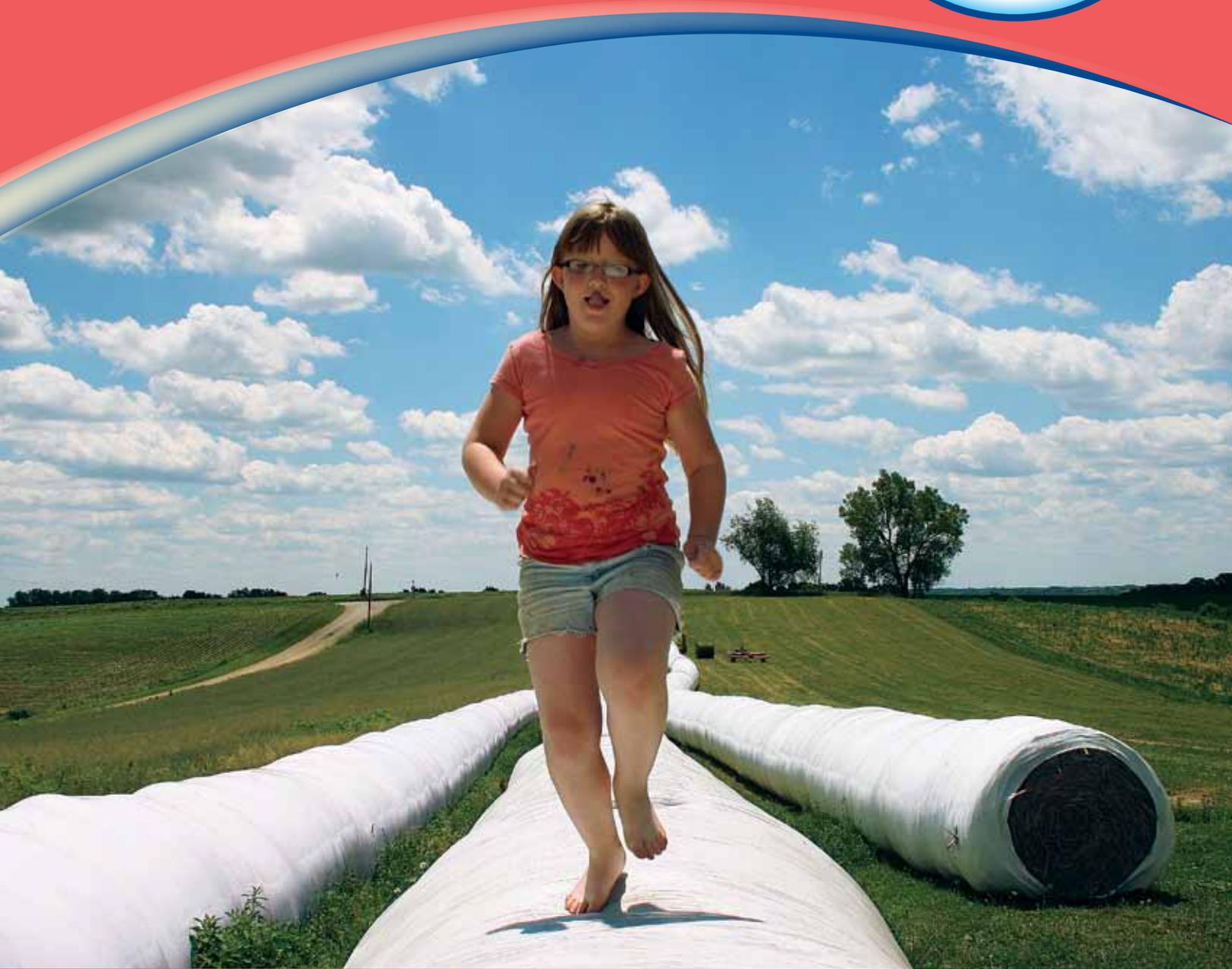


Dairyman

AUGUST 2012



**BEERS FAMILY ENJOYS
LIFE AT “BREEZY ACRES”**



Longevity a Plus Board Experience Counts

by Don Boelens

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**Swiss Valley Farms
Cooperative**
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Nancy Feeney
Editor/ Member Relations Mgr.

