

Dairyman

SEPTEMBER 2008



WOMEN'S ROLE IN DAIRY roundtable





ceo corner

GOODBYE, HELLO

by don boelens

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**Swiss Valley Farms
Cooperative**

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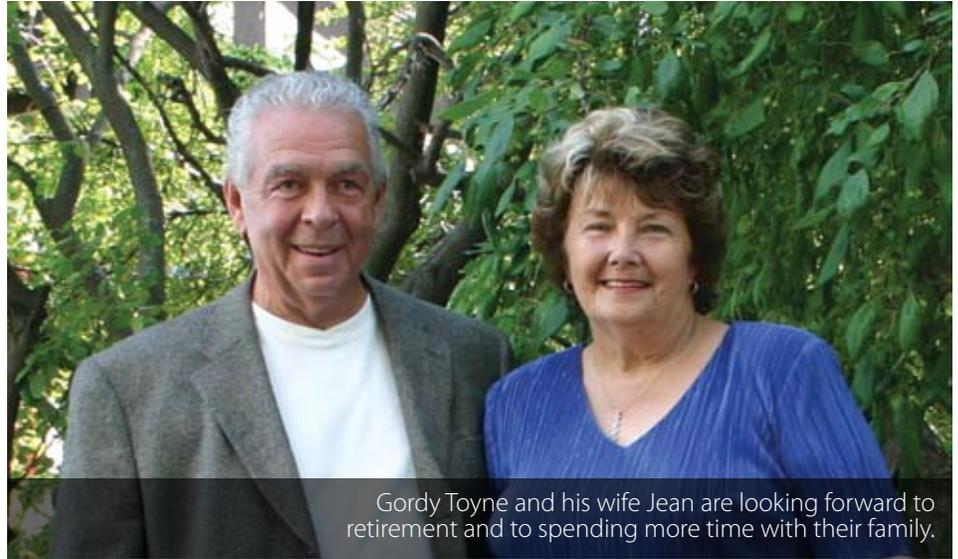
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Gordy Toyne and his wife Jean are looking forward to retirement and to spending more time with their family.

At the Swiss Valley Farms 50th Anniversary Celebration in March, Gordy Toyne announced his retirement with the cooperative. Soon after this, I was appointed as sole Chief Executive Officer for Swiss Valley Farms. Since March, Gordy has worked part-time, heading toward full retirement this summer.

At this time, I would like to personally thank Gordy for his strong leadership, dedication and friendship to me, as well as to Swiss Valley Farms. Gordy's solid dairy pedigree has facilitated this cooperative to endure difficult times and has helped build a better future for Swiss Valley Farms.

His career in the dairy industry encompasses many facets of the dairy industry, from cheese making, milk hauling and cheese plant manager. He then moved to the Quad Cities in 1990 to become Vice President of Procurement and was eventually appointed Co-CEO for Swiss Valley Farms. His experience in the

procurement business and his deep industry contact list is part of the reason he has been such a true asset to this cooperative. When it comes to dealing with people, Gordy is a straight shooter. Whether he is dealing with our customers, member-owners, employees or industry people, Gordy has always been honest, direct and smart. Gordy was also there to educate me on the raw milk side of the business.

It has been a true pleasure working side by side with Gordy. I believe we have worked well together under difficult circumstances. Our Co-CEO team was a complement to each other with each one of us bringing a different set of backgrounds to the table.

If anyone deserves to retire and take it easy, it would be Gordy. He has worked in the dairy industry for over 40 years. He plans to reside in Lanesboro, Iowa with his wife, Jean. I, for one, want to wish Gordy the absolute very best in his future endeavors. You'll be greatly missed!

TOP HONORS FOR LUANA SWISS

Swiss Valley Farms took home top honors at the Illinois State Fair Cheese Judging Contest in mid-August in Springfield. Smiles were all around for the cheese makers from Swiss Valley Farms' Luana, Iowa cheese plant who had the top score on their Champion Swiss cheese, made by Rod Kregel and team at the Luana plant.

Rod Kregel is very humble with his achievements. "This was a team effort," Rod said. "Rick Kirkeburg ran the cheese vat that day. The whole Luana plant works together to make award-winning Swiss cheese day in and day out."

