

Dairyman

APRIL 2013



BEST OF CLASSES

***MINDORO GORG & ST. PETE'S SELECT
TAKE TOP NATIONAL HONORS***



“See It? Stop It!”

Farm Workers Can Report Abuse

by Don Boelens

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America’s dairy producers care about the animals they tend. Many producers know their animals by name and can tell you the names of their sires. Some are descended from a producer’s 4-H cows, which practically makes them part of the family. These animals represent dairy producers’ livelihoods and it’s not a humane action nor is it a wise business decision to mistreat them.

That is why it is so painful for those of us involved in the dairy business in any capacity to view an “undercover” video of cows being mistreated anywhere in the United States. Our first impulse is to do anything in our power to stop such senseless cruelty perpetrated by so few people.

With this in mind, National Milk Producers Federation (NMPF) started the FARM program three years ago to provide a consistent, national, verifiable means of showing consumers just how good a job the vast majority of U.S. dairy producers are doing taking care of their herds. This past month, FARM achieved an important milestone, with 70 percent of the nation’s milk now officially participating in this program.

Still looking to do even more to prevent any animal cruelty in this nation, NMPF recently joined with the Center for Food Integrity and the U.S. pork sector to jointly launch **“See It? Stop It! Animal care starts with you,”** a proactive demonstration of agriculture’s commitment to farm animal care. This new initiative empowers, and in fact, demands that if signs of animal abuse, neglect, mishandling or harm are witnessed, anyone working on a farm has an obligation to report it immediately.

Though it is uncommon, when animal abuse, neglect, harm or



CEO Don Boelens

mistreatment takes place, this new program gives animal care providers resources to swiftly report what they witness. The **“See It? Stop It!”** initiative provides several options to enable employees to speak up to stop animal abuse. Betsy Flores, NMPF’s Senior Director of Animal Health and Welfare, says, “Care of animals could not be more important to farmers. Having a system in place to contact any of several authorities is imperative, and **‘See it? Stop it!’** provides that resource.”

The power of this new initiative is it demonstrates to the public that farmers are committed to good animal care and calls on anyone who witnesses abuse to stop it immediately. It demonstrates that those involved in livestock production understand their obligation to provide sound animal care. Demonstrating this commitment is important to maintaining public trust in today’s animal agriculture, which is important to everyone involved.

You can go to ***www.SeelItStopIt.org*** for more details about this new program.

ON THE COVER:

Two Blue's Take National Best of Class Awards

Swiss Valley Farms and Caves of Faribault took home two Best of Class wins for Mindoro Gorg and St. Pete's Select at the 2013 U.S. Championship Cheese Contest, held March 12 - 13 in Green Bay, Wisconsin. The contest, which is hosted by the Wisconsin Cheese Makers Association (WCMA), is a biennial event that is the largest technical evaluation of cheese and butter in the country, attracting participants from across the nation.

St. Pete's Select Blue cheese dominated its class with a score of 97.90. St. Pete's Select is a premium Blue cheese that is handmade and then cave-aged in the historic St. Peter's sandstone caves of Faribault, Minn. These caves have the ideal environmental properties to cure and age cheese, and St. Pete's Select is aged for over 100 days to display a complex flavor profile that is both sharp and creamy.

"I am very proud of our entire team at Caves of Faribault," noted Jeff Jirik, VP/GM of the Natural Cheese Division at Swiss Valley Farms. "The WCMA U.S. Cheese Championship is essentially the Olympics of domestic cheese competition, and to win Best of Class is the pinnacle of success for a domestic cheese."

The Caves of Faribault has been dedicated to making cave-aged cheeses of exceptional quality since 2001, and one of their first launches was St. Pete's Select, which is part of the AmaBlu family of cheeses. "Great cheesemaking begins with great people committed to excellence from milk production all the way to delivering cheese to customers," noted Jirik. "It's all in the details... applied with passion."

This victory was followed by word that Swiss Valley Farms Mindoro Gorg took the Best of Class honors in the Gorgonzola Class with a score of 98.20. Mindoro Gorg Gorgonzola is hand-crafted and then aged 90 days in Swiss Valley's Mindoro, Wis. Blue cheese facility. Mindoro Gorg displays a rich and buttery flavor profile.

"We are so very pleased that our staff at Mindoro received this recognition," noted Mindoro Plant Manager Monte McIntyre. "Their efforts each day of the year allow Swiss Valley Farms to market a highly-consistent and high-quality product each and every day."

