

# Dairyman

AUGUST 2013



**YC WINNERS ARE BUSY  
ON AND OFF THE FARM**



# SVF Financial Update

by Don Boelens

Published Monthly by:  
**Swiss Valley Farms**  
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Over the past few months, rumors of Swiss Valley's impending doom have been surfacing in our membership area. I want to squelch those rumors right here and now. Swiss Valley Farms is not going bankrupt and here's why.

At three-quarters of the way through this current fiscal year, this co-op is in the black. While we have not yet hit the goals set at the end of the last fiscal year, I think an over \$12 million difference in profitability in one nine-month period is outstanding.

Even more important, Swiss Valley's balance sheet is very healthy and we are exceeding our bank's covenants. For instance, our adjusted long-term debt to net worth is more than 50% below our bank's maximum limit. This testifies to the co-op's financial strength.

The Board and Management Team also feel we have many positive things happening within the co-op and we are definitely headed in the right direction. The co-op continues to reduce overhead and increase efficiencies in all its departments. Our cheese plants are gaining new customers and are running fuller than they did last year. Our cheeses are of the highest quality and continue to be recognized throughout the industry for their excellence.

We have not been stagnant this past year. Our export initiatives have increased this year. Swiss Valley set a record for its cheese and whey exports in the past year and we intend to set a new record over the course of the coming year. The co-op continues to improve its manufacturing facilities, seek out new and profitable markets for



**CEO Don Boelens**

your milk and create innovations to further the progress and efficiencies of Swiss Valley Farms. Some of these innovations have been outlined in recent issues of the *Dairyman*, including this issue.

I realize that you, the members, are still adjusting to the Procurement Division's recent overhaul of our hauling and premium programs. While these changes were concerning to many of you, they do create more efficiency for the co-op and are also in line with recent changes in the dairy markets across the country. There currently is enough milk on the market in the U.S. that dairy buyers simply refuse to pay extra premiums for quality milk. It is now the expectation that all milk is quality, or they will not buy it at all.

Finally, one really important point is this. Swiss Valley Farms continues to pay a competitive pay price for your milk and plans to remain a strong market for its members for years to come.

## 'Jeffs' Select' Wins 2013 soft™ Award

Jeffs' Select Gouda from Caves of Faribault has won the 2013 soft™ Award for Outstanding Cheese or Dairy Product from the Specialty Food Association.

A soft™ is the top honor in the \$86 billion specialty food industry and stands for Specialty Outstanding Food Innovation.

Jeffs' Select was one of 125 Finalists selected by a national panel of specialty food professionals from a record-setting 2,573 entries across 32 Awards categories including Outstanding Chocolate, Confection and Snack Food. Winners were announced July 1, 2013, by internationally-acclaimed Chef Marcus Samuelsson at a red-carpet ceremony at the Summer Fancy Food Show in New York.

"On behalf of the affinage team and management at Caves of Faribault we are delighted to accept this award," notes Jeff Jirik, VP/GM of Natural Cheese for Swiss Valley Farms. "It's truly an honor for a great American cheese."

Jeffs' Select is the result of a collaborative effort between Jirik and long-time friend Wisconsin Master Cheesemaker Jeff Wideman. It is Wideman who makes the cheese, which is then sent to Faribault for aging. Unlike typical Goudas aged in cold temperatures, this American original is aged in the warm and humid environment of the caves. The result is a full-bodied flavor with a classic European nuttiness and a hint of caramel. Its annatto-rubbed rind gives it its vibrant orange color.

The soft™ Awards are open to members of the Specialty Food Association, a not-for-profit trade association established in 1952 for food artisans, importers and entrepreneurs with more than 3,000 members in the U.S. and abroad. For more information on the association and its Fancy Food Shows, go to [www.specialtyfood.com](http://www.specialtyfood.com). Learn more about the 2013 soft™ Awards at [specialtyfood.com/soft](http://specialtyfood.com/soft).