The prize-winning cheese was auctioned off at the Sale of Champions during the Illinois State Fair for a record price of \$600. All of the Land

of Lincoln grand champions were resold more than once, with part of the proceeds going to emcee Orion Samuelson's scholarship for students enrolled in the University of Illinois' College of Agricultural, Consumer and Environmental Sciences.

"Winning the Illinois State Champion Award for Swiss is yet another indicator of the quality and talent we have in our Luana cheese production," said Troy Gascoigne, Vice President of Operations of Swiss Valley Farms. "The high quality milk that comes into our plant from Swiss Valley Farms member-owners allows our highly skilled cheese makers, led by Rod Kregel, to produce award-winning cheese."

Swiss Valley Farms was encouraged

to submit product to this contest by Midwest Dairy Association. "Understanding the knowledge, effort, management and dedication that goes into the manufacturing of Swiss cheese made the judges Grand Champion selection easy," said Marla Behrends, Industry Relations, Midwest Dairy Association.

Midwest Dairy Association's continued involvement at the Illinois State Fair is possible through dairy producer's check-off dollars.

"If you don't notice the dairy industry's presence at the Illinois State Fair, you aren't looking very hard," said Behrends. Our industry is a big part of the action."



Above: Rod Kregel, left, chats with fellow employee Randy Smith. At right: Rod samples some award-winning Luana Swiss.



WOMEN'S GREAT ROLE IN DAIRY

by karen bohnert

A lot more women are rising before the sun these days, and it is not just to make breakfast, get the kids off to school or clean the house. They are milking cows, feeding calves and doing daily work on a dairy operation.

According to the latest agriculture census conducted in 2002, the number of women involved in dairy operations increased more than 13 percent since 1997. Researchers say that this increased number of women in agriculture follows a trend seen in other industries in today's business world. As women become more empowered

with knowledge and confidence, they are placing themselves in positions that primarily men would have filled 20 years ago. Along with the increasing number of women dairy operators, these females are leading the way, promoting their business and taking the industry to new heights.

In this roundtable issue, four Swiss Valley Farms women openly talk about their role in dairy. The four Swiss Valley Farms roundtable participants are: Pam Bolin, President of Swiss Valley Farms Board of Directors, Clarksville, Iowa; Michelle Harbaugh, Elkader, Iowa; Joan Oberhaus, Waukesha, Wis., and

Alice Sprick, Lake City, Minn.

Please explain your dairy operation (Number of milking cows, rolling herd average, operation set-up, who all is involved, etc.)

Bolin: I have been co-owner of Beaver Creek Farm for over 29 years, working in the dairy business with my husband Dave. We milk our 75-cow herd in a double-four herringbone parlor with an attached free-stall barn, bedded with sand. The young stock are bedded with ground papers that we grind ourselves using a grinder/mixer with papers we collect from our community. This concept took us to the National FB Idea Exchange and was featured in the Dairy Star on how farmers recycle and are stewards of the land. We raise all our heifers for replacements and have 60 on hand currently. The herd consists of registered and grade Holsteins, Registered Guernseys and Register Jerseys. Some of the Holsteins and Guernseys trace back to our 4-H projects. I bought my first Resistered Holstein in 5th grade and some of the animals in the herd yet today trace back to "Milly". The Guernseys were part of Dave's projects and the herd he started on his own at age 13. (Our herd is the result of a "mixed marriage"!)

All three of our sons still have cattle in the herd, descendants of their 4-H projects. The majority of the Jerseys belong to our youngest son, James. We own 102 acres and rent another 120, which are part of Dave's Century Family Farm. We have no regular hired help, but have some family & friends who will fill in to give us some time off. We also custom hire some field work, chopping and combining. Our RHA is 19,038 M, 741 F and 628 P.

Harbaugh: We generally milk between 185-200 Holsteins in a New

PAM BOLIN *clarksville, iowa*



Pam Bolin, Clarksville, Iowa is very involved in the dairy industry. In addition to her role as Board President for Swiss Valley Farms, she is active with Midwest Dairy Association and Dairy Management Inc. "One thing that has been true about the dairy industry throughout the years, you meet many great people across the country! We have dairy friends from coast to coast."

