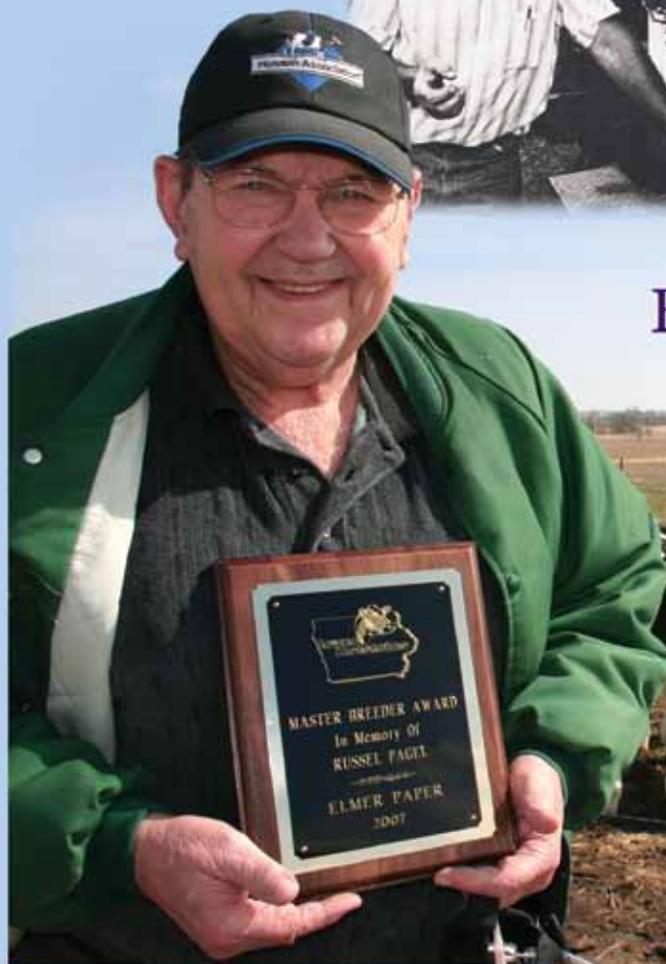


# Dairyman

MAY 2013



Elmer Paper -- 1930 to 2013



***A TRIBUTE TO A CO-OP BUILDER***



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**Cooperative**  
 P.O. Box 4493  
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563.468.6600 FAX 563.468.6616  
 www.swissvalley.com

**Nancy Feeney**  
 Editor/ Member Relations Mgr.

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# Hauling Rates Must Be Fair

*by Don Boelens*



**CEO Don Boelens**

Everyone wants to be treated fairly. It's as simple as that. But sometimes, achieving "fair" for everyone takes extra effort and insight.

Right now, the co-op's Procurement Division is taking a long, hard look at its milk hauler pay and trying to figure out what would be fair and consistent for all involved there. An analysis recently made by **Dairy.com** at our request indicates there are significant differences in how our haulers are paid, with some receiving dramatically more than others for similar activities, while some haulers remain underpaid. This situation must be corrected and fairness achieved for all our milk haulers.

Looking back, Swiss Valley's current hauling program was implemented in the mid-90's, designed by a dairy economist. The hauling system basically paid each hauler based on the distance the farm was from the production plant.

Since that time, much has changed in the dairy industry. The average size of a dairy farm more than doubled. There are fewer pickups per load reducing the time needed to assemble a load of milk. Milk haulers have increased the size of their trucks by 50% meaning less trips to a plant. One glaring change felt by all Americans is the fuel cost going up over 300%. In the meantime, technology has improved the tools used to accurately measure and analyze hauling costs.

new hauling compensation program, we will be sitting down with our individual haulers to go over this analysis and get their input on what changes they think should be made. We want to engage haulers in the design of the new program and ensure its validation. We will also be talking to our members and field representatives to get a variety of opinions from people who deal with the situation every day.