"In order to have an award-winning cheese, it involves a team effort," continued McIntyre. "From the high quality milk supplied by our farmers, to the cheese maker who starts his day at 1:00 a.m., to the truck sampler who leaves

that evening – each person's attention to detail is so very important."

Don Boelens, CEO of Swiss Valley Farms, echoed this sentiment. "It is quite an accomplishment to win not just one, but two Best of Class awards at this prestigious competition. I am extremely proud of our cheesemakers as well as our farmers who supply the quality milk used to make these award-winning products."

These cheeses now join the ranks of other Best of Class wins in recent years at the World Championship Cheese Contest, including Swiss Valley Farms Baby Swiss, which won a Best of Class in 2012, and AmaGorg, a cave-aged Gorgonzola from the Caves of Faribault that took home the award in 2010.

Other notable mentions in this contest include:

Mindoro Blue - 4th Place in Blue-Veined Class

Jeff's Select Gouda - 4th Place in Open Class (Hard)

Swiss block - 5th Place in Swiss-Style Class

Baby Swiss wheel - 5th Place in Baby Swiss-Style Class

AmaGorg - 5th Place in Gorgonzola Class.

[Just two weeks after this national contest, St. Pete's Select won yet another First Place award, this time at the Upper Midwest Dairy Industry Association's 2013 Contest. The cheese took top honors with a score of 98.75. What a ride!!]



District Reps Gather

'ALICE' & SV EXPORTS SHINE



'Alice in Dairyland' Rochelle Ripp updated the group on her promotion efforts in Wisconsin this year. Chris Hoeger, VP/GM of Procurement, answers a member's question while moderating the the Management Team's reports. Duane Banderob from Blimling & Associates gave the reps his projections for the health of the dairy industry in the coming year.



It might have been the coldest day of the entire winter, or at least it seemed that way. But the chilly temps and sharp winds didn't stop scores of Swiss Valley Farms district representatives from gathering on March 20th in Prairie du Chien, Wis. for their annual spring meeting.

There was plenty of time for statements from Board Chair Pam Bolin and Randy Schaefer, Board Vice Chair. Pam reported that the recent Swiss Valley Young Cooperator conference was a big success and gave a recap of the speakers' topics. She congratulated the new YC Contest winners, Andy and Jessica Schmitt, Fort Atkinson, Iowa and Emily Parker, Janesville, Wis., saying they will do a great job representing the co-op at the national meetings. She commented that the Board was not happy with the co-op's results over the past two years, but they are confident that Swiss Valley has solved most of its problems and was now heading in the right direction.

Randy introduced the newly elected At-Large Director Dan Duitscher, from Rolfe, Iowa. Nominations were sought for the third and final at-large director, who will be elected at the 2013 round of district meetings in December. Keith Blake from Davenport, Iowa and Jeff Berg from LaCrosse, Wis. were nominated.

Several Management Team members gave brief reports and answered many questions from the district reps. Chris Hoeger, VP/GM of Milk Procurement and Member Relations, served as a moderator for the Management Team reports in the absence of CEO Don Boelens, who was unable to attend due to a death in his family.

Jeff Jirik, VP/GM of Natural Cheese, told the reps that Swiss Valley was the first Swiss manufacturer to begin regularly making high grades of Swiss following a year of industry-wide problems. He also reported that Gouda and Havarti cheeses were also being made at Luana. Swiss Valley has been exporting Gouda to Mexico for several years.

Jeff Saforek, VP/GM of Dairy Ingredients, reported that the co-op exports cream cheese and whey to 15 countries in Asia, Central and

SV Board Elects Executive Team

Directors are Seated

South America, Saudia Arabia and Qatar. “Swiss Valley exports between 30 and 40% of its whey powder,” he said. “Exporting is important to America’s dairy farmers. We are moving dairy solids out of America and this helps the U.S. milk price remain stable.”

Duane Banderob from Blimling & Associates gave an entertaining look at what could happen in the dairy markets in America and across the globe over the next year. He said export interest is picking up as concerns increase over the effects of New Zealand’s drought. For the time being, it looks as if the U.S. has plenty of cheese and the inventories are building. Duane said Class III futures will average \$18.41 March through December. “With premiums, \$20 milk is possible.”