Zealand swing 11 parlor. The majority of our milk cows are housed in a free-stall barn, the remaining milk cows are in loose housing. The farm includes me, my husband, Travis and son, Landon, as well as Travis' brother, Justin and parents Carrol and Arlene Harbaugh. We have one full-time hired man and a few part-time high school help.

Oberhaus: On our farm we milk about 65 cows in a step up parlor retrofitted into the old stall barn with the cows housed in a sand bedded free-stall barn. We milk Brown Swiss and Guernseys with a few Holsteins. The Swiss and Guernseys were both top herd for their breed in the state of Wisconsin in 2007. The Swiss have a current herd average of 26,479M, 1117F, 941P and the Guernseys are 23,563M, 1073F and 793P. My husband Tom and son Charlie are the primary work force with a number of part-time helpers. We also hired a summer intern.

Sprick: I milk 85 cows with a rolling herd average of 20,865 pounds of milk and a 3.9% F and 3.1% P test. We have 43 comfort stalls in a pole barn and we switch cows to milk. Two sons are involved in the operation.

Explain your role in your dairy operation.

Bolin: Some of my jobs include: keeping the farm financial records, helping with the milk contracting decisions, milking and raising the heifer calves for replacements. Most of my time is spent with the milking and calves.

Harbaugh: I help wherever needed, which can include milking, field work, run a lot of errands and/or train and help new employees.

Oberhaus: My role on the farm is milking, calf care, financial records, some field work, organize tours and

MICHELLE HARBAUGH *elkader, iowa*



Michelle Harbaugh, Elkader, Iowa (pictured with her son, Landon) is a past Outstanding YC winner. Her dairy involvement includes Clayton County Dairy Promotion Committee, Swiss Valley YC Steering Committee, St. Paul's Lutheran Church and Clayton County Development. "The cows may or may not always be here and we enjoy what we do, but our lives have dramatically changed since we've had our son. We now realize that there is much more to life than working 24/7. Our lives now operate around his safety and enjoying life and the farm with him."

help anywhere else to make the farm succeed and keep it a happy place for our family.

Sprick: It's a family operation, we all share barn duties. We all milk, do record keeping, feed calves, pay bills, order supplies, etc.

How did you get interested in dairy?

Bolin: I grew up on a dairy farm, about 1½ miles from where we now live. My sister and her husband still dairy there with my parents.

Harbaugh: I grew up on a dairy

farm near Osterdock with my parents Dennis and Deb Schlueter. Dennis is a past Swiss Valley Farms Board member. We bought my father's herd in March 2003. When Travis and I got married, we started farming with his parents and younger brother Justin.

Oberhaus: I grew up on this farm and after some office type Ag jobs after college, I knew the independence and fresh air were more my type of occupation.

Sprick: I grew up on a small farm and

JOAN OBERHAUS *waukesha, wisconsin*



Joan Oberhaus, Waukesha, Wisconsin has a deep pedigree in the dairy industry. They host about 1,000 children per year for farm tours. In addition, they are very involved in 4-H and have a number of urban youth showing their cattle. Joan also teaches 4-H knitting, serves on the State Fair Cheese promotion Board, is a Farm Bureau member, involved with the State and local Brown Swiss and Guernsey activities and the county dairy promotion board. "My interest to produce high quality milk stays the same, but the need to educate the consumer grows everyday."

have always been interested in cattle. It's a great place to raise a family.

How has your interest in dairy changed over the years?

Bolin: I have always been interested in dairy, even when I was in 4-H and took part in dairy judging at the 4-H conference in Madison, Wis. I also have enjoyed sharing the importance of dairy for a nutritional diet, especially for kids, and I still am involved with that. Dairy has always been an important

part of my life.

Harbaugh: We have went from two tie-stall barns on two different farms and converted one to a parlor facility, added a lot more cows and upgraded facilities to be more time efficient. My interest in dairy has always been there; although the areas of interest change to whatever the trend is.

Oberhaus: My interest to produce high quality milk stays the same, but the need to educate the consumer

grows everyday.

Sprick: My interests haven't changed!
How has your role on your dairy farm changed over the years?

Bolin: I am more "hands-on" every day than when our sons were small. I also have more dairy roles off the farm with Swiss Valley Farms, Midwest Dairy and Dairy Management Inc.

