

# Dairyman

OCTOBER 2013



**FAIR WINNERS SAY "THANKS"  
TO SWISS VALLEY FARMS**



# Exports Bolster Price

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:

- Customers & Consumers
- Owner/Members
- Workforce

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**W**hat have exports done for the U.S. dairy producers lately? Plenty! Let me briefly explain.

Everyone on the planet wants to eat better. When the inhabitants of a country raise their income level, they buy more protein-rich foods. In recent years, the emerging middle classes in Asian countries and Mexico have increased their consumption of meat and nutritious, protein-rich dairy products.

Years ago, the U.S. Dairy Exports Council (USDEC) recognized this trend and began using producer check off money to introduce Asian, Pacific Rim and Mexican populations to the taste of fine U.S. dairy products. USDEC researched food preferences and taught manufacturers abroad how to add dairy products to their recipes to increase flavor, protein and nutrition



**CEO Don Boelens**

levels. They also taught consumers how to prepare meals using dairy products.

All of this effort has paid off for the American dairy farmer. The table on this page shows the dairy export increases over the past 10 years. Currently, the U.S. dairy industry exports 17% to 18% of its total milk solids.

Swiss Valley Farms exports are on the rise, too, gradually increasing over the past five years.

As of now, we export as much as 60% of our cream cheese, 40% of our whey and some Swiss cheese. Our main buyers are in

U.S. DAIRY EXPORTS	5-year CAGR	10-year CAGR
	Percent	
Fluid Milk & Ice Cream	6.8%	10.3%
Milk Powders	10.5%	14.9%
Whey	2.7%	10.3%
Butter, spreads & milkfat	3.1%	26.3%
Cheese	20.9%	16.8%
Lactose	11.1%	9.9%
Infant Formula	7.1%	3.6%
High Protein Ingredients	6.7%	15.4%
Condensed & Evaporated Milk	-2.6%	7.3%
Food preps, yogurt & other	5.9%	3.3%
<b>Total</b>	<b>8.0%</b>	<b>10.9%</b>
	CAGR= compound annual growth rate	

*“This much U.S. dairy product moving off shore significantly adds to the U.S. milk producers’ monthly pay checks.”*

**Below right:** Swiss Valley Farms cream cheese and whey is often featured in large food shows in the Philippines, where we receive attention and meet new customers.

**Below:** Jeff Saforek, left, Swiss Valley Farms VP/GM of Dairy Ingredients & Exports, sits down for discussions with one of the co-op’s largest Korean customers, which is a division of Samsung.



Korea, Japan, Philippines, Mexico and Saudi Arabia.

Swiss Valley just initiated its first cream cheese sale to China. While there is volume potential in China, this was a tough sale to make since our competitors there, who are mainly from New Zealand, have a strong foothold in that country and the Chinese government regulators can be difficult to work with.

The bottom line is, this much U.S. dairy product moving off shore significantly adds to the U.S. milk producers’ monthly pay checks, which is great news since milk production in the United States tends to increase every year.

Peter Vitaliano, Vice President of Economic Policy & Market Research at NMPF, estimates that the growth in U.S. dairy exports over the past three years through 2012 increased the average U.S. milk price by \$1.35 per cwt., and generated an additional \$9.1 billion in net income for U.S. dairy farmers over those three years.

“This is just the result of growth of exports, not the value of total exports, as in what would happen if there

were no exports, which is a far larger number,” Peter says. “To put that into perspective, exports dropped by 17 percent in 2009 over 2008, and every producer knows what the outcome of that was!”

According to Mark Stephenson, PhD, Director of Dairy Policy Analysis at University of Wisconsin, Madison, the 2009 recession was not just a U.S. phenomenon but a global one. “Dairy demand from countries where we had just started to export dropped almost overnight and that product got pushed back onto our shores,” Mark says. “We had been exporting about 11-12 percent of milk solids and it dropped to 5-6% very quickly. That extra product on our domestic markets caused milk prices to plummet.”

Some of you can remember the dairy scene from many years ago, before this country was an active exporter, when a 2% increase in national production totally tanked the milk price. Thanks to the recent increase in exports, it will now take more than that to bring down the house. It will take a massive, global recession.