"With the most entries ever, the winners should be especially proud," says Specialty Food Association President Ann Daw. "Their foods and beverages are wonderful examples of the craft, care and joy specialty food makers bring to their work."



# Luana's R&D Center is Cutting Edge

*by Nancy Feeney*

Contrary to popular belief, smaller is sometimes better -- especially when it comes to tweaking a cheese formula. At least that's the opinion of Fernando Vaquero, Assistant Luana Plant Manager and Rod Kregel, Production Specialist; two co-op employees who are in charge of the most recent addition to Swiss Valley's Luana, Iowa cheese plant – the Research and Development Center. It is their hope that this new, small-scaled development will lead to some huge gains for Luana.

Over the last two years, a Luana-based, cross-functional Cheese Quality Team has been working on various factors that impact the quality of cheese to meet or exceed our

customers' requirements. According to Colin Rowe, Luana Plant Manager, "As the Quality Team became more knowledgeable, it became evident that a specialized method was needed to enable us to mimic our normal production without risking large volumes of milk or cheese."

The development of this R&D center was begun last fall and cheese has been made there one block at a time, twice a week since April. Housed in a second-story room in this huge cheese plant, this center looks exactly like what it is -- a dramatically scaled-down version of the massive cheese making process located one floor below. "We needed to simulate our large-scale cheese making operation into



*“We can work closely with **current** and **potential customers** to make **cheese** exactly the way they **want it.**”*

a smaller venue,” Rod says. “We can now experiment and tweak a cheese formula without wasting vast amounts of milk.”

There is only one small make vat and it holds 2,500 pounds of milk instead of the 40,000 pounds used in the regular vats. Once the cheese is set in the make vat and cut into curds by the sharp blades on the spinning harps, it is transferred to a stainless steel bell-mold filling system and dropped down into a single 200-pound white plastic cheese mold. The curds are slowly pressed, liquid whey is drained and the block is sent to the curing room.

This is a much smaller version of what happens in the seven 40,000-pound stainless steel vats on the other side of the plant, where 32 blocks of Swiss cheese, each weighing 108 pounds, are produced per vat.

The value of this R&D center lies in the possibilities it offers Swiss Valley for testing new cheese formulas for the Luana plant and its customers as well as tweaking and troubleshooting our regular formulas.

Besides saving on milk usage, employee time and warehouse storage space, there are several other benefits

to making cheese in such a small batch, according to Rod. “When we tweak a formula, we often aim for one certain target.” Possible targets could be: moisture, salt or fat content, a specific flavor profile, mouth feel or eye formation.

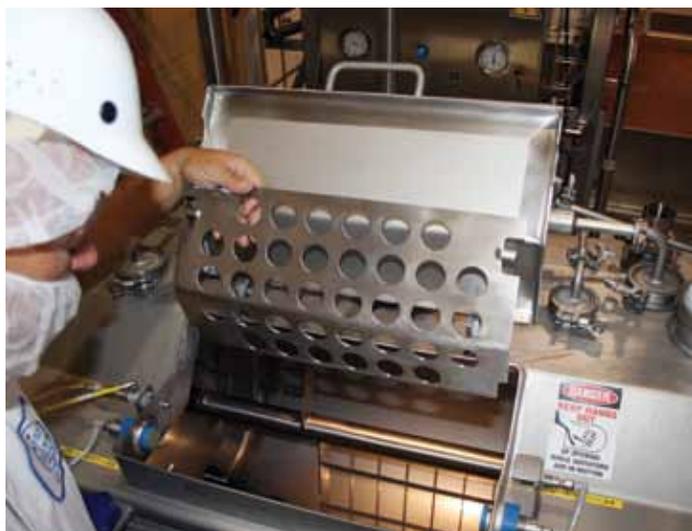
“We run trials for vendors/customers using their cultures and their formulas,” Rod says. The vendors/customers then evaluate the results in 60 days, the aging time for Swiss cheese. “We can work closely with current and potential customers to make cheese exactly the way they want it,” Rod says. After two successful trials, the cheese formula can be used in the large vats for full production.