Harbaugh: My role depends on whether I am working an off the dairy job or not. I have always worked a full-time job, plus helped on the farm, but after a house fire in 2005, I became a full-time, stay-at-home mom. I help on the farm continuously, until this summer when I took a seasonable job managing a golf course, but will be back to the farm for winter.

Oberhaus: My role has changed in the past years with a son who likes to drive tractor and help with the machinery. It has given me more time to devote to promotion, plan farm tours and get our website available. We also grow 20 acres of specialty crops for a fall market and sell about 1200 cut Christmas trees, so I have more time to devote to these enterprises.

Sprick: More rules and regulations on handling waste matters. It becomes more management than actual work. More problems and more solutions needed.

What is the biggest challenge you personally face on your dairy farm?

Bolin: Time management! With it just being Dave and me, it can be a challenge to know what needs to be done first and how to get everything taken care of.

Harbaugh: Labor! Trying to get the right help to accept the responsibilities the way we do things, so we can get time off from the farm.

Oberhaus: Our biggest challenge is finding quality labor and the urban squeeze.

Sprick: Keeping quality up. Animals healthy without drugs (if possible). Cost of fuel, crop input, cost of feed, replacement equipment and the list goes on.

How do you see the dairy industry changing?

Bolin: You are seeing fewer farms that are operated by just one family. More dairies are multiple families, or have more hired help. One thing that has been true about the dairy industry throughout the years, you meet many great people across the country! We have dairy friends from coast to coast.

Harbaugh: Rising cost of commodities and land values!

Oberhaus: The biggest challenge to the dairy industry is public education. Educating people on all aspects of agriculture, from the nutritional benefits of dairy products to understanding the role of a dairy cow in converting our natural resources into food and the care a farmer takes in tilling the soil to produce food. In order for Wisconsin to continue to be a major dairy state, the general public, local and state governments all need to understand the needs and economic importance of a farm.

Sprick: Less family farms and more factory farms.

How does that affect your role in the dairy industry and on your dairy farm?

Bolin: It will make for some choices down the road for us. Will some of our family decide to come back? Do we want to have full-time help? How long can the two of us handle all the day-to-day physical jobs? At this point, Dave

and I enjoy working with the cattle and working together on our own farm.

Harbaugh: We have converted to finding alternative feed sources, such as wet feeds or liquid feeds to enable us to cash crop our corn.

Oberhaus: We offer educational farm tours, stressing the importance of agriculture to them and Wisconsin.

We usually host about 1,000 children per year. The importance of education comes out when people are amazed that “only the females give milk” or that “all milk sold in the U.S. is antibiotic free.”

Sprick: My role won't change until I can't walk to the barn. Age will be my exit from the dairy business.

ALICE SPRICK *lake city, minnesota*



Alice Sprick, Lake City, Minnesota has been active on the Swiss Valley Gals and Swiss Valley Farms Advisory Board. In addition, she serves on committees at the fair and with CRI delegate. Most recently, she received a perfect 100 score on her state survey. “My role won't change until I can't walk to the barn. Age will be my exit from the dairy business.”

WOMEN'S GREAT ROLE IN DAIRY

continued...

What extracurricular activities are you involved with?

Bolin: I am currently serving as the chairperson of the Swiss Valley Farms Board. I also serve as a Director for the Midwest Dairy Association, Iowa Division, the Iowa Dairy Nutrition Council and Dairy Management Inc. (DMI) Board. I help with VBS and teach youth group at the Clarksville Church of Christ and do the Sunday morning "Kids' Time".

Harbaugh: We are involved with Clayton County Dairy Promotion Committee, Swiss Valley YC Steering Committee (2000 Outstanding YC Winners), St. Paul's Lutheran Church and Clayton County Development.

Oberhaus: We are involved with 4-H and have a number of urban youth showing our cattle. This year 11 children will show at our district, County Fair, State Fair and five are going to Ohio for the National Swiss Heifer Show. It has been a great way to share dairy knowledge. We are excited to have some of the first kids pursuing dairy related careers. I also teach 4-H knitting, serve on the State Fair Cheese promotion Board, church financial secretary

and VBS craft coordinator. We are Farm Bureau members, involved with the State and local Brown Swiss and Guernsey activities and the county dairy promotion board.

Sprick: Committees at the fair and a Cooperative Resources International (CRI) delegate.

Anything else you'd like to share?