# SVGals Hear Check Off Success Stories

Swiss Valley Gals got what they hoped for. A warm, sunny fall day greeted the 50 ladies who came together in early September at the Dubuque Arboretum for the annual co-op meeting.

Seated on a long screened-in porch overlooking a colorful flower garden, the Gals were treated to a buffet of a variety of Domino's® pizzas. Why Domino's?

The speaker for the day, Chris Freland, Industry Relations Manager for Midwest Dairy Association, soon enlightened the Gals. Her talk on the dairy industry's relationship with several national restaurants and food manufacturers provided a list of fast food icons that were piling the cheese on their dishes with the help of Dairy Management Inc. and Midwest Dairy.

Dairy producer-led efforts helped Domino's improve the variety and amount of cheese used on its pizzas, which in turn helped Domino's increase its pizza sales. As a result, Chris says, others in the pizza category are following Domino's lead. Domino's is so proud of its relationship with America's dairy farmers, it has featured

real dairy producers in some of its national ads.

"The dairy checkoff, on behalf of dairy producers and importers, works in partnership with influential and globally recognized companies," she told the Gals. In addition to Domino's are McDonald's®, Quaker®, Taco Bell® and Pizza Hut®. All of these companies are ramping up the dairy factor in their foods. This results in more exciting menu items and increased dairy sales across the country.

Besides its incredibly successful addition of several dairy-based beverages, such as latte's, smoothies and frappe's, McDonald's has added milk to its Happy Meals. "This has increased fluid milk sales significantly as well," Chris says. She also mentioned that in 2014, McDonald's would begin offering natural cheese slices on some of its sandwiches.

"Make it with Milk" is the latest campaign for Quaker Oats and was developed through a partnership with the dairy industry. The goal is to encourage consumers to make oatmeal using nutrient-rich milk instead of water.



“This puts protein and all of milk’s nutrients into your oatmeal.” This campaign is going well for Quaker.

Chris told the Gals that these dairy partnerships include a check off-employed dairy scientist working on site at the national headquarters to deliver dairy-based product innovation and retail programs.

Another important side benefit to these partnerships was dairy’s ability to piggyback on millions of dollars of

national advertising. “The goodness of cheese and milk are mentioned in these ads over and over,” Chris says. “This is a huge payback for the entire dairy industry and the dairy producers who fund the check off.”

Following lunch and the speaker, the Gals went on a guided tour of the rolling arboretum grounds.



**On the opposite page:**

The Swiss Valley Gals spent a pleasant afternoon on a screened in porch at the Dubuque Arboretum enjoying a buffet of Domino’s pizza. Chris Freland, Industry Relations Manager for Midwest Dairy Association, spoke to the Gals about the increased use of dairy in the fast food industry, thanks to producer check off sponsored efforts.

**On this page:** The Gals received a guided tour of the huge arboretum, that was still in full bloom on this early September day.

Let's Salute . . .

## IT'S GREAT TO BE APPRECIATED!

by Nancy Feeney

After my high school graduation, I remember by mother chiding me to get my "Thank You" notes written. Over the years, I have seen again and again that she was right. Saying "Thanks" is important. People appreciate receiving a thank you note in return for a gift or a kind act.

For the past 30 years or more, Swiss Valley Farms has shown its support for scores of county fairs by donating trophies for the winners of the dairy shows. Most of these trophies were made by the co-op, each year sporting a new design and color and all with our co-op's logo attached to them. Twenty years ago, I remember setting up around 100 of these finished trophies on a table and taking a photo of them. It was a site to behold!

Over the years, the number of county fairs and breed shows has pretty much stayed the same. But like anything else, the fairs are changing with the times and trying to find alternatives to the traditional trophy to hand out to the various dairy class winners. They are coming up with some pretty creative ideas, too. Plaques, banners, halters, embroidered cloth chairs, belt buckles, cow bells and even picture frames are used in place of the traditional fair trophy.

So now, Swiss Valley only makes around 50 of its own trophies. For the rest of the

Andrew Adney of McGregor, Iowa was proud to receive a Swiss Valley Farms sponsored reserve senior showmanship award at the District 1 Junior Holstein Show. His award was a picture frame.



fairs, we donate the cost of these new "trophies" that are used in the dairy classes. But no matter what the fair may hand out to the young people who proudly show their cows and win their class, the result is often still the same. Happy people send "Thank You" notes back to Swiss Valley Farms telling us how much they appreciate the fact that we support them, their cows and their local fairs. All of these notes are sent to the monthly Board meetings to be shared with all the co-op's directors.

