterman	94,000
Wayne & Kerry Koepf	95,000
Koty Laufenberg	93,000
Brian Meier	88,000
Chery Meier	88,000
Mike Meier	88,000
Randy Mikshowsky	80,000
Ronald Miller	76,000
Oat Hill	81,000
John Ruff	81,000
Jeffrey Schaefer	82,000
Kurt Schaefer	82,000
Susan Schaefer	82,000
Kenneth & Marlus Schmitz	90,000
Terry & Tim Steger	98,000
Steven Vlasak	56,000
Kenneth Watermann	76,000

### Somatic Cell Range % of A Farms

0 - 100,000.....	4%
100,001 - 200,000.....	18%
200,001 - 300,000.....	23%
300,001 - 400,000.....	23%
400,001 - 500,000.....	12%
500,001 and above.....	20%

### Somatic Cell Range % of B Farms

0 - 100,000.....	6%
100,001 - 200,000.....	14%
200,001 - 300,000.....	13%
300,001 - 400,000.....	10%
400,001 - 500,000.....	6%
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.

# COUNTRY STORE



**50th Logo Swiss Valley T-shirt** New t-shirts available in both long and short sleeves and both kinds are available in navy or light blue.  
S – 3XL **\$14.00**

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

**Brown Hooded Sweatshirt** with SVF name across front  
M, L **\$22** XL **\$23** 2XL **\$25**

**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**

**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**

**T-Shirt in Two-Tone Brown.**  
M – XL & 2XL **\$14**

## SPECIALS

**Light Blue Golf Shirts** SVF Logo embroidered on left front.  
**Price:** Adult 3XL, 2XL ~~\$25~~ **NOW \$15**  
L, XL ~~\$22~~ **NOW \$13**

**Junior T-Shirts in Two-Tone Blue with capped sleeves.** Great for the young ladies. These sizes run VERY small.  
S - XL ~~\$9~~ **NOW \$5** 2XL ~~\$10~~ **NOW \$6**

**Blue Denim Long Sleeve Shirts** look great anytime. Logo embroidered left front pocket.  
**Adult:** 2XL ~~\$20~~ **NOW \$15** 2XL ~~\$18~~ **NOW \$13**

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.

ITEM	QTY	SIZE	PRICE	TOTAL
Two-Tone Brown				
50th Logo T-shirt				
Hooded Sweatshirt				
Light Blue Golf				
Round Cheese Bd				
Denim				
Wire cheese cutters				
Stocking Hat				
Bonnie Mohr				
Notecards				
Swiss Valley Farms				
Cutting Board				
TOTAL AMOUNT ORDERED				
ADD SHIPPING CHARGES				
TOTAL AMOUNT DUE				

*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.



Your copy of

# Dairyman

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