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

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In the pages of this issue, you will find stories on two Swiss Valley members who, when their longevity is combined, have a total of 54 years of service on the co-op's Board of Directors. It is an admirable statement of service by Loyde Beers, Eastman, Wis. and G. Joe Lyon, Toledo, Iowa to devote to their cooperative that much of their life, their energy and time away from their own operations. I congratulate them both and also say "hats off" to their families who stay on the farm to pick up the slack when they are away tending to Board business. Every co-op director has someone at home --- a spouse, a son or daughter or a good hired hand --- who can keep things running smoothly on the home farm.

When you look at the years of service for several of our other Board members, Beers and Lyon are not the only ones with sizeable longevity. Other directors have their own impressive records. Pam Bolin, Clarksville, Iowa and Randy Schaefer, Blue Grass, Iowa each have over 20 years. Dale Humpal, Ridgeway, Iowa has over 15 years. This winter, Francis Leibfried, Cuba City, Wis. will celebrate a decade of service on your co-op Board.

It is clear to me that the Swiss Valley Farms Board is composed of co-op members who are serious about their director duties and who also have won the respect and support of their district members. After all, these are the people who re-elect them to this position every three years.

I believe director longevity such as this adds knowledge and cohesiveness to your co-op Board. It also provides



CEO Don Boelens

stability when new directors are elected and step into their Board seats. The newcomers know they are joining an experienced and seasoned Board where they will be offered mentoring and training.

Speaking of new Board members, I want to remind the members that they will be voting this winter for a second At-Large Director. You will be choosing from three candidates for this position: Keith Blake, Davenport, Iowa; Dan Duitscher, Rolfe, Iowa and Jay Stauffacher, Darlington, Wis. In the November Dairyman, these candidates will answer questions given to them from the Board's Governance Committee. Their answers will hopefully enable you to get to know them better and help you make your voting decision at your annual district meeting in December.

Who knows? You could be electing the next director who will serve for a quarter of a century on your co-op's Board!

On a Mission

USDEC Trip Highlights Opportunities

This past June, Sales Consultant Mike Ramos represented Swiss Valley Farms on a Cheese Trade Mission to Central America sponsored by the U.S. Dairy Export Council (USDEC). The week-long trip, which included visits to Panama and Guatemala, highlighted the growing opportunities for exporting to the region and gave Swiss Valley Farms a chance to showcase its specialty cheeses to interested buyers.

The Central America region, because of its severe milk deficit, is a major importer of dairy products. Because the United States has free trade agreements in place with many countries in the region, USDEC wanted to capitalize on the significant business potential for USDEC members, including Swiss Valley Farms.

Handled through USDEC Mexico, the coordination for such an event required extensive planning and

organization, as USDEC had to determine dates, accommodations, transportation, presentation materials and sample shipment logistics. "It took around four months to coordinate," noted Veronica Ozaeta, Marketing Manager for USDEC Mexico who helped organize the trade mission with the support of the USDA offices in both Guatemala and Panama.

One crucial step to the event's success was ensuring that USDEC members were connected to the right buyers within the region. "This mission was focused on U.S. cheese, so the local contacts that import cheese or had import potential were invited. We selected the key participants of the cheese market (retail, foodservice and industrial sectors) in both countries," said Ozaeta. "We also worked with the local USDA offices to invite importers from Costa Rica to attend the Panama segment

(STORY CONTINUES ON PG. 8)

Mike Ramos, right, stands with Robert Vergoossen, General Manager for Comercial Agropecuaria Europea, S.A., whose products are located in all the Walmarts in Guatemala.

Swiss Valley's cheeses, Swiss, Blue and cream, were set out for sampling at the wine and cheese reception at the Ambassador's residence in Guatemala and were enjoyed by all the guests.



Wisconsin member Loyde Beers

A 30-YEAR HALLMARK ON THE BOARD

by Nancy Feeney

It is rare for anyone to celebrate 30 years of serving his fellow district members on the co-op's Board of Directors. This past winter, Loyde Beers of Eastman, Wis. did just that. This makes him only the second Board member out of the scores of others in the co-op's 54-year history to do that. Topping him by one year was Charles Kessler from Mt. Carroll, Ill. who served 31 years on the Board before retiring in 1996.