A definite highlight of the meeting was the presentation by Rochelle Ripp of Lodi, Wis., the current “Alice in Dairyland.” She thanked Swiss Valley for its support of last year’s “Alice” finals, held at the University of Wisconsin in Platteville. She shared stories about her agriculture promotion efforts throughout Wisconsin during the past year. Rochelle says she is constantly amazed at how little some Wisconsin students and even adults know about agriculture. “Promoting agriculture and farm life is an important job for all of us.”

At the spring Swiss Valley Farms Cooperative Annual Reorganization Meeting, the Board’s 2013 Executive Committee was selected. Pam Bolin, Clarksville, Iowa was re-elected Chairman of the Board. Randy Schaefer, Blue Grass, Iowa was re-elected Vice-Chair. Don Berlage, Elizabeth, Ill. was elected Assistant Secretary and Francis Leibfried, Cuba City, Wis. was re-elected Assistant Treasurer.

Appointed to serve on the Board’s Executive Committee were: Dale Humpal, Ridgeway, Iowa; Rick Kauffmann, Farley, Iowa and Joe Lyon, Toledo, Iowa. Patrick Schroeder, Lancaster, Wis. was re-appointed as the Board’s representative on the National Milk Producers Federation’s Board.

Also during this meeting, the following directors were seated for three-year terms following their re-elections at the 2012 district meetings. Pat Schroeder, District 1; Rick Kauffmann, District 4, and Randy Schaefer, District 5. Two new directors were seated at this annual meeting. Tom Oberhaus, Waukesha, Wis. was seated as the newly elected director for District 10 replacing Eugene Smith, Clinton, Wis., who recently retired from dairying. Dan Duitscher, Rolfe, Iowa, was seated to a 3-year term as the newly elected 2013 At-Large Director.

A 10-year longevity award was presented to Francis Leibfried, At-Large Director from Cuba City, Wis. in recognition of his service to the Swiss Valley Farms Board and the members in his district. Retiring directors Jim Schmitt, Sherrill, Iowa, and Eugene Smith were honored by their fellow Board members for their many years of service.

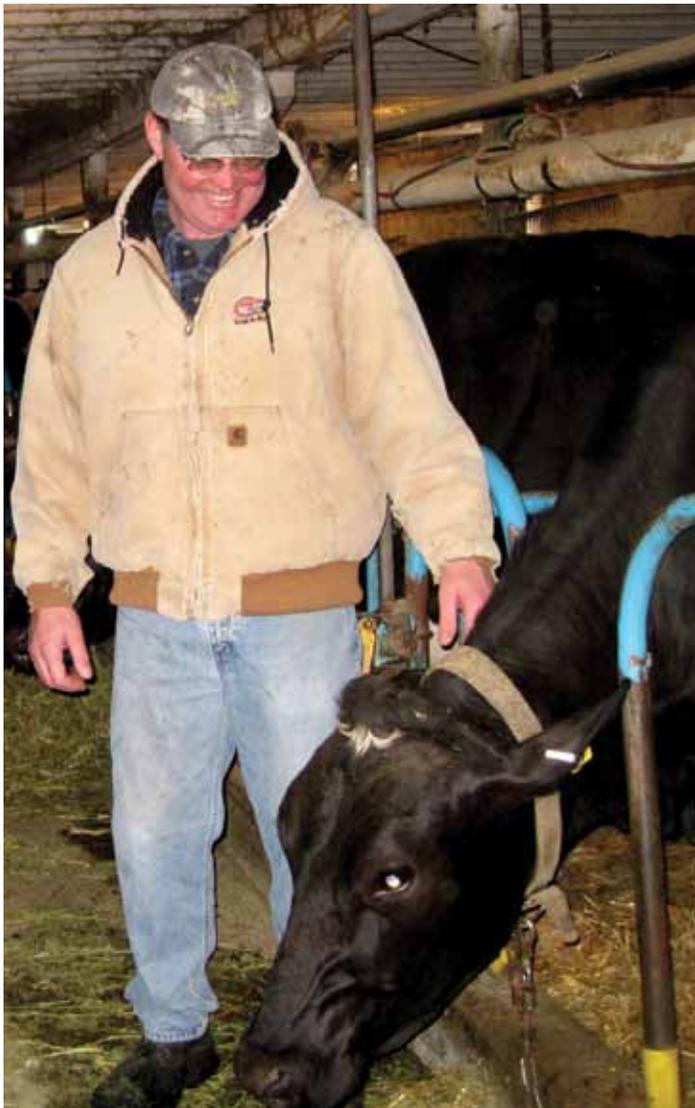


Board Chair Pam Bolin, Clarksville, Iowa, presented retiring directors Eugene Smith, left, and Jim Schmitt with ‘gag’ gifts from their fellow Board members.