Our main objective in this process will be to assess hauler pay consistency, achieve fairness in that compensation and maintain competitiveness for your co-op in how we pay our haulers. We will attempt to identify over-paid as well as under-paid hauling situations and have a fair and consistent pay program. We want to create improvements that will ensure two things: that Swiss Valley Farms has a competitive hauling rate as well as

As the co-op moves toward a (ARTICLE CONTINUES ON PG. 11)

# KOREAN BUYERS TOUR LUANA PLANT

In late April, a group of South Korean dairy product buyers travelled half way around the world and stopped off in Luana, Iowa to tour the co-op's cheese plant. Colin Rowe, Luana plant manager, and Shawn Presher, production manager, were on hand to welcome the travelers and answer their questions. Peter Park of Delifood Co., LTD from Seoul, was the leader of the tour group. Park is Swiss Valley's agent for locating customers in South Korea. All but one of the Koreans were current customers for Swiss Valley dairy products, mainly the award-winning cream cheese. One visitor was a potential customer.

Jeff Saforek, VP/GM of Dairy Ingredients and Export, and Bob

(ARTICLE CONTINUES ON PG. 13)



**Above:** The visitors walk through the canyon-like Swiss cheese warehouse inside the plant.



**Above, right:** The Korean customers and Swiss Valley tour guides pose by a milk tanker at the Luana cheese plant.

**Far right:** Bob Livingston answers a labeling question on a cream cheese package for Natasha Kwak, assistant manager of Delifood Co., LTD.

**Right:** No plant tour would be complete without a hefty sampling of cheeses.



# Longtime Co-op Leader Passes

## ON THE COVER:

Shifting through a well-worn manila folder labeled “Board Directories – 1959 – Forward,” Elmer Paper’s name first appears on a yellowed piece of paper under the heading, “Mississippi Valley Milk Producers Association, Inc.” “Officers and Directors - Year ended 9/30/63.” Flipping through more pages, Elmer’s name continues to appear on these Board lists for the next 28 years. In 1971, his name moves to the top of the list, under “President.” It would stay there for the next 20 years, setting an amazing record.

Elmer Paper of Stockton, Iowa passed away March 28 at the age of 83. You can cover a great deal of territory while looking back over his career on his dairy, Hy-Seen Holsteins, and with the Iowa Holstein Assn. as well as his involvement with Swiss Valley Farms, first known as Mississippi Valley Milk Producers Assn. (MVMPA) before it was renamed in 1981.

As a young dairy producer, Elmer was a member of both the co-ops -- Illinois-Iowa Milk Producers and Quality Milk Association -- that eventually merged in 1958 to form MVMPA.

Well respected in the Iowa Holstein Association, Elmer received its Distinguished Service Award in 2000 and the 2007 Master Breeder Award. In 1985, he was honored as an Iowa Master Farmer by Wallace’s Farmer.

One of Elmer’s proudest moments was seeing Hy-Seen Holsteins win both the Premier Breeder and Premier Exhibitor banner at the 1992 Iowa State Holstein Show.

The best tribute that can be paid to anyone is the praise of friends and co-workers. Swiss Valley Farms former CEO Carl Zurborg, as well as two Board members who worked with Elmer, had some insightful reflections to share about their good friend.

Former co-op Board president Gerald Bratland, Spring Grove, Minn. served on the co-op Board for 14 years with Elmer. Gerald was Board secretary when Elmer was president and he succeeded him as president when Elmer retired in 1992.

“We took a lot of trips together and did a lot of growing of Swiss Valley together, what with merging with



**Elmer Paper**

(ARTICLE CONTINUES ON PG. 6)

## Through the years . . .

**On opposite page, top:** Elmer as a newly elected director, 1963. **Top right:** presenting the 1969 Outstanding YC Couple award to Joanne and Bill McFadden, Apple River, Ill.