Anyone who knows Loyde can see that representing the interests of his dairy producer neighbors in this southwest Wisconsin District 3 must be a joy for him . . . as much a joy as living on his "Breezy Acres" farm on top of a hill 12 miles north of Prairie du Chien. Loyde clearly loves his family, his neighbors, his farm and his cows.

Loyde's history begins a bit west of Wisconsin. His parents, Francis and Leone Beers, started farming in the Dakotas in the 30's. "They got 'dusted out' and went broke," Loyde says. So they moved to Wisconsin, where Francis made cheese for 10 years at a plant in Wauzeka. In 1952, the Beers family moved to this farm in Eastman when Loyde was in high school. Loyde and his wife Pat, who he often affectionately refers to as "that woman I board with," have been married for 52 years. The couple rented the farm until 1971 and then bought it from Francis and Leone. Loyde and Pat raised their family here -- three sons and three daughters.

"In 1979, when Loyd Jr. was a senior in high school, I got cancer," Loyde recalls. "I asked him to stay on the farm to work." After his father recovered, Loyde Jr. went into partnership with him. He married and began to raise a family on this farm, too. Now, his son Michael works there, making him the fourth generation on the farm. Later on this year, Michael will make the elder Loyde Sr. a great-grandfather, which will further extend the generations living on the farm.

The Beers currently milk 61 Holsteins in a stanchion barn and have a 30-cow beef herd on another farm down the road where they also fatten out calves. They raise all their own feed and rent some land where they do a little cash cropping with corn and beans as well. Loyde says both his son and grandson are really good mechanics. "Loyde Jr. and Michael do 90 percent of the vet work and all the artificial breeding, too."

One thing very few people know about Loyde is that he played a trumpet in his own orchestra, "Loyde's Night Owls," from '57 to '69. He learned to play the instrument while in school. "We played gigs in southwest Wisconsin and into Iowa, around Decorah, Guttenberg and Oelwein. We had from four to seven band members playing, depending on the job."



Loyde Beers, Eastman, Wis.

As one might expect, Loyde has experienced many ups and downs while serving for so many years on the Board. "When I first started in '82, Carl Zurborg was the CEO." Zurborg recalls that Loyde was a regular attendee at Board meetings and seldom missed one.

"Of all of the Board members that I worked with over the years, Loyde was the master politician," says the now-retired Zurborg. "Each year, he would take a one-month director's per diem and buy that amount of packaged cheese to be distributed with the other door prizes at his district meeting. Needless to say, that always allowed each member attending the meeting to receive a chunk of our great Swiss Valley cheese. That action, along with being well liked in his community, most assuredly gave him re-election to the Board!"

Loyde is a 10-year veteran of the Board's Hauling Subcommittee, and has been chairman for the past five years. "I enjoy working with the haulers," he says. "They work hard to



serve the members. They are the ones who see the farmer every day and most of them are very good about passing on to us any information or concerns.” Loyde also serves on the Board’s Budget, Finance and Financial Standards subcommittee.

Looking back over the years, Loyde recalls a couple of unusual events that happened to the co-op during his tenure. “In 1987, the State Highway Commission decided that the new highway would go through our cultured plant in Waterloo, Iowa and we had to move that production to our Cedar Rapids plant,” he says. “Then there was the devastating 2008 flood in Cedar Rapids, which destroyed that plant.”

(STORY CONTINUES ON PG. 8)



ON THE COVER:

Loyde Beers granddaughter, Tyra, makes a game out of running down the silage bags in the fields at Breezy Acres.

On this page --

Top, Loyde with son Loyde Jr. and grandchildren Michael & Tyra.

Left, Loyde and Pat at an NMPF Dairy Summit meeting.

Bottom right, a much younger Loyde poses with former CEO Carl Zurborg at an NMPF cheese table in 1990.

Bottom left, Pat catches a ride in from the fields with her grandson Michael.



Lyon Jerseys

GOOD PARTNERSHIPS EVOLVE OVER TIME

by Nancy Feeney

Since 98% of America's dairy farms are family owned, it stands to reason that every day there are thousands of parents and uncles working alongside sons and daughters, nephews and nieces, with a few grandparents mixed in for good measure.

Lyon Jerseys of Toledo, Iowa, is a good example of a multi-generational dairy operation that has survived for 85 years. When questioned about this successful track record, the Lyons shared some insights into what they think makes their family partnership work.