Gerner Brothers Dairy

PASSING ON THE QUALITY

by Molly Schmitt, student intern



This family dairy farm recently received their 20-year milk quality award from Swiss Valley Farms. The Gerner brothers, Loras, James and Richard, all devote time to their 60-head Holstein dairy farm located in Garber, Iowa. Loras took the time to sit down and tell the story of this nearly 150-year-old family operated farm on behalf of his two older brothers and past generations of dairy farmers.

The farm dates back four generations, which makes it an Iowa Century Farm. The brothers took the farm over 32 years ago from their parents, Al and Rita Gerner. Rita originally inherited the farm from her parents, Ben and Gertrude Meyer, when her mother passed in 1989. Patti says Rita helped for many years until she retired in 2007.

Loras and his wife Patti live on the main farm and work with James and Richard in a family partnership. The brothers all play active roles in the operation and each has their own skill set and specific duties on the farm. Loras said he helps with management of the cattle and crops and milks every morning and night. James milks at night and his main task is fieldwork, including baling, chopping and hauling manure. The third brother, Richard, milks in the mornings and finishes out the steers on the Gerners' other farm nearby.

While Loras, Richard and James take active roles in the farm, the rest of the family is very involved, including Loras and Patti's children, Jennifer and Jared. The kids are both extremely active in 4-H and athletics. They help



Loras Gerner, above left, and his brothers milk 60 Holsteins on a 150-year-old family farm in Garber, Iowa.

At left, 20 years of Swiss Valley quality award trophies are proudly displayed in the Gerner's office.

On the next page, Loras and Patti Gerner hold the 20-year milk quality award they received at their district meeting this December.

at home by taking care of the calves. Jennifer is 17 and a senior at Clayton Ridge. Patti and Loras explained that Jennifer is the most interested of their children when it comes to farming and agriculture. She shows a variety of animals at the county fair and sells Labrador puppies during the summer. Next year, Jennifer plans to attend Hawkeye Community College. Jared is 15 and attends classes at Clayton Ridge as a freshman. His parents said Jared is very involved in athletics at school and tries to find time to help with chores at home, which is at times difficult.

The family milks their Holstein herd twice a day in their tie-stall barn. Milking usually begins at 6 in the morning and 5:30 each night, taking about two hours to complete. They have a rolling herd average of 24,000 pounds with butterfat content of 3.9% and protein content of 3.1%. Loras said their herd is relatively young as the average age is only 3 years and 9 months.

Currently, the Gerner's have 16 calves that are being fed milk. The family feeds their calves milk replacer until they are about seven weeks old, when they wean them. The brothers also finish all of their steers and sell them at

market weight to local sale barns. The family uses artificial insemination for all of their breeding needs. Loras handles this task and the semen is all mated through Select Sires. They also seek advice and other outside help from the Elkader Veterinary Clinic to do regular on-farm pregnancy checks and use Surge for their milk equipment needs.

The family farms 200 acres of corn, 120 acres of hay, 20 acres of oats, along with several acres of timber. They usually have extra corn to sell but they have to buy more soybean meal to balance the cattle rations. Loras explained that the past summer's drought had different effects on their crop yields. He said they harvested their best quality and largest quantity of hay in years. However, the drought did affect their corn yield like other dairy farmers in the area -- their average corn yield of 180 bushels per acre dwindled to 130 bushels.

The Gerner's have always sold their milk to Swiss Valley Farms. While visiting, their milk hauler Ron Cashman was there picking up the milk as he does every other day. Loras also remarked on another important Swiss Valley employee who helps their family a lot. He said they find their Swiss Valley field representative Lynne Melchert, from Hopkinton, Iowa to be very helpful in ensuring that their somatic cell count and bacteria are monitored closely and kept under control. Loras added, "Lynne is always prompt to solve the problem."

When asked about his best and worst day on the dairy, Loras gave a chuckle and said there are always ups and downs but it's what he loves doing. He recalls one of his worst days, when their smaller steers got in to the pen that was on full feed and ate too much corn and they ended up losing five of them. One of the best days was when he had four cows in the maternity pen and the next morning there were eight healthy calves in the pen.