**Second row, left:** Gerald Bratland, Spring Grove, Minn., sits on Elmer’s right in this 1983 Board photo. Also in the photo are, from left, fellow Board members Marvin Schlitzer, Dubuque, Iowa; Fred Wessels, Earlville, Iowa; Arnold Peterson, Davenport, Iowa; Charles Kessler, Mt. Carroll, Ill. and Tom Dinsdale, Traer, Iowa.

**Same row, right:** Posing in the early 1980’s with good friend and Board member Arnold Peterson, Davenport, Iowa.

**Bottom row, left:** At the NMPF Cheese Contest awards table with Charles Kessler, left, and now retired CEO Carl Zurborg. **Center photo:** Elmer in his 1974 Board photo. **Bottom right:** Elmer and wife Loretta feted at their last district meeting in December 1991, before he retired from the co-op Board.

**Across the bottom:** Elmer shared memories on film for a video shown at Swiss Valley’s 50th Anniversary celebration in 2008.

“The protein portion of milk has a proven economic value and we are going to pay members for it.”

Elmer Paper — 1973



“I started **milking cows** by hand when I was **seven years old** and I can still hear my dad say, ‘**If you can milk her at night, you can milk her in the morning.**’”

- *Elmer Paper* (during a 2008 interview for Swiss Valley’s 50th Anniversary celebration)

other cooperatives,” Gerald says. “I had about as much respect for Elmer Paper as anyone I’ve ever known. He was a great mentor. He was all about supplying fairness at a board meeting. He lived the part of a successful dairyman and he was well respected and well known throughout the United States as a cattle breeder.

“As a Holstein breeder, Elmer was a protein promoter. He knew to promote milk as a source of protein was the right thing to do for the dairy industry and for consumers.”

Board member G. Joe Lyon, Toledo, Iowa, served with Elmer from 1989 until Elmer’s retirement in ‘92.

“Elmer Paper’s leadership ability was a big factor in the success of Swiss Valley. His dedication was second to none. What you saw was what you got. Gifted with a lot of common sense and a strong work ethic, integrity was another virtue that served Elmer well. First as a Board member, then as president, Elmer always put Swiss Valley first. He loved his cows and his family and did a good job with both of these projects.”

Retired Swiss Valley Farms CEO Carl Zurborg worked with Elmer for his entire time on the Board.

“The passing of Elmer Paper enables us to pause and reflect on the life and qualifications of that sound cooperative leader. His service to Swiss Valley Farms certainly illustrates some of the best of his leadership qualities.

“First, he was duly elected by the members of his district who knew him well. They were confident of his integrity and willingness to serve, because he had proven this by his achievements as a 4-H leader, in DHIA work and in his breed association. Upon his election, Elmer took an immediate interest in the business affairs of the cooperative. He attended local, state and national meetings to gain knowledge about dairy marketing. He was a “quick

learner” and shared his knowledge with his fellow directors and management. He was soon elected Board president, and retained that office for 20 years.”

“When consideration of component pricing of milk came into dairy marketing orders, Swiss Valley was already paying members premiums for protein, along with quality incentives. Elmer had seen first-hand at our co-op cheese plants how higher protein levels in the milk added to the yields of cheese to the benefit of all members. Numerous hearings eventually convinced the dairy industry and component pricing became a part of federal orders basic pricing mechanisms. History has shown it to be a good change from the past.

“During the period of our greatest growth, we were fortunate to have Elmer at the helm of the cooperative. He was able to analyze an acquisition, or merger, and to evaluate if it would be in the best long-term interests of our members. If it passed that test, it had his stamp of approval to move ahead.

“Elmer and his wife, Loretta, worked together as a team from the time that they were married in 1951 until she unexpectedly passed on in 1999. They raised a family of six children, all of whom developed good work ethics from their parents. In addition to that, they were mentors to many young dairy persons over the years, helping them to learn about fitting and showing dairy cattle, as well as sharing knowledge about cooperative marketing of milk. Their contributions will be remembered far into the future.”