This Toledo, Iowa dairy began in 1927 when two brothers, Robert and Earl Lyon, purchased land and began farming together. The present family patriarch, G. Joe Lyon, says his Uncle Bob bought the first Jersey cows from the local

sanatorium. It was from this first, somewhat chance purchase that sprang the current registered herd of Jerseys that are now famous throughout the Midwest and in the Jersey breeding world.

The Lyon Jersey partnership passed on to Robert's sons Russell and "Jiggs" and Earl's sons Howard and G. Joe in the '60's. In turn, two of their sons eventually worked their way into the partnership. When Howard passed away in the late eighties, the partnership was left on sound footing with G. Joe, his son Eric and his nephew Stuart.

The present herd consists of 380 Jerseys with a rolling herd average of over 19,000 pounds with over 1,000 pounds of fat and over 680 protein. They farm on 1,600 acres and have nine full-time employees milking twice a day in a herringbone

G. Joe Lyon stands between his son, Eric, left, and nephew Stuart in the alley way of a barn on Lyon Jerseys in Toledo, Iowa.



12-on-a-side parlor.

Compared to your average dairy, genetics is a bigger part of the operation income wise. “We’ve been selling genetics since 1958 when we sold our first major bull out to stud,” G. Joe says. He is proud that the maternal family of their cousins’ original 4-H prize heifer is still in their line 27 generations later. “We sell over a 100 commercial breeding bulls and 30 to 40 springing heifers a year,” Eric adds. “But on the income side, we rely on the milk. It’s milk that pays the bills.”

G. Joe, now in his early ‘80’s, has not retired from active farm work. He visits the barns bright and early on most mornings looking for cows to milk. He also remains a vital member of the Swiss Valley Farms Board of Directors and is approaching 24 years of tenure. G. Joe currently serves on the Executive Committee as well as the Governance Committee of the Board. He is chair of the Compensation and Workforce Committee and also spent many years as chair of the Hauler Committee.

The Lyons Jersey partnership was on everyone’s minds as father, son and nephew sat down to chat earlier this summer. G. Joe recalls that maintaining partnerships in the old days was just as difficult as it is now. “The harder off you are, the easier it is to keep a partnership going,” he says. “It’s the best of times; it’s the worst of times. It’s difficult to keep everyone happy.”

“Partnerships can be very beneficial, but tough to keep going,” G. Joe continues. “Human nature is that we all like to do our own thing. But a partnership is a way to involve the family in the operation and keep the farm in the family.”

As he sees it, there are two main advantages in a partnership: putting everyone’s capital together and using everyone’s talents in the most beneficial ways.

“Sometimes when people retire, they need to take the money out of partnership,” G. Joe says. His capital is still in the partnership so Eric and Stuart can use it to expand. “That really makes a difference for the operation.”

“I think the key to a successful partnership is you sort of let the thing evolve and if nobody gets too ambitious, the partnership will actually evolve into responsibilities that each partner is good at,” G. Joe says. In their case, Eric handles the cows, like his father did, and Stuart handles the crops, which is what his father did.

Everyone agreed that trust is very important in any partnership. G. Joe says that his father and uncle and their families shared one joint checking account the whole time during their partnership. “Imagine, two husbands, two wives and six kids had access to that same checking account. Now

that is having trust in one another!” He recalls that the only instruction his dad gave them regarding spending money was, “If you need it, buy it. If you don’t need it, why on earth would you buy it?”

While Stuart and Eric’s families all have their own private checking accounts, trust is expressed in other ways. “We don’t consult each other on all purchases,” Stuart says. “You can’t worry about every penny. If Eric thinks he needs a new calf shed, I let him take care of that. If I think I need another tractor, I take care of it and he doesn’t question it.”

“Like in most dairy operations, you’ve got the in-laws and outlaws,” G. Joe says with a grin. He went on to say they have never involved the wives in the operation. His wife was the late Duffy Lyon, the famous “Butter Cow” lady at the Iowa State Fair. Stuart’s wife Deb recently retired from her career as an IRS agent. Eric’s wife Terry has a quilting business in her home. “I’m sure they voice their opinions through their husbands,” G. Joe says. “But this is contrary to what most people do.”

“People say there’s been more change in the last few years than since the beginning of the universe,” G. Joe says. “That’s bull! A myth! Change happens all the time. It’s been happening since the beginning of time. Mechanizations and machinery prove that.”