This past month, I received a few particularly memorable notes that I wanted to share with more than just the directors. I thought they summarized how much these future dairy producers appreciate our many fair trophy sponsorships.

### *Dear Swiss Valley Farms,*

*Hi! My name is Alama McCullough. I'm 17 years old and have been showing dairy for eight years. This year at the Elroy Fair, it was my very first time showing a cow (I usually stick with heifers) and I want to thank you very, very much for sponsoring the Grand Champion Purebred Holstein award. I'm very excited for this because my two-year-old that won it is in my name. I've raised her since she was born and this year I also won Best Uddered and Best Fitted! Once again, thank you for sponsoring! It's people like you that help us kids succeed!*

*Thank you very much,  
Alanna McCullough, New Lison, Wis.*

(ARTICLE CONTINUES  
ON PAGE 8)

Thank You!

4-H Dairy Show  
August 16, 2013



Thank you for supporting Houston County 4-H!  
UNIVERSITY OF MINNESOTA  
EXTENSION  
*Eric Meade*



H  
e  
a  
r  
t  
h

Head

Thank You

Hand



The Dairy Exhibitors  
at the Jackson County  
Fair would like to say  
**THANKS** for your  
support!!!

Thank you  
Skylar  
Stranberg  
Thank you  
Bailey Larson

Thank you for the fork  
and the rope halter  
I use the fork in the  
barn and the halter  
for my cows.

Sincerley, Pawten Ertsey

Dear, Swiss Valley farms,  
I would like to thank-You  
for Your donation to the Butler  
County fair. I was the winner  
of the champion Jr. Dairy Showman  
trophy You donated.  
Thanks again for Your generous  
Contribution.

Melanie Johnson  
Albion Dandy Dozen  
Parkersburg Ia

Thank  
you!!  
Alex  
Grandberg  
Olivia  
Pfaff  
Thank  
you!!!  
Callie  
Anten

We're tickled pink...



*“My family and I are . . . glad to see you donating plaques, trophies and awards to the juniors as well as to the open show’ers.”* Andrew Adney

**Dear Swiss Valley Farms,**

*I am glad to say that I was the junior that received the Reserve Senior showmanship picture frame that you donated to this year’s District 1 Show. Words can’t explain how my last year as a junior went. All I could do was smile. My family and I are current Swiss Valley members and are glad to see you donating plaques, trophies and awards to the juniors as well as to the open show’ers and hope that you continue to sponsor all of us farmers/cattle enthusiasts for all of our hard work.*

**Thanks Again, Andrew Adney, McGregor, Iowa.**

*Thank you for the fork and the rope halter. I use the fork in the barn and the halter on my cow.*

**Sincerely, Peyton Erdsen**

It is notes such as these that make our trophy program all worthwhile. Thanks to everyone who sent us a note.

I hear the Board members enjoy reading them all. I know I certainly do!

**ON THE COVER:** Alanna McCulloch, of New Lisbon, Wis., was the proud winner of the Grand Champion Purebred Holstein Female at the Elroy Fair. The trophy was sponsored by Swiss Valley Farms.

**Below, left:** Bailey Martins of Luana, Iowa, sent in this photo of

her receiving a Swiss Valley Farms sponsored trophy from the Clayton County Dairy Princess Autumn Schuety.

**Below, right:** Melanie Johnson of Parkersburg, Iowa, received a Swiss Valley Farms showman trophy from Megan Hingsbergen, the Butler County Fair Queen.



## Novotny is Tama County Dairy Princess

Amy Novotny, the niece of Swiss Valley members Dennis and Gerald Wiener of Montour, Iowa, was named the Tama County Dairy Princess this summer. Amy is a recent graduate of Tama County High School and is now attending Iowa State University to study agriculture. She has been working for the past two years on her uncles' dairy, where she takes care of the calves. The Wiener Brothers milk 80 cows, which are a mix of Holsteins, Jerseys and some crosses. Amy's parents are Jim and Karla Novotny.



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\*Ref. #1763. 10lb Executive Summary. Elanco Animal Health, Data on File.

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Let's congratulate . . .