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# Meet the 3rd Round of At-Large Candidates



**Keith Blake**  
*Davenport, Iowa*

**Wife** – Colette  
**Daughter** – Caroline, 19

Keith began dairying with his parents, Kris and Delores Blake, and brothers Roger and Randy in the family corporation, KrisDel Farms. Thirty-five years later, he and Roger run the 190-cow dairy on 750 acres on the north side of Davenport, Iowa.

Keith is a graduate of Hawkeye Institute of Technology with a degree in Farm Management. He has served as a Swiss Valley Farms District Representative for 12 years and is a member of the Scott County Farm Bureau. He and Colette were active YC'ers for many years and are past winners of the Swiss Valley Farms Outstanding Young Cooperator contest and served as vice chair couple on the national Y.C. Advisory Board.



**Jeff Berg**  
*LaCrosse, Wis.*

**Wife** – Johanna  
**Children** – Carlie, 22; Britany, 20; Aaron, 18, and Macey, 17

Jeff started dairying on the home farm right out of high school with his parents, Ernest and Helen. Today, he milks 60 Holsteins in a robotic parlor on his 160-acre farm south of LaCrosse, Wis. He gets lots of help from his entire family. "They help me with everything," Jeff says. "Milking, feeding calves, tractor driving and running errands."

At the 2010 winter district meetings, Jeff was elected as the new director for District 16. Following a consolidation and remapping of the district boundaries by the Board in 2011, Jeff shares the director responsibilities in District 3 with Loyde Beers of Eastman, Wis.

**N**ominations for the third and final At-Large Director position were taken at the March Swiss Valley Farms District Rep meeting. On these pages are photos and brief overviews of the two co-op members who were nominated. This summer, the Board will submit questions to these candidates and their answers will be published in the November issue of the **Dairyman**.

Co-op members will cast their votes for this At-Large Director position at their 2013 district meeting in December. Results of the election will be tabulated at the next Board meeting after the last District meeting is held and then announced to the membership.

## *Wisconsin Recognizes Members for Consistent Milk Quality*

Swiss Valley Farms Blue cheese plant in Mindoro, Wis. received a letter from Ben Brancel, secretary of the Department of Agriculture, Trade and Consumer Protection in Wisconsin. "Over the last few years, this department recognized a number of milk producers for Outstanding Milk Quality and Commendable Farm Conditions," Brancel said. "This year, we are presenting Achievement Awards to those producers who have maintained outstanding milk quality and commendable farm conditions for more than three years."

### **These co-op members received commendations for their milk quality achievements.**

James J Mueller  
Jerry Opprieht  
Thomas & Julie Kaiser  
Jean Bailey, Mike Bailey  
& Floreida Gorham  
Paul & Lori Adams  
Doug Adams  
Valley View Dairy Inc.  
James, William & Terry  
Schwantes  
Steven & Sherry Vlasak  
Evergreen Ridge Dairy LLC  
Jon Dee Acres LLC  
Mike & Cheryl Meier  
Randy Dreier  
Larry Hall  
Kenneth & Anita Kohout  
Dustin J. Payne  
Gerald E Breitsprecker  
Chad Breuckman  
Runde Pleasant View  
Dairy Farm LLC

Douglas E Krueger  
Cheryl L Martin  
Thomas & Joan Oberhaus  
Pluemer Farms LLC  
David & Linda Rego  
HD Farms LLC  
Sauer Dairy Farm LLC  
Christa L Jenson  
Richard & Kim Veech  
Jeffrey G Schaefer  
Haag Dairy LLC  
Z & Z Farms LLC  
Richard & Jolene Schulz  
Ronald & Mary Baus  
David A Williams  
Benjamin E Brunken  
Roger Kaufman  
D & J Dairy Inc  
Greg & Tina Kanable  
Deanna Barth  
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# “This Amazing Individual”

by Molly Schmitt  
student intern



Molly Schmitt proudly stands with her favorite milk hauler Lowell Corlett, who has picked up her family's milk since she was a baby.