He says the biggest change he’s seen in his life time is the huge increase in the amount of capital it takes to run an operation. “It’s so much more than 50 or 60 years ago.”

“We all give lip service to wanting to help the young guys get started. But it’s just lip service,” G. Joe says. Stuart added, “Nowadays, farmers work in town at full-time jobs and put in 20 to 30 hours a week to keep the farm going.” G. Joe agrees. “You had better have a real passion for farming nowadays. It won’t be easy.”

Stuart says that regulations in farming and dairying are a real headache. “You are never caught up.” G. Joe was quick to chime in, “Without regulations on the environment, people would plow everything up. People’s greed creates the need for regulations.”

Eric had his own take on the partnership experience. “Working with my father has been valuable and interesting to say the least,” he says. “If you are willing to learn from someone else’s experience, you can save yourself many headaches. There is a time for being innovative in the dairy business, but more times when restraint and patience pays off. I’ve found that older folks have more of it than us younger ones.”

(STORY CONTINUES ON NEXT PAGE)

Let's Hear From You!

Sometimes a Great Notion . . .

Ever have one of those ideas that seemed good at the time, but just didn't quite pan out? Well, I want to hear about them.

I'm looking for co-op members who don't mind fessing up to "**The Worst Idea I've Ever Had on My Farm.**" Just jot down what this idea was and why you thought it would be great and then why it didn't quite work out like you thought it would. Then, e-mail these thoughts to me at nancy.feeney@swissvalley.com. Or drop them in the

mail to me at Swiss Valley Farms, c/o Nancy Feeney, P.O. Box 4493, Davenport, Iowa 52808.

I will gather these ideas together and create a roundtable for a future issue of the **Dairyman**. Who knows? You may be responsible for stopping someone else from trying your idea. Or, someone might take your idea, tweak it and make it work for them. Everyone should find these ideas interesting, perhaps entertaining and some readers may possibly relate to your experience.

USDEC cheese promotion *Continued from Pg. 3*

and importers from El Salvador to attend the Guatemala part of the mission."

The final itinerary included market presentations on each country, one-on-one meetings with key importers and distributors, and retail tours to outlets ranging from high-end specialty delis to supermarkets like Walmart.

One of the trip's highlights was the wine and cheese reception held at U.S. Ambassador Arnold Chacon's residence in Guatemala. The guest list included local importers, key market contacts, U.S. Embassy's personnel, government offices, ambassadors from different countries and tourism directors.

Working closely with the USDA and Embassy personnel, USDEC Mexico organized an exquisite menu of cheese-inspired entrees. During cocktail

hour, USDEC's Corporate Chef created a U.S. cheese exhibition, arranging cheeses sent by USDEC members according to their flavor – mild, medium and aged. On another table, U.S. wines were featured to complete the pairing. "There were a lot of great comments on Swiss Valley's Swiss and Blue Cheese products," noted Michael Ramos. "Blue Cheese was the favorite."

Ramos had good news to report upon his return from the trade mission – the demand for imported cheese in the region is growing and his presence at the meeting put him in touch with many prospective customers. Thanks to Swiss Valley's partnership with USDEC, we continue to expand our presence in the global cheese arena.

Loyde Beers *Continued from Pg. 4*

"Selling the Dubuque plant in 2009 was definitely the toughest decision I had to make while sitting on the Board," Loyde says. Another tough decision that Loyde remembers was the rBST-free decision. "That rBST has caused more problems in the American dairy industry than anything I can think of," he says.

One of the happiest times that he recalls was the co-op's

50th anniversary celebration in Dubuque in 2008. Apparently one major perk to being the longest-sitting Board member is the opportunities you get to roast other retiring Board members. Loyde says he really enjoys attending those parties and getting his playful jabs in from behind the podium.

Remember, Loyde, pay backs can be tough!

Lyon Jerseys *Continued from Pg. 7*

"Dad taught us to do our best and let it go," Eric continues. "To keep the arguments in the barn and not in the home. To pick our battles. I'm lucky to have him not only as my partner in our family business, but as my father."

Who is the next generation of Lyon's ready to join the partnership? Both Eric and Stuart agree that they don't

currently see any of their children ready to step in. But there are many nieces and nephews from other Lyon siblings who could still step up to the plate.