## Jim Schmitz slides into retirement

by Nancy Feeney

The dairy industry recently said “So long!” to another of its local treasures. This summer, Swiss Valley Farms field rep Jim Schmitz decided to retire after 52 years of working with dairy producers in northern Iowa and southwest Wisconsin. In fact, his entire life was involved with dairying in the upper Midwest.

Jim grew up on a 33 Guernsey cow dairy in Norwalk, Wis. In addition to milking cows, Jim's family had a can milk route and hauled the blocks and barrels of cheese to the warehouse in Richland Center and Viola, Wisconsin. In 1961, Jim became a cheese maker at Midway Cooperative in Cashton, Wis. Later on, he worked as a cheese maker at Elkader Milk Producers in Iowa and then at State Center Iowa Cooperative.

His history with Swiss Valley actually began in 1968, when he went to work for Farmers Co-op Creamery in Greeley as a Plant Manager. His duties also included

being a butter maker and a field representative. Greeley sold out to Swiss Valley in 2000 and Jim came on board as a field representative in northeast Iowa and southwest Wisconsin. Jim was also put in charge of the milk reloads at Greeley, Soldiers Grove and Platteville. In the ensuing years, these reloads were closed one by one and Jim found himself working solely with co-op members and enjoying it immensely. At the time of his retirement at age 73, Jim was working with co-op members in southwest Wisconsin.

“Farmers are such good people,” Jim says. “They are honest, hardworking people and I've fully enjoyed working with them.”

Jim says what he has enjoyed most about working as a field rep for Swiss Valley Farms is the interaction with the rest of the field representatives. “I had always worked alone before,” Jim says. “At Swiss Valley, there was always advice back and forth between everyone on the field staff.

That was really nice.”

Jim reported to Ron Brenner, Swiss Valley Farms Field Supervisor out of LaCrosse. “Jim and I had a great working relationship,” Ron says. “He understood the importance of helping our members with milk quality. He also has experienced almost everything in the dairy industry, which is very valuable when working with our patrons. Jim truly cared about the success of each of his farms.”

“Jim was a great guy to work with,” says Tom Tegeler, another Swiss Valley field supervisor. “His knowledge of the dairy industry was very helpful. Jim could get along with everyone. He made work enjoyable and never seemed to get stressed out about anything.”

“There isn't enough paper and ink to include all the ‘laughable’ moments Jim and I had over the years,” says fellow field representative Lynne Melchert.



Jim Schmitz horseshoes around with fellow Swiss Valley Farms field representative Lynne Melchert during a field rep photo shoot.

## Where's the Cheese?

## There are several ways members can purchase Swiss Valley Farms cheeses

1. The Luana, Iowa cheese plant operates a cheese store in the front of the office. A wide variety of cheeses are available, including the newest members of the Swiss Valley cheese family -- naturally smoked Swiss and Baby Swiss. You can also purchase award-winning Baby Swiss wheels, Swiss chunks, cream cheese, cheese curds and other cheeses from Caves of Faribault, Mindoro Blue cheese wedges, and smoked Gouda and regular Gouda. Phone 563-539-7201.
2. A variety of Swiss Valley Farms packaged cheeses are available at the co-op's Procurement Office at the Prairie Farms bottling plant in Dubuque. Phone 563-583-7669 and ask for Tishana.
3. Swiss Valley cheeses may be purchased at the Cheese Cave store in downtown Faribault, Minn. at 318 Central Ave. N. This is the official store of Caves of Faribault and you can find everything that is produced and aged at the Caves as well as other Swiss Valley Farms cheeses. Phone (507) 334-3988.
4. If these shopping locations are not convenient for you, you can order Swiss Valley Farms and Caves of Faribault cheeses on-line at [www.cheesecave.com](http://www.cheesecave.com). Have it shipped directly to your door.

For your convenience, purchases at the Dubuque and Luana cheese stores can be charged to your milk check.

Milk haulers who use these two receiving stations may pick up cheese for their patrons and deliver it to their farms.

"Jim is a good egg," says fellow field rep Cheryl Zablocki-Wagner. "He is a crazy man, not afraid to tell you like it is, but has a HUGE heart! He was always telling me jokes and stories. He missed his calling as a comedian.

I am going to miss him. We are losing a legend in the dairy industry."