Despite all of the hardships that come with dairying and being involved in this unpredictable industry, Loras explained his love for dairying. "It allows me to spend my time outdoors and with family. I get to set my own hours and be my own boss."



Great Participation at YC Conference

Held for the first time ever in LaCrosse, Wis., this year's Young Cooperator conference in early March had a great turnout of enthusiastic attendees as well as many new faces. Combined with interesting speakers, a great plant and farm tour and a well-seasoned YC Steering Committee to run the events, success was assured.

While last year's farm tour was conducted in single digit temperatures, this year's weather was much kinder – in the balmy 30's. The YC'ers traveled to Mindoro, Wis. to tour Swiss Valley's Blue cheese plant. Before entering the plant, everyone was garbed in hair nets, safety glasses, booties and disposable lab jackets and instructed to leave any jewelry, cell phones or cameras in the office. Plant manager Monte McIntyre explained these are the rules for all plant visitors to prevent accidental contamination of the cheese or equipment. YC'ers were then walked through the plant, following the trail of the milk as it is turned into wheels of fragrant and flavorful award-winning Blue cheese.

A quick drive south to the outskirts of LaCrosse put the group on the Jeff and Johanna Berg dairy, where a robotic parlor had been installed a few months earlier. The Berg family greeted the YC'ers, along with Jeff's equipment dealer representative Dan Preston. Swiss Valley field rep Bob Zielsdorf was there to answer questions. The newly built barn surrounding the milking robot unit and an office/command center was an impressive site.

On Saturday, social media was a hot topic as Midwest Dairy Association reps Sherry Newell and Samantha Carter presented a workshop on how to use available social media outlets to promote a positive image for dairy. Both speakers

encouraged the YC'ers to be the ones to tell the dairy story by creating their own farm web pages, farm Facebook pages and possibly starting a blog. Sherry and Samantha were pleased that several YC'ers in the room were already active bloggers. *(See side bar for links to these blogs.)*

Sherry Newell pointed out the key to successful blogging is:

- Be brief and be real. Promote what is unique or special about you and your dairy.
- Stay positive and stay in your realm of expertise.
- Make blogging a part of your everyday routine.
- Surround yourself with resources that are available on-line through Midwest Dairy and other dairy organizations.

(ARTICLE CONTINUES ON PAGE 11)



Above, Liz Gerdes of Caledonia, Minn., counts her bingo "YC funny money" winnings to see how high she can bid at the post Vegas Night auction. Beside her, Daniel & Jenelle Thorman, Dakota, Minn., follow the auction's progress.

Right, Dan Bolin, Clarksville, Iowa, did a great job as the fast-talking and animated auctioneer.





Touring the co-op's Blue cheese plant in Mindoro, Wis. was a rare opportunity for these YC'ers. On the left, Ron Tolkinen, in hard hat, Mindoro Quality Manager, made certain everyone taking the plant tour was wearing the proper safety equipment.

YC'ers spent time on the Jeff Berg dairy on the outskirts of LaCrosse. On top, Jeff's equipment dealer Dan Preston, right, answers questions about the new robotic dairying setup recently built at the Berg dairy.

Above left, Jeff can look through the window of this new office and see the robotic milker in action. From here, Jeff uses computers to monitor the robot and the milking status of his herd. Above right, a robotic manure scraper uses 14 different routes as it travels through the alley and pushes the manure through slats in the floor.



Meet the 2013 YC Contest Winners!

Also at this conference, the Member Relations Committee of the Board interviewed the contestants for the 2013 Swiss Valley Outstanding Young Cooperator Contest. The winners are Andy and Jessica Schmitt of Fort Atkinson, Iowa and Emily Parker of Janesville, Wis. They will be joining the 2012 YC contest winners at the NMPF Dairy Summit this November.

Andy & Jessica Schmitt, Fort Atkinson, Iowa

Andy has always farmed with his parents, Peter and Sue Schmitt of Fort Atkinson, Iowa. Jessica originally farmed with her parents, Dan and Mary Tekippe, by Manchester, Iowa and also took a job for Arm and Hammer. After their marriage in 2011, the couple started running his parents' dairy farm and milking the 70 cows there. "We are focusing on purchasing crop land right now," Jessica says.