Eric grinned. "Like our friend from Alabama says, 'We've still got a few traps set.'"

Two meetings, two different months

SVGALS TAKE A PEAK AT AGRI-BUSINESS

This fall, the Swiss Valley Gals will be doing some different things! First off, the two fall meetings will be in two different months. Secondly, the Gals are invited to attend both meetings, if they choose. Both meetings will offer totally different experiences, but both experiences are related in some way to agri-tourism.

The Sept. 13 meeting will be held at the Potosi Brewery in Potosi, Wis. Founded in 1852, the Potosi Brewery started small but eventually evolved over the years into the fifth largest brewery in Wisconsin before it closed its doors in 1972. The restoration of the nearly one square block of buildings that constitute the Potosi Brewery began in 1995. In 2004, with restoration well underway, the site was selected by the American Breweriana Association to be the home to its National Brewery Museum. Swiss Valley Gals will be touring this world-class museum following their luncheon meeting at the Brewery. Swiss Valley Farms member Jay Stauffacher from Darlington, Wis. will be joining this meeting. Jay is the Chair for the Wisconsin Milk Marketing Board and he will be there to discuss the partnership that the Potosi Brewery has formed with the WMMB to promote Wisconsin cheese and Potosi Beer pairings. Swiss Valley Farms cheeses will be paired with several of these locally made beers and the Gals may sample these.

The Oct. 11 meeting will be held at The Farm House B & B in Fredericksburg, Iowa, which is owned and operated by Loren and Dianna Engelbrecht, who are former Swiss Valley Farms members as well as past Young Cooperator Contest winners. In 1993, the couple bought this turn of the century Victorian style farmhouse in Fredericksburg, Iowa, and spent the next five years restoring the home and turning it into a bed and breakfast. Advertised as a real working farm with goats, chickens, peacocks, llamas and Jacob sheep, guests are encourage to feed the baby animals, gather eggs or fish in the farm pond. In 2004, the Engelbrechts started a vineyard along the Plum Creek Bike and Nature Trail that runs through their farm. They now make several wines under the Farm House Wines label. The Gals will be

able to sample Swiss Valley cheese and wine pairings and enjoy a lovely meal in the reception area before touring the farm. The Engelbrechts will speak about the challenges and rewards of undertaking an agri-business venture.

Be sure to put these two dates on your calendar. In your August milk checks, you received your reservation post cards for these meetings. Be sure to fill that out and get your reservations in. There is a limit of 40 for the Potosi meeting, so it will be first come, first served. Don't miss out!

Any woman who is a Swiss Valley Farms member or who is involved with a Swiss Valley Farms dairy operation is a Swiss Valley Gal. As always, check with your fellow co-op neighbors about carpooling to these meetings. Share the ride and share the fun! If you have any questions, please contact Nancy Feeney at nancy.feeney@swissvalley.com or by phone at 563-468-6640.



Loren & Dianna Engelbrecht are former co-op members who have turned their farm into a bed and breakfast and winery in Fredericksburg, Iowa.



The Potosi Brewery and National Brewery Museum in Potosi, Wis.

2012 Swiss Valley Gals Schedule

Sept. 13, 2012 Potosi Brewery, Potosi, Wis.

Oct. 11, 2012 Farm House B&B, Fredericksburg, Iowa

REGISTRATION: 11 A.M.

LUNCH: 11:45 A.M.

SPEAKER: 12:30 P.M.

ADJOURNMENT: 2 P.M.

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During the Month of June,
these Swiss Valley Farms
Members averaged below 100,000 for
their Somatic Cell count.