I recently caught up with Lowell Corlett who has been my family's milk hauler for 17 years. I remember this amazing individual as the milkman who brought me suckers everyday and always gave my dogs treats on Christmas.

Lowell grew up on a dairy farm near Castalia, Iowa. He has two children, Michael, who lives in Ankeny, and Sarah, who lives with her husband, Sean, in Chicago. Lowell has been hauling milk for Swiss Valley Farms since 1971. Since he started 42 years ago, he has gone through eight milk trucks. He said he has never been in an accident but was pretty lucky a few times. He puts about 60,000 miles on his truck every year.

When asked what the biggest change has been since he started hauling, he explained there are far less stops and larger farms. He started out with 33 farms on his route and now only visits eight. The most milk he has ever picked up in a day was about 100,000 pounds.

Lowell said the best part of his job is being able to watch all the kids on the farms grow up. He enjoys watching and visiting with them and, to this day, he still

gives out suckers. He said the worst part of his job is ice storms that result in poor road conditions.

Lowell's relief milk hauler is Travis Flak, and he usually does the route on weekends. He said that Travis is simply "tremendous." Travis is always willing to drive the route if he needs a day off, and he would not be able to do it without him. Lowell also has a long list of hobbies he does when he is not on the job. He loves to spend his time golfing, fishing, and watching sports. He has been a volunteer fire fighter and still helps out with several fire department events including their pancake breakfast.

When asked about his plans for retirement, Lowell replied, "I think about it every day, but I just haven't decided yet." On a personal note, I would like to thank Lowell for his dedication to the industry and for all the suckers as a child. He is an amazing individual and friend.

*(Molly Schmitt is a Swiss Valley Farms members and a senior at North Fayette High School. She is considering studying ag communications in college.)*

## Dairy's Role in Domestic Food Security

“Good” things are happening this May. Prominent dairy industry organizations are taking a proactive role in combating hunger, on both a domestic and on a global scale. *“Dairy Good - Where Good Comes From,”* a platform developed by the Innovation Center for U.S. Dairy, was launched to get the message out about the many benefits of dairy and ways the industry contributes to Healthy People, Healthy Communities and a Healthy Planet.

It is under this platform that the Innovation Center will be engaging in a discussion about hunger and poverty as a presenting sponsor at the Chicago Council on Global Affairs event on May 21st in Washington D.C. This event, titled *“Global Agriculture & Food Security: Capitalizing on the Power of Science, Trade and Business to End Hunger & Poverty,”* will feature talks and video presentations on the topic and will also include digital and social engagement.

This event sets the stage for the *Washington Post*

*Live* and *Slate's* event on May 22nd, which will address hunger in America. Its working title, **“The Future of Food: Building a Sustainable Food System,”** will bring together industry thought leaders and action consumers to engage in panel discussions regarding the innovations and technologies needed for sustainable food production and the impact retailers and manufacturers have on the process. The National Dairy Council is a host of this event and several dairy industry leaders are expected to be in attendance.

You can get a front-row seat to the May 22nd event by watching it on live stream through [www.washingtonpostlive.com](http://www.washingtonpostlive.com). The event will start at 8:30 AM EST and will end at 11:00 AM EST. You can also be a part of the conversation by using **#thinkfood** on **Twitter**, or follow posts from Dairy Good on **Facebook** at [www.facebook.com/DairyGood](http://www.facebook.com/DairyGood). Be sure to visit [www.dairygood.org](http://www.dairygood.org) for more information before and after these events and throughout the year!