Bolin: Dave and I have three sons. Our oldest son Matthew and his wife Ashley and their son Noah live near Clarksville, where Matt is an independent Dairy Nutrition consultant and Ashley is a Pampered Chef consultant. Noah is our wonderful 2-year-old grandson! Our second son Dan and his wife Lynn live in Ames, Iowa. Dan is an independent contractor and Lynn is an office manager. James and his wife Nicole live in Rochester, Minn. We have enjoyed raising our sons on the farm and when we all get together; we still have family basketball games on the "court" between the two barns!!

Harbaugh: The cows may or may not always be here and we enjoy what we do, but our lives have dramatically changed since we've had our son.

We now realize that there is much more to life than working 24/7. Our lives now operate around his safety and enjoying life and the farm with him.

Oberhaus: None.

Sprick: The industry has become very complex. Ever changing, but the milk stayed the same!

ON THE COVER



Aurretta Wittkopf, Waukesha, Wisconsin graces the cover of the September DAIRYMAN.

Aurretta is in Joan Oberhaus' 4-H club. She is nine years old and this was her first year showing one of Oberhaus' calves, "Pepsi". Aurretta showed "Pepsi" at the District Canton Show, Waukesha Country Fair and the Wisconsin State Fair.

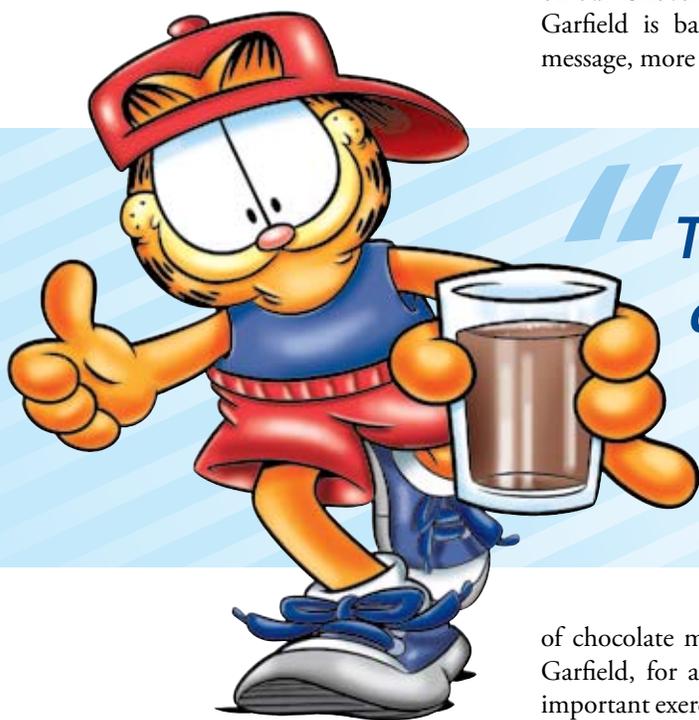
STAYING YOUNG

by scott peake

As the summer wraps up, our thoughts are no longer focused on family vacations and backyard grilling, but rather on the work ahead for the fall season. Children are heading back to school and many parents may be breathing a sigh of relief. School time is a very important time in Swiss Valley Farms marketing calendar, and this year we are preparing to make a bit of a splash.

part of a balanced diet and we want to remind kids of that. More than anything we want to make milk products a part of their life, getting them in the habit of drinking milk.

One way we are doing this is with Garfield. Garfield has been a staple for many years, and he continues to excite our young and young at heart consumers. We already feature Garfield on our paper half-pint chocolate milk in schools, but we are preparing to have him appear again on our Chocolate milk in stores. This time Garfield is back with an active lifestyle message, more specifically about the power



“These are the future milk buyers and we want them to be as well educated on wholesome food choices as they can be.”

As always, we have our Cash for Caps program getting back into full swing after a summer of collecting. Cash for Caps is a great way to promote milk drinking for kids and adults. With educational funding on the decline, it continues to bring Swiss Valley pride to do a little part in aiding our area education. Cash for Caps funds can be used for any purpose the schools see fit, so the money can make a difference where it is needed most. Along with the Cash for Caps program we have been trying to target more of our advertising towards kids. As we all know, milk is an important

of chocolate milk as a sports drink. Even Garfield, for as lazy as he is, knows how important exercising and recreation are and Chocolate Milk gives you the strength and energy to play harder. As the fall approaches and we move from the pool to the football field, Garfield will start appearing on Gallons, Half-Gallons and Pints of Swiss Valley's chocolate milk. Also you can look for Garfield billboards and advertisements in local newspapers and magazines.