I will miss his infectious laughter. He has a laugh like no one else. He answered his cell phone by saying, "Yello."

I would sometimes say, "Green" back at him, just so I could hear his laugh.

"Jim's passion for the dairy industry is second to none," says Chris Hoeger, Swiss Valley Farms Procurement V.P. "No matter the situation, Jim could always bring a smile to your face. He will be dearly missed and will always be a part of the Swiss Valley family."

Jim was married to his first wife, Mary, for 33 years before her death from cancer in 1997. Together, Jim and Mary had four sons: Mike, Pat, Mark and John. Jim met his current wife, Melissa, through the milk business. Melissa was a dairy farmer down the road from where Jim lived. Jim said when he became a Swiss Valley field rep he was assigned to her farm. He said the first time he stopped by to introduce himself, it was a bitter cold day and someone came out of the barn so heavily bundled from head to toe, he couldn't tell if it was a man or a woman. It turned out to be Melissa. They married a few years later in August 2004. The couple now enjoys 13 grandchildren ages 19 years to one-month old.

Jim, your friends at Swiss Valley wish you many years of gleeful retirement.

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# Introducing “Our Caps, Your Cause”

Looking to participate in a “Cash for Caps” program similar to the one Swiss Valley Farms began more than 15 years ago? Now you can.

This August, Prairie Farms took the original “Cash for Caps” program and tweaked it to be simpler, more user-friendly and adaptable to modern technology. You no longer have to bag up your milk caps and ship them to Prairie Farms. It is all handled via the company’s website.

The name of the new program is “Our Caps, Your Cause,” and reflects Prairie Farms’ intent to be good neighbors as they celebrate that co-op’s 75th anniversary. This revised milk cap collection program allows anyone to donate a nickel per cap collected to any approved charity listed on the website.

“For 75 years, our farm families have taken great pride in being good neighbors and strengthening their communities,” said Ed Mullins, Prairie Farms Executive Vice President and CEO. “We believe ‘Our Caps, Your Cause’ is a win/win for everyone. This is a great opportunity for members of the community to enjoy drinking Prairie Farms milk while also supporting their favorite charities and local farm families. Everyone can feel really good about drinking Prairie Farms milk.”

In today’s challenging economy, our communities rely even more on local non-profit organizations to provide crucial programs and services to those in need. Prairie Farms believes they can make an even a greater impact in our communities by supporting local charities and the good work they do.

How does it work?

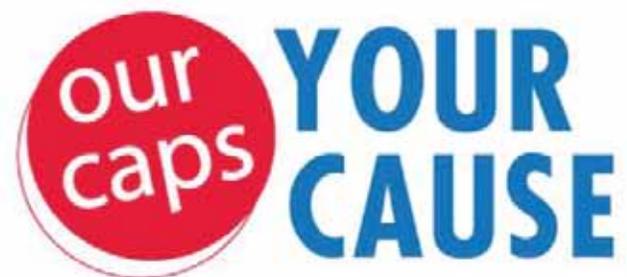
When you purchase Prairie Farms labeled milk in gallon or half-gallon sizes, peel off the special cap sticker to reveal a unique, redeemable code.

Go online to [prairiefarms.com/ourcapsyourcause](http://prairiefarms.com/ourcapsyourcause) and select a non-profit organization to support from the list of registered participants.

Type in your cap codes at this online site; then click the “Redeem Caps” button.

For every cap redeemed online, Prairie Farms will donate 5 cents to the charity you selected. That’s small change that can make a big difference.

It is something to be proud of that all the milk that Swiss Valley Farms members ship into the Dubuque, Iowa Prairie Farms plant can go towards a charitable program such as this.