## Minnesota Water Usage Fees on the Rise

Governor Mark Dayton recently proposed a new funding structure for big water users in Minnesota that the Cooperative Network reports will adversely affect many dairy processing cooperatives. Under Dayton's new plan the water consumption rates on homeowners would increase about a dollar per year, while dairy processors would see costs rise much more dramatically. For industries like dairy processors that use more than 1 million gallons annually, the water usage fee would increase from 0.00075 of a penny per gallon to 0.0015 of a penny per gallon or double the cost.

“The DNR indicated that some parts of the state are

using an inordinate amount of groundwater and depleting local aquifers,” says David Ward, Cooperative Network, Director of Government Relations & Dairy. “The DNR has indicated it will use the additional revenue to map and measure groundwater supplies, as well as modernizing the permitting system.”

Cooperative Network and others have been working with legislators from rural Minnesota and have been successful in convincing the Minnesota House to slightly reduce the increases. Ward says the Cooperative Network vows to continue working to further reduce the increases or eliminate them altogether.

## Hauling Rate

*Cont. from Pg. 2*

long-term hauler viability. We want to make changes to align hauler pay with the costs they incur and make sure all our haulers get a fair return for their hard labors.

Our haulers are a vital piece of our business and they do a tremendous job of ensuring that your milk gets to market. Like our dairy producers, milk haulers work seven days a week in all kinds of weather. They all deserve

to make a fair profit for their labors and continue to be there for the dairy producers.

As always, I will keep you updated on the progress of this endeavor.

# You'll Never Get the Dairy Out of Emily!

*by Nancy Feeney*

**H**ow many girls do you know who would be thrilled to receive a stainless steel stanchion pipeline system for their sweet sixteen birthday gift?

Emily Parker is just that girl. In fact, after speaking with her for only a few minutes, it became obvious that there isn't much about dairying that doesn't thrill her. One of the two winners of the 2013 Swiss Valley Outstanding YC Contest, this 26-year-old says she has been working in the dairy with her dad Peter "forever."

"I can't remember when I first milked a cow," Emily says. "I've always wanted to be just like my dad."

The father-daughter team milk 100 Holsteins and Brown Swiss on their dairy outside of Janesville, Wis. "Seventy of the cows are mine," she says. "Dad's favorites are all the Brown Swiss."

One of the reasons the pipeline gift was such a thrill

to young Emily no doubt stems from how the milking had previously been done. "We used a 3-bucket transfer system for years," Emily says.

A 2009 Dairy Science graduate from the University of Wisconsin in Platteville, Emily has big ideas concerning her role in the dairy industry. She is well on her way to achieving them, too.

Last August, Emily bought her own 10.8 acre-farm just a couple of miles down the road from the home place. The farm had sadly succumbed to years of neglect and disrepair, but Emily saw its good bones. The property came with an old house, a garage, dairy barn, machine shed, corn crib and two silos. Emily immediately jumped into a massive renovation project, kicked off by having every building roofed with copper-colored metal – a big investment but one that should withstand decades of hail and wind storms. A massive property cleanup followed



Emily Parker is living her dream on the dairy farm.

where scores of dumpsters were filled with trash and hauled away. Now, she is well into rehabbing the small, 2-story home, which she is taking down to the studs, rewiring and replumbing. While she gets some help from her dad and mother Linda and some of her dairy friends, it still seems a Herculean task for this young woman. But Emily has a plan.

“In ten years, I hopefully will be milking at my own place and purchasing more land to become self-sustaining,” she says. “I also would like to continue building my registered herd.” She currently only has about a dozen registered cows. “I would like to work on my genetics.”

If all this rehabbing on her farm and tending a milking herd on her dad’s place wasn’t enough, Emily began participating in Swiss Valley’s YC program in 2010. As if she still needed more to do, Emily pursues an activity that is dear to her heart and has its roots in her high school days.