Another way that we are getting our milk message to kids is through our very own Swiss Valley cow. You may remember the cow that appears on the holidays in the Swiss Valley calendar. Well this cow is more than a pin-up for the calendar, but has been working hard on a number of different ads selling milk and other products. This cow

really likes to dress up and you'll rarely see her in the same thing twice. From a cowboy to Frankenstein and everything in between, she works hard to promote the Swiss Valley products that her and her friends are proud to produce. So look out for the cow on the new Swiss Valley calendar coming out at district meeting time.

As times goes on, it's important to promote our wholesome products to our children. These are the future milk buyers and we want them to be as well educated on wholesome food choices as they can be. More than anything, if they have good memories of Swiss Valleys Farms as children, they are likely to support Swiss Valley as they strike out on their own and create their own families.

MEMBERS PERFORM WELL



KUNDE JERSEY FARM *manchester, ia*

Kunde Jersey Farm took home the honors of Premier Breeder and Premier Exhibitor at the 2008 Iowa State Fair in Des Moines. Pictured left to Right is Dave and Jennifer Zumbach, Michael Kunde and Daniel Kunde.

KASS DAIRY *farley, ia*

Kyle Kass, son of Don and Cheryl Kass, received several blue ribbons at the 2008 Iowa State Fair for dairy judging. Kyle is 12-years old, in the seventh grade and received six individual blue ribbons and four team blue ribbons in Des Moines this year. He is a member of Dubuque County 4-H. There were 46 state fair judging participants in the competition and Kyle received first place.



LYON JERSEYS *toledo, ia*

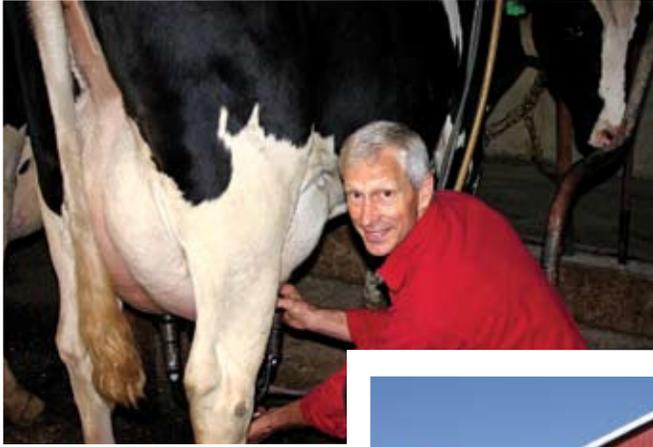
Lyon Jerseys were named Reserve Premier Breeder at the 2008 Iowa State Fair in Des Moines. Pictured L-R (top row) Ted Lyon, Eric Lyon, Theresa Lyon, Scott Metzger; (bottom row) Jeremiah Sperfslage, Kayla Lyon, Todd Lyon and Duffy Lyon.

BRONEAYR FARM *dyersville, ia*

Wade Brunzman, BRONEAYR Farms, had Grand Champion Jersey at the 2008 Iowa State Fair. Pictured from L-R is Jessica Tekippe, Iowa Dairy Princess, Robert Nosbisch, at the halter of Brunzman's cow, GR Brunzman Damon Jill, Dave Koss at the halter of Hard Core Just Wait Fayoola, Alternative Iowa Dairy Princess, Megan Kregel and judge Lynn Lee.



DEADLINE APPROACHES



second annual SWISS VALLEY FARMS PHOTO CONTEST

Have 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.

BUDGETING FOR NUTRIENT-RICH FOODS

Times are tough for many families and schools - so food dollars need to work hard by providing plenty of nutrition. Many nutrient-rich foods, such as milk, are a good economic and nutritional value because they pack in many essential nutrients at a low cost per serving.

A new report released from Action for Healthy Kids (AFHK), a national non-profit group that addresses childhood obesity, stresses the importance of improving the nutritional quality of school programs by encouraging foods that provide important nutrients for children, rather than focusing on foods and beverages to avoid. The report states that children consume too many calories and not enough nutrients. Only 2 percent of youth consume the recommended number of servings from all food groups.