ALDINGER, ROGER	81,000
BAILEY, MICHAEL & JEAN	92,000
BAUS, RON & MARY	82,000
BEACHY, NORMAN	72,000
BENNETT, JOHN & CHARLENE	60,000
BIERSCHENK, CARY & JENNIFER	60,000
BILL & LYNN VANDERHAM DAIRY	69,000
BREUCKMAN, CHAD	82,000
BRIMEYER, DANIEL & DEB	97,000
BRIMEYER, DEREK	97,000
BROCKMEYER, PAUL	82,000
BUSY BEE ACRES, LLC	90,000
CAROLAN, KEVIN & DONNA	76,000
DREIER, RANDY D.	95,000
ENDRES, JOHN P.	95,000
ENDRES, JOSEPH E.	95,000
FASSBENDER, PAUL G.	76,000
FROZENE, TOM, RICK, LINDA & PENNY	88,000
GILBERTSON, LARRY	89,000
GORHAM, FLORIEDA	92,000
HENDEL FARMS	63,000
HOFA PARK DAIRY FARM LLC	71,000
KETCHUM, ROBERT C & TERRI A	62,000
MAIER, EUGENE & JULIE	65,000
MARTIN, CHERYL & SCHMIDT GLEN	99,000
MEIER, BRIAN	58,000
MEIER, MIKE & CHERYL	58,000
MOHLMANN, LOUIS R.	95,000
NOLT, WESLEY	84,000
PATTISON, LEE & SARA	95,000
PETERSON, PER K.	41,000
REPS, DENNIS & MARCIA	82,000
REPS, TRAVIS	82,000
ROSEDALE GENETICS LTD	73,000
SCHAEFER, JEFFREY & SUE	46,000
SCHAEFER, KURT	46,000
SELKE, WALTER & WILLIAM	77,000
STATZ, KEVIN F.	76,000
STRIEF FARMS INC.	95,000
THOMPSON, LARRY & LIANE	52,000
VALLEY VIEW DAIRY INC.	83,000
VANDER WAL, BRUCE	97,000

Somatic Cell Range -- Percentage
listed is based on number of **A**

Farms	
0 - 100,000.....	6 %
100,001 - 200,000.....	32%
200,001 - 300,000.....	33%
300,001 - 400,000.....	17%
400,001 - 500,000.....	8%
500,001 and above.....	4%



welcome

NEW SWISS VALLEY FARMS MEMBERS

STACY BOYER
Blakesburg, Iowa

WESLEY A. HELLEVIK
Faribault, Minn.

PATRICK & TARA REISINGER
Waterville, Iowa

**ROBERT & LINDA
THOMPSON**
Waterville, Iowa

Get Your Milk Components in a Text

Swiss Valley members can now get a text message delivered to their cell phones containing their components from every tank of milk picked up on their dairy as soon as the lab sends the results to Swiss Valley, which is usually the next day. Lab results include components (butterfat, protein and other solids), SCC and MUN score. The text is identified by the sequence number the hauler puts on the sample when picking up the milk.

To get signed up for texting, send your cell phone number and cell phone provider to tim.genthe@swissvalley.com. Be sure to include your producer number.

swiss valley farms

ANTIBIOTIC POLICY

Antibiotic Policy

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

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

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

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

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

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

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

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

Future Milk Contracts Are Now Made Through Blimling Office

Future Milk Contracting is open to Swiss Valley Farms members only. All futures' contracts are made directly through Blimling and Associates. To contract milk, call the offices of Blimling and Associates at 1-800-945-8891 and give them your farm number to get the process started. Through Blimling, you will have access to live market pricing and your contracting window will be larger.

You may contract milk from:

- 8:30 a.m. to 3 p.m. Monday-Thursday CST and 8:30 to 1 p.m. Friday CST for the Class III-based program.
- 9:05 a.m. to 1 p.m. Monday-Friday CST for Total Price Contracts (this includes Producer Price Contracts) and Options-based contracts.

For more details on Forward Fixed Price Milk Contracting, Swiss Valley members can log on to the members-only section of www.swissvalley.com.

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Get Those Cameras Out!

GET IN THE CALENDAR PHOTO CONTEST

While the September 30th deadline is rapidly approaching, there is still time to capture that perfect moment on your farm for the 2013 Swiss Valley Farms Member Calendar.

Remember, photo quality and sharp focus are major considerations. A picture may need to be enlarged to 11" by 9" in order to fit on a calendar page. Large file digital photos are the best. If you don't have a digital camera, make an 8" by 10" print of your photo and submit that. Only submit photos that you personally have taken. Photos taken by non-member, professional photographers cannot be used.

Go to www.swissvalley.com and download your contest application form. Or use the form in last month's DAIRYMAN issue. Fill out the form and include it with your submission. If you are e-mailing the photo, include all of this information in your e-mail at the time of submitting the photo. Then mail a signed copy of your contest application form to:

nancy.feeney@swissvalley.com.



Good Luck!!