While in her teens, Emily’s friends would come out to the Parker farm to learn how to “show” a cow at the fair. An active member of the Janesville-Parker FFA and Rock 4-H, Emily loved to work with the cows and take them

to local fairs. It was natural for her to share this passion with her friends. For years now, Emily and her parents continue to welcome local high school students to their farm in the spring and summer to learn about dairying and cow care. Most of them have never been on a farm before, let alone around cows. These teens learn how to wash, clip and brush cows. They pick out a calf and learn how to walk it around a show ring at the Rock County Fair. Her young nieces belong to Badger 4-H and she helps them with their calves. “These kids get so attached to these cows,” Emily says. She helped her 9-year-old niece show a calf in the Little Britches Show. “She was afraid that after the show, she would have to sell the cow for slaughter,” Emily recalls. “She cried her eyes out until I convinced her that wouldn’t happen!”

By winning the 2013 Swiss Valley Outstanding YC Contest, Emily has added yet another activity to her already overflowing plate. She will be travelling to Phoenix, Ariz. this fall to represent her co-op at the National Milk Producers Federation’s annual Dairy Summit and YC Program. After this, she will be joining the Swiss Valley YC Steering Committee and lending a hand at planning and running the co-op’s two-day YC conference. Congratulations, Emily, on your new YC position.

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## Korean Visitors \_\_\_\_\_ *Cont. from Pg. 3*

Livingston, a sales consultant for Swiss Valley, were also there to meet the customers and assist with the plant tour. Swiss Valley Farms currently exports 70% of its cream cheese production, with most of it going to Korea and Saudi Arabia. “If we could produce more of this wonderful cream cheese, we could sell it abroad as well,” Livingston says. “They love our cream cheese, which is made from sweet cream, and they love our high-quality whey powder, which is a by-product of the Swiss cheese making.”

This is not the first time that foreign customers have stopped by to take a look at the Luana cheese plant. In the past two years, other Korean customers have visited as well as buyers from Mexico, Japan and China. In the past few years, Swiss Valley Farms has ramped up its exports, creating a new profit center for the cooperative.

# FIELD PERSONNEL & STATS

## Field Department & Procurement Division Directory

### Chris Hoeger *VP, Procurement*

Eldridge, IA 52748

Office 563.468.6628  
Mobile 563.340.7943

### Nancy Feeney *Member Relations*

3855 Manchester Dr • Bettendorf, IA 52722

Office 563.468.6640  
Mobile 563.320.4815

### Tim Genthe *Lab & Safety Manager*

803 S. School St. • Cuba City, WI 53807

Office 563.583.7669  
Home 608.744.3515

### Jesse Chandlee *Raw Milk Sales*

136 East 6th St. • Coal Valley, IL 61240

Office 563.468.6668  
Mobile 563.663.1445

### Ron Brenner *Field Supervisor*

1817 Loomis St. • LaCrosse, WI 54603

Mobile 563.663.1573  
Office 608.781.5324

### Thomas Tegeler *Field Supervisor*

1320 1<sup>1/2</sup> St. SW • Dyersville, IA 52040

Office 563.583.7669  
Home 563.875.2059

### Randy Heisel

259 E. Lakeview Dr. • LaFarge, WI 54639

Home 608.625.2045  
Mobile 608.386.6681

### Mike Howald

7105 N. Freeport Rd. • Forreton, IL 61030

Office 815.938.2651  
Mobile 563.599.2397

### Kara Koopmann

6142 Roller Coaster Rd. • Epworth, IA 52045

Plant 563.583.7669  
Home 563.876.3900

### Roger Lenius

319 9th St. • Waverly, IA 50677

Office 319.352.5463  
Home 319.352.5015

### Ken Ley

225 S. Clifton • Livingston, WI 53554

Mobile 608.732.8361  
Home 608.943.6240

### Lynne Melchert

117 Culver Rd. NE • Hopkinton, IA 52237

Mobile 563.599.2394  
Home 563.926.2794

### Jim Schmitz

304 Dale Dr. • Montfort, WI 53569

Office 608.943.1172  
Mobile 563.599.2400

### Cheryl Zablocki-Wagner

W 1919 Hofa Park Dr. • Seymour, WI 54165

Office 920.822.2933  
Mobile 563.663.1306

### Bob Zielsdorf

309 North St. • Sparta, WI 54656

Mobile 563.599.2399  
Home 608.269.5452  
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During the Month of March, these Swiss Valley Farms Members averaged below 100,000 for their Somatic Cell count.