Making progress to improve these alarming statistics may seem more difficult than ever. With rising food prices, parents can find meal planning a challenge. Many schools across the country are also struggling with tight budgets to put nutritious, kid-appealing meals in the cafeteria as kids head back to school this fall. So, considering the nutrient-richness of a food can be a key to deciding whether to add it to the shopping cart or the lunch line.

Nutrition experts at Midwest Dairy Council support the AFHK's position that schools should follow the 2005 Dietary Guidelines for Americans, which includes recommendations for nutrient-rich foods like low-fat and fat-free dairy products. Penny

for penny, dairy is one of the best nutritional values of any food group. The Dietary Guidelines identifies the milk group as a "food group to encourage," because milk products provide key nutrients including calcium, potassium, phosphorous, protein, vitamins A, D and B12, riboflavin and niacin - which are especially important for growing children and teens. That's a powerful nutritional package delivered in a cost-efficient way.

Milk also provides three of the five nutrients that the Dietary Guidelines says are lacking in most children's diets - calcium, magnesium and potassium. Since the overwhelming majority of children do not consume the Dietary Guidelines' recommended three servings of low-fat or fat-free milk per day, increasing children's consumption of milk to recommended levels can be a key to improving diet quality.

"When trying to cut costs for your family, it's important to remember that nutrient-rich foods, like milk, are an overall great value," noted Dawn Conrad, M.S., R.D., L.N., Program Manager for Midwest Dairy Council. "As a mom and a dietitian, I know milk, cheese and yogurt are an easy and delicious way to make sure children get the critical nutrients they need to grow up strong and healthy."

Midwest Dairy Council is committed to improving children's health by working with the dairy industry to develop milk and milk products that best meet kids' needs for both nutrition and taste. The dairy industry has increased milk's appeal to children by making specific

and straightforward improvements in milk at school, including plastic packaging, one or more additional flavors, and better refrigeration and merchandising, resulting in a 37 percent increase in school milk consumption in a pilot test.

According to the 2005 Dietary Guidelines, small amounts of sugars added to nutrient-rich foods, such as low-fat and fat-free dairy foods, may increase consumption of such foods by enhancing the taste, so overall nutrient intake is improved without contributing excessive calories. In fact, a recent study published 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) than children who don't drink milk.

To best understand how low the calorie count can be for flavored milk while still pleasing children's tastes, the dairy industry conducts ongoing research. From this research, many milk processors have been proactively working on great tasting, lower-calorie flavored milk formulations for the '08-09 school year.

For more information on the health benefits of dairy foods, visit www.NationalDairyCouncil.org and visit www.3aday.org or www.midwestdairy.com to find delicious recipes, health tips and tools.



BBQ-Ranch Quesadilla Wedges

Ingredients:

- 1 package (16 ounces) frozen pepper stir-fry blend (green, red, yellow peppers)
- 1/4 cup diced onion
- 1 1/2 cups prepared shredded barbecue beef
- 1/4 cup barbecue sauce
- 1/2 cup light ranch dressing
- 8 (8-inch) whole wheat tortillas
- 1 1/2 cups shredded Cheddar Cheese
- Non-stick cooking spray

Preparation:

Prepare stir-fry pepper blend with diced onion added and heat barbecue beef according to package directions. While vegetables and beef are cooking, mix barbecue sauce and ranch dressing in small serving bowl; set aside for dipping sauce.

On a tortilla, evenly layer 1/4 cup plus 2 tablespoons each of shredded beef and cheese. Add about 1/4 to 1/2 cup vegetables. Cover with a second tortilla. Repeat for total of 4 quesadillas. Spray large skillet or counter-top grill with non-stick cooking spray. Cook each quesadilla for 3 minutes on each side or until golden and cheese is melted. Cut into 8 wedges; serve with barbecue-ranch dipping sauce.

Swiss Cheese and Grape Salsa

Ingredients:

- 1/2 cup chopped pecans, toasted
- 2 cups diced green seedless grapes
- 2 cups (8 ounces) finely shredded Swiss cheese
- 2 tablespoons minced fresh tarragon or basil
- 3 tablespoons prepared honey mustard salad dressing

Preparation:

Toast pecans in small skillet over medium-low heat for 3 to 4 minutes; set aside. Combine grapes, cheese and tarragon; mix in honey mustard dressing. Cover and refrigerate for at least one hour. Stir in pecans just before serving. Serve with whole grain crackers.