Andy has an Ag Production degree from NICC. Jessica has a Bachelor's in Dairy Science from Iowa State University and a Master's in Dairy Nutrition from Penn State. She still works for Arm and Hammer Animal Nutrition as the Field Technical Support Specialist covering all of North America. "I work with universities to conduct field trials and develop new products. I am able to work from home a fair amount so I can milk cows and do chores with Andy and get things crossed off the 'to do list that he leaves me.'"



Emily Parker, Janesville, Wis.

While growing up, Emily worked with her parents, Pete and Linda Parker, on their dairy. She currently milks 100 cows at their farm. Around 70 of these are her cows, which she bought in April 2010. "I bought a farm last August and have been remodeling the house and will soon put 50 tie stalls in the barn to move my cattle there." Emily has a degree in Dairy Science from the UW-Platteville.

"I donate my cattle, feed and time to the local FFA students so I can teach future consumers more about production agriculture." Emily spends time helping these FFA students break calves for the fair and learn the responsibilities of taking care of cattle and showing. "I feel the most important service Swiss Valley performs for my dairy operation is how they put controls on milk quality and work with the producer to make a wholesome product for the consumer."





(YC ARTICLE CONTINUES FROM PAGE 8)

“Be sure to support your blog posts with facts and links to good information.” Take lots of pictures showing your pride in your cows and your dairy.

If you have no idea how to start a blog, you can participate in a “how to” webinar. Or ask a computer-savvy teenager!

Roger Williams from UW-Madison Extension spoke to the group on how to shift the family farm between generations. One of Roger’s biggest points to the YC’ers was to use “carefrontation” not “confrontation” when working with family members about transferring the dairy farm. Be patient with each other and respectfully listen to what your parents are saying. To make sure you clearly understand what the other person has told you, repeat it back to them in your own words.

Other points he made were: Communication between the generations is very important. Try to put yourselves in your parents’ shoes and understand their needs and concerns. Take your time with the process. Make sure all parties are clear about what they need or want out of the farm transfer. Don’t be afraid to seek outside consultation on what possible transfer options are. Hold regular family meetings to discuss how things are progressing. This is a life-changing event for both generations and both generations must be ready for it and comfortable moving forward.

Above, Roger Williams from the UW-Madison Extension gave the young dairy producers good input on how to get the conversation started on how to shift the family farm between generations.

On top of the facing page, Midwest Dairy Association representative Sherry Newell, with the help of Samantha Carter, give tips on using social media to spread the word about America’s dairy producers.

Blogs of Interest from Co-op Members:

Here are blogs for four Swiss Valley YC’ers. Check them out to get ideas on what your blog could look like.

<http://bolinbytes.blogspot.com/>
<http://gerdeslife.blogspot.com>
<https://www.facebook.com/CedarSpringCreekDairy>
<http://dairycarrie.com/>

Other National Farm Blogs:

<http://mybarnyardview.blogspot.com/>
<http://www.youtube.com/user/gilmerdairy>
<http://www.youtube.com/user/therealfarmgirl>

If you have a blog you would like listed in the *Dairyman* so other members can follow it, please let us know. E-mail the link to:
nancy.feeney@swissvalley.com

Where's the Cheese? Here's the Cheese!

There are several ways to purchase Swiss Valley's excellent cheeses

Where can Swiss Valley Farms co-op members purchase some of these nationally award-winning cheeses? Simple. There are several ways you can buy packaged Swiss Valley Farms cheeses directly from the co-op.

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 member of the Swiss Valley cheese family, naturally smoked Swiss and Baby Swiss chunks. You can also get award-winning Baby Swiss wheels, around 5 lbs. each, Swiss chunks, cream cheese, cheese curds and other cheese from the Caves of Faribault, Mindoro Blue cheese wedges, plus numerous other cheeses. Phone 563-539-7201 to place orders.

2. A big 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 to place an order.

3. Swiss Valley cheeses may be purchased at the Cheese Cave store in downtown Faribault at 318 Central Ave. N. This is the official store of the Caves of Faribault and you can find an enormous variety of cheese here, including everything that is produced and aged at the Caves as well as other Swiss Valley Farms cheeses. Cheese serving items and an excellent assortment of wines are also available for sale. Phone (507) 334-3988 to place an order.

4. If these shopping locations are not convenient for you, you can order Swiss Valley Farms cheeses on-line at www.cheesecave.com. Have it shipped directly to you. Keep your eye out in the **Dairyman** for upcoming member specials and promotions for this website.

For your convenience, cheese 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.

Happy cheese shopping!

**It's Spring!
Time for shopping
at the Swiss Valley
Store.**

**Go on-line and
check out the
Spring Promotion!**

***30% off on our most
popular Polo Shirt
&
30% off on t-shirts***

***PLUS -- FREE SHIPPING
on EVERYTHING!!***

**Go to swissvalley.com
Click on "Member"
then "Merchandise"**

**And start
Shopping!**

***What could be
easier?***



NMPF Reaffirms Support of Dairy Security Act in Farm Bill

The National Milk Producers Federation (NMPF) Board of Directors reaffirmed the organization's support for a new farm bill, containing a better safety net for dairy farmers, at the Federation's recent spring meeting in Arlington, VA.

With the Senate Agriculture Committee expected to begin work on a new farm bill in April, NMPF's leadership said that a new, voluntary dairy program known as the Dairy Security Act (DSA), which combines margin insurance with market stabilization, remains critical to the future of the industry.

"Our members went through a tough year in 2012, with high feed costs and low milk prices putting the squeeze on farmers across the country," said Randy Mooney, Chairman of NMPF, and a dairy farmer from Rogersville, Missouri. "Existing federal dairy programs don't offer the type of safety net our members need, but the Dairy Security Act does."

The DSA is a voluntary risk management program

that allows producers to decide whether they want to participate. "It will assure dairy farmers who avail themselves of this program that they can protect their businesses from potential financial ruin caused by economic forces outside their control," says Jerry Kozak, NMPF President & CEO. Kozak says the concept behind DSA is simple: insure against damaging cost-price squeezes, and accelerate the time it takes market signals to reach dairy farmers so they can make necessary production adjustments.

NMPF was encouraged by a report delivered to them from Rep. Collin Peterson (D-MN), the ranking Democrat on the House Agriculture Committee, who reaffirmed his support for the DSA and indicated that the House agriculture panel also will begin work on a farm bill this spring.

For more information on the Dairy Security Act, go to nmpf.org and click on "Time to Enact the Dairy Security Act".

F.A.R.M. participation hits 70% of nation's milk supply

The dairy industry's animal care program has achieved an important milestone with 70 percent of the nation's milk now participating in the program. With the recent addition of several major cooperatives in the National Dairy FARM Program (Farmers Assuring Responsible Management™), more than two-thirds of the nation's cows will be covered by the industry's animal well-being effort, according to the National Milk Producers Federation (NMPF).

"Consumers and customers don't expect perfection, but they do expect us to collectively demonstrate our industry's responsible practices and our commitment to quality animal care," said Jerry Kozak, President and CEO of NMPF. "I'm proud of the ongoing progress our farmers are making by working to implement the FARM program's guidelines on their own operations."

Kozak said that even with the increased participation in the FARM program, "We need more farms, more

cooperatives, and more companies to commit themselves to this program. The expectations are out there. The questions are being asked. We have to provide clear answers," he said.

Kozak said the FARM program's guidelines, contained in the National Dairy FARM Animal Care Manual, are in the final stages of an extensive review and revision process. After nearly a year of consultation throughout the industry, with farmers, veterinary experts and cooperative staff, the three year-old animal care manual will be revised slightly to reflect the latest knowledge and best practices about proper dairy animal care. These revisions will be given a final review at this June's NMPF Board of Directors meeting, where final approval is anticipated. Once the NMPF Board approves the revisions, the newly-revised manual will be made available on the FARM website at www.nationaldairyfarm.com.



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117 Culver Rd. NE • Hopkinton, IA 52237

Office 563.926.2363
Home 563.926.2794

Jim Schmitz

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Cell 563.599.2400

Cheryl Zablocki-Wagner

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Office 920.822.2933
Mobile 563.663.1306