# Plan now to attend your 2013 DISTRICT MEETINGS

TUES december 3	Noon <b>Dist. 5 – Randy Schaefer</b> Durant Community Center <i>Durant, IA</i>	7:30 p.m. <b>Dist. 4 – Rick Kauffmann</b> Farley Memorial Hall <i>Farley, IA</i>
WED december 4	Noon <b>Dist. 6 – G. Joe Lyon</b> Reinig Center <i>Toledo, IA</i>	
THUR december 5	Noon <b>Dist. 3 – Loyde Beers &amp; Jeff Berg</b> VFW Hall <i>Viroqua, WI</i>	7:30 p.m. <b>Dist. 1 – Pat Schroeder &amp; Francis Leibfried</b> The Silent Woman <i>Fennimore, WI</i>
FRI december 6	Noon <b>Dist. 2 – Donald Berlage</b> Wheel Inn Restaurant <i>Shullsburg, WI</i>	
<b>Attend your district meeting to vote for the third At-Large Director.</b>		
TUES december 10	Noon <b>Dist. 9 – Pam Bolin &amp; Dan Duitscher</b> Waverly Civic Center <i>Waverly, IA</i>	8:00 p.m. <b>Dist. 7 – Steve Klug</b> Good Times Restaurant <i>Caledonia, MN</i>
WED december 11	Noon <b>Dist. 8 – Dale Humpal</b> Community Presbyterian Church <i>Postville, IA</i>	<b>This year's At-Large Director candidates: Keith Blake, Davenport, Iowa Jeff Berg, LaCrosse, Wis.</b>
THUR december 12	Noon <b>Dist. 10 – Tom Oberhaus</b> Plattdeutscher Hall <i>Watertown, WI</i>	

swiss valley farms

# FIELD PERSONNEL & STATISTICS

## Field Department & Procurement Division Directory

### Chris Hoeger *VP Procurement*

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### Jesse Chandlee *Raw Milk Sales*

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### Ron Brenner *Field Supervisor*

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### Thomas Tegeler *Field Supervisor*

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Mobile 920.660.9822

### Bob Zielsdorf

309 North St. • Sparta, WI 54656

Mobile 563.599.2399  
Home 608.269.5452  
Fax 608.366.1772

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

ADAMS, DOUGLAS	92,000
ADAMS, PAUL & LORRIE	92,000
ANTHONY BROTHERS	79,000
BAILEY, MICHAEL & JEAN	74,000
BENNETT, JOHN & CHARLENE	73,000
BILL & LYNN VANDERHAM DAIRY	92,000
BREUCKMAN, CHAD	76,000
CAROLAN, KEVIN & DONNA	84,000
FRICKSON, ANDREW M.	94,000
GORHAM, FLORIEDA	74,000
GUDEX, TONY	64,000
HENDEL FARMS	81,000
HOFA PARK DAIRY FARMS LLC	65,000
JUNK, MELANIE	97,000
KETCHUM, ROBERT C & TERRI A	61,000
MEIER, BRIAN	75,000
MEIER, MIKE & CHERYL	75,000
MEYER FARMS DAIRY LLC	79,000
PRIER, DONALD	84,000
SCHAEFER, JEFFREY & SUE	58,000
SCHAEFER, KURT	58,000
SELKE, WALTER	61,000
SELKE, WILLIAM	61,000
STAUFFER, TITUS	87,000
WILLIAMS, DAVID A.	93,000



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

0 - 100,000.....	4%
100,001 - 200,000.....	27%
200,001 - 300,000.....	31%
300,001 - 400,000.....	21%
400,001 - 500,000.....	10%
500,001 and above.....	7%

## Have Your Lab Counts Texted to You

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 producer number and your cell phone number and cell phone provider to [tim.genthe@swissvalley.com](mailto:tim.genthe@swissvalley.com).

### Classified Ad:

Have something you want to sell? Are you trying to locate a particular item?

Classified ads in the Dairyman are free to Swiss Valley Farms members. Just e-mail your ad to: **nancy.feeney@swissvalley.com**. Or mail it to: Swiss Valley Farms, Nancy Feeney, P.O. Box 4493, Davenport, Iowa 52808. Deadline is the 20th of the month. Be sure to include your member number.

## Future Milk Contracts Are Made Through the 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 [swissvalley.com](http://swissvalley.com).

*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.

Your copy of

# Dairyman



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## Collaborate Communicate Cooperate

Great things happen when people collaborate. Cooperatives are member-owned and -controlled businesses based on collaboration—people working together.

While investor-owned businesses have a structure that pushes them to deliver profits to shareholders, cooperatives have a structure that pushes them to meet their members and customers' needs. Cooperatives provide strong, solid markets for their members and earnings are returned to its members, who are the only shareholders.

In the United States, there are 29,000 cooperatives with more than 100 million members.

Cooperatives work to the benefit of their members and their communities, so join forces! Join a cooperative.

**OCTOBER IS CO-OP MONTH!!**