Fernando and Rod set the schedule and line up what cheeses will be made in the R&D center. They also establish the research priorities.

“Most of our recent research has been focused on producing a reduced-fat Swiss cheese with an exciting flavor profile,” Rod says. “This is a hot button for the cheese industry and we have customers definitely interested in buying it.” He explained that a reduced-fat cheese has 25% less fat than the full-fat cheese. A low-fat cheese is classified as having

(ARTICLE CONTINUES ON NEXT PAGE)

**The photo on the opposite page** shows the layout of Luana’s R&D center. Rod Kregel lifts the lid on the 200-lb. plastic cheese mold. **Below left**, a look inside the small make vat shows the sharp cheese knives that cut the set cheese into curds. **Below right**, Rod rotates the mold to allow the 200-lb. block of cheese in it to move slightly to prevent it from sticking.



# R&D Center

Cont. from Page 5

30% less fat. “Low-fat will be the next goal,” Rod says.

After sampling some of the finished product from this reduced-fat Swiss cheese research, I would have to say the Luana team is on to a good thing! Rod says they can take this new formula to the big vats to produce an excellent reduced-fat Swiss cheese and create a new product line for the co-op.

They have used this R&D center to experiment with making Havarti as well as reduced-fat Baby Swiss. Both of these cheeses mature in 30 days.

“The installation and operation of this R&D center has generated a lot of interest from customers, which has raised our presence in the marketplace while continuing Swiss Valley’s history of innovative manufacturing practices,” Colin

says. “This center is allowing us to explore the opportunity to manufacture alternative cheese varieties that fit the brine-type manufacturing process we have in Luana, while at the same time working towards positioning ourselves to be able to make cheese that is targeted to the specific needs of our customers.”

Colin says it is a side benefit that the R&D center provides a valuable training process as the co-op develops its next generation of skilled cheese makers. “This allows them to be able to get hands on experience in a manageable environment.”

All of this looks like a “win-win” for Swiss Valley Farms.



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## Keeping it “REAL”



Can you remember back several decades ago when some food manufacturers began using imitation cheese on their frozen pizzas? Shoppers had to read the fine print in the ingredients listing on the back to see which pizzas contained real or imitation cheese.

Then something called the Real® Seal was invented to help shoppers see at a glance that only real cheese was used on the pizza they were buying. Shopping suddenly got a whole lot easier!

Since 1977, the REAL® Seal has been used by food manufacturers to differentiate real dairy products made from U.S. cow's milk from those using imitations or substitutes. Sad to say, there are even more “fake” dairy products in the market today, things like ‘milk’ made from soy and almonds and ‘ice cream’ and ‘yogurt’ made from soy. Clearly, the REAL®

Seal is even more important for today's consumers.

Over the years, the REAL® Seal has remained one of the most highly trusted symbols for high value dairy goods, a quick and easy way for shoppers to know at a glance that only real U.S. dairy products are in the foods they buy for their families.

This past spring, NMPF assumed the management of the REAL® Seal. They recently revamped its homepage -- [realseal.com](http://realseal.com), which is now much more consumer-focused. The new website contains more content to educate consumers about why they should look for the REAL® Seal on the foods they buy, while continuing to provide information for those companies using the REAL® Seal to enhance their product marketing.

NMPF is now using social media, and in particular, Facebook, to update the image of the REAL® Seal and to introduce it to a younger generation of consumers.

“At [Facebook.com/RealSealDairy](https://www.facebook.com/RealSealDairy), we're creating a new voice and a visual and animated feel for the REAL® Seal that will engage and cultivate target audiences, particularly moms and heads-of-households consuming dairy products and foods made with dairy,” says Jerry Kozak, CEO of NMPF. “The Facebook page includes interactive updates, multimedia presentations, contests, polls and quizzes.”

About 350 pizza and dairy manufacturers already use the REAL® Seal on more than 10,000 products. NMPF hopes to increase that reach to more manufacturers and products, making the REAL® Seal widespread in food