Fruity Splash Smoothie

Ingredients:

- 1 cup fat-free milk
- 5 to 7 large unsweetened frozen strawberries
- 1 medium banana, cut into chunks
- 1 tablespoon honey
- 3/4 cup orange juice
- 1/2 teaspoon vanilla extract

Preparation:

Combine all ingredients in blender; blend until smooth and creamy. Pour in glasses.

Substitution Idea:

For frozen fruit pops, pour leftover smoothie into small plastic cups. Cover cups with plastic wrap; insert stick and freeze.

for more delicious recipes visit swissvalley.com

FIELD PERSONNEL & STATS

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BOB ZIELSDORF

309 North Street Office: 608.366.1770
Sparta, WI 54656 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	55,000
James Busch	88,000
Kevin & Donna Carolan	51,000
Mike Deaver	94,000
Be Fong Deutmeyer	80,000
Robert Deutmeyer	80,000
Delbert Devries	89,000
Randy Dreier	96,000
Loren Duwe	91,000
Larry Gilbertson	87,000
Hendel Farms	80,000
Hodson-Dirksen Farms LLC	80,000
Dallas & Pat Hofmeister	83,000
Robert & Terri Ketchum	97,000
Richard Pearce	66,000
Kenneth & Marlus Schmitz	97,000
Sandra Siegle Schrempp	94,000
Steven Siegle	94,000
Charles Wright	99,000
Keith Wright	99,000
Leighton Yoder	81,000

welcome

NEW MEMBERS

Tucker Dairies
Rolfe, Iowa
Sam Schneider
Cuba City, Wisconsin

Somatic Cell Range % of **A** Farms

0 - 100,000.....	3%
100,001 - 200,000.....	15%
200,001 - 300,000.....	23%
300,001 - 400,000.....	22%
400,001 - 500,000.....	18%
500,001 and above.....	19%

Somatic Cell Range % of **B** Farms

0 - 100,000.....	4%
100,001 - 200,000.....	4%
200,001 - 300,000.....	25%
300,001 - 400,000.....	8%
400,001 - 500,000.....	11%
500,001 and above.....	48%

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

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**

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

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.

Swiss Valley Gals

EXPLORE THE GLOBAL MARKET

The Swiss Valley Gals will get the inside scoop on a new Global Quality Standards Program that their cooperative is pursuing. **“Swiss Valley Quality Goes World Wide”** is the title of this fall’s round of Swiss Valley Gals meetings.

Tim Prichard, Director of Technical Services for Swiss Valley Farms, will be the featured speaker and will explain the why’s and how’s of this new program. “Swiss Valley Farms goal is to achieve certification in a Global Standard for Food Safety,” Prichard said. “It is the co-op’s continual quest to provide the safest, highest quality products possible using our members’ excellent milk. Swiss Valley Farms has chosen to align with the British Retail Consortium in its efforts to gain this certification. We are very excited to work towards attaining certification in global food safety initiative standards.”

Prichard will discuss how the co-op plans to achieve this certification and why this is important to the Swiss Valley Farms members as their co-op further expands its wings in a global market.

Pick out the date of your favorite Swiss Valley Gals location, mark in on the calendar and make plans to attend one of these

luncheon meetings. In your August milk check, you received your green Swiss Valley Gals return reservation post card. Fill it out and mail it back so you will have your place reserved for this round of meetings.

Any woman involved in a Swiss Valley Farms dairy is a Swiss Valley Gal and is invited to this meeting.

Registration is 11 a.m. Lunch is at 11:45 a.m. Speaker begins at 12:30 p.m. and the meeting adjourns by 2 p.m.

Hope to see you there!

2008 Fall Swiss Valley Gals Meeting Schedule

Tuesday, September 16

- Betty’s Bread Basket in Manchester, IA

Wednesday, September 17

- Huckleberry’s Restaurant in Prairie du Chien, WI

Thursday, September 18

- Pickwick Mill Restaurant in Pickwick, MN.



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Dairyman

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