Bob Zielsdorf

309 North St. • Sparta, WI 54656

Mobile 563.599.2399
Home 608.269.5452
Fax 608.366.1772

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

ADAMS, DOUGLAS R.	67,000
ADAMS, PAUL & LORRIE	67,000
ALDINGER, ROGER	68,000
ARENDS, DARWIN & DULCI	71,000
BAILEY, MICHAEL & JEAN	83,000
BAUS, RON & MARY	66,000
BEACHY, NORMAN	61,000
BENNETT, JOHN & CHARLENE	75,000
BIERSCHENK, CARY & JENNIFER	73,000
BILL & LYNN VANDERHAM DAIRY	78,000
BREUCKMAN, CHAD	53,000
BRIMEYER, DANIEL & DEB	71,000
BRIMEYER, DEREK	71,000
BRIMEYER, THOMAS W.	58,000
BRINCKS, DON I.	90,000
BROCKMEYER, PAUL	72,000
BUSY BEE ACRES, LLC	79,000
D & J DAIRY INC.	97,000
DREIER, RANDY D.	83,000
DUTCHLAND DAIRY	84,000
ELMHORST, MICHAEL & EVANGELINE	64,000
FISCHELS, JEFF J.	78,000
FRICKSON, ANDREW M.	55,000
GALLUN, TRACY	99,000
GIBRALTER FARMS LTD	93,000
GIESE, PAUL	76,000
GILBERT, JOHN C.	93,000
GILBERTSON, LARRY	94,000
GOEDKEN, JOHN & MARILYN	91,000
GORHAM, FLORIEDA	83,000
GRAND CENTRAL JERSEYS LLC	77,000
GUDEX, TONY	48,000
HEATHERSTONE ENTERPRISES	79,000
HENDEL FARMS	59,000
HESSENIUS, CRAIG	85,000
HIGHWAY DAIRY FARMS LLC	96,000
HODSON-DIRKSEN FARMS LLC	98,000
JUNK, MELANIE M.	67,000
KAISER, TOM & JULIE	83,000
KAUFFMANN, JERRY & STEPHANIE	89,000
KAUFFMANN, RICHARD & LUANN	89,000
KETCHUM, ROBERT C & TERRI A	67,000
KLUESNER, LEO J & JULIE	66,000
KOHOUT, KENNETH J. & ANITA K.	82,000

welcome

**NEW SWISS
VALLEY FARMS
MEMBERS**

JOE KEVIN R. TOWNSEND
Readstown Wis.

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

0-100,000.....	11%
100,001 - 200,000.....	34%
200,001 - 300,000.....	29%
300,001 - 400,000.....	15%
400,001 - 500,000.....	7%
500,001 and above.....	4%



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.

Classified Ad:

For Sale:

5 – dema tron 5ot automatic SURGE takeoffs and claws 27 stall cox.

Call Ron Weber, Masonville, Iowa at 563-920-8546.

KOOPMANN, BRENT	85,000
KOOPMANN, CHAD	85,000
LANDT, NEIL	91,000
LINDSAY, BRIAN	91,000
LISOWE, NICHOLAS C.	71,000
MEIER, BRIAN	63,000
MEIER, MIKE & CHERYL	63,000
MILLER, MERLYN W.	85,000
NUNES, DARYL & PAM	71,000
NUNNIKHOVEN, LYLE	90,000
PAULSEN, MARK N.	67,000
PEARCE, RICHARD J.	52,000
PFISTER, P. SHELDON	25,000
PRIER, DONALD	72,000
REGO, DAVID & LINDA	98,000
REGO, JACOB B.	98,000
SCHAEFER, JEFFREY & SUE	51,000
SCHAEFER, KURT	51,000
SCHMITT, JAMES & LORIE	68,000
SCHUMACHER, PAUL & JENNIFER	89,000
SELKE, WALTER	55,000
SELKE, WILLIAM	55,000
STOEHR, ADELINE V.	85,000
STOEHR, FRANK	85,000
THOMPSON, LARRY & LIANE	85,000
VALLEY VIEW DAIRY INC.	67,000
WIKMAN, JOHN & JUDY	99,000
YODER, LEIGHTON	78,000
ZIEGLER, DENNIS & MARY JO	98,000

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



Post Office Box 4493
Davenport, IA 52808

Address Service Requested

PRSRT STD
U.S. POSTAGE

PAID

Permit No. 141
Davenport, IA

GET IN ON THE FUN!! GET YOUR PHOTOS SUBMITTED FOR THE 2014 SWISS VALLEY CALENDAR CONTEST

Can you believe it!?

It's time to take photos for the Swiss Valley Farms 2014 Calendar Contest! We need photos from all the seasons to make a good calendar. Don't miss out. Get out those cameras and start shooting. Things happen all year long on the dairy.

There's plenty of time. The deadline is Sept. 30th.

Good Luck!!