ALDINGER, ROGER	69,000
BAILEY, MICHAEL & JEAN	84,000
BAUS, RON & MARY	83,000
BEACHY, NORMAN	61,000
BENNETT, JOHN & CHARLENE	55,000
BIERSCHENK, CARY & JENNIFER	93,000
BILL & LYNN VANDERHAM DAIRY	66,000
BREUCKMAN, CHAD	60,000
BRIMEYER, DANIEL & DEB	70,000
BRIMEYER, DEREK	70,000
BRIMEYER, THOMAS W.	60,000
BRINCKS, DON I.	90,000
BROCKMEYER, PAUL	78,000
BUSY BEE ACRES, LLC	85,000
D & J DAIRY INC.	93,000
DREIER, RANDY D.	92,000
ELMHORST, MICHAEL & EVANGELINE	71,000
FISCHELS, JEFF J.	82,000
FISCHER, TOM	95,000
FRICKSON, ANDREW M.	56,000
GALLUN, TRACY	84,000
GIBRALTER FARMS LTD	93,000
GIESE, PAUL	82,000
GILBERT, JOHN C.	93,000
GILBERTSON, LARRY	92,000
GORHAM, FLORIEDA	84,000
GRAND CENTRAL JERSEYS LLC	88,000
GUDEX, TONY	41,000
HEATHERSTONE ENTERPRISES	81,000
HENDEL FARMS	67,000
HESSENIUS, CRAIG	87,000
HIGHWAY DAIRY FARMS LLC	99,000
HOFA PARK DAIRY FARM LLC	76,000
JUNK, MELANIE M.	92,000
KETCHUM, ROBERT C & TERRI A	66,000
KLUESNER, LEO J & JULIE	74,000
KOHOUT, KENNETH J. & ANITA K.	75,000
KOOPMANN, BRENT	79,000
KOOPMANN, CHAD	79,000
LINDSAY, BRIAN	87,000
LISOWE, NICHOLAS C.	83,000
MAIER, EUGENE H.	99,000
MAIER, JULIE K.	99,000
MEIER, BRIAN	61,000

welcome

**NEW SWISS VALLEY FARMS MEMBERS**

**KENT & KEITH BAUER  
Faribault, Minn.**

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

Farms	
0-100,000.....	10%
100,001 - 200,000.....	35%
200,001 - 300,000.....	28%
300,001 - 400,000.....	16%
400,001 - 500,000.....	8%
500,001 and above.....	3%



## *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](http://www.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](mailto: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.

### *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.

MEIER, MIKE & CHERYL	61,000
MILLER, MERLYN W.	95,000
MOHLMANN, LOUIS R.	94,000
PATTISON, LEE & SARA	99,000
PEARCE, RICHARD J.	72,000
PFISTER, P. SHELDON	28,000
PRIER, DONALD	76,000
SCHAEFER, JEFFREY & SUE	55,000
SCHAEFER, KURT	55,000
SCHMITT, JAMES & LORIE	91,000
SCHUMACHER, PAUL & JENNIFER	77,000
SELKE, WALTER	49,000
SELKE, WILLIAM	49,000
STAUFFER, TITUS	81,000
STOEHR, ADELINE V.	74,000
STOEHR, FRANK	74,000
SULLIVAN, PATRICK J.	98,000
TRANEL, DAN J.	74,000
TROYER, MERLIN	85,000
VALLEY VIEW DAIRY INC.	76,000
YODER, LEIGHTON	78,000
ZIEGLER, DENNIS & MARY JO	97,000

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## **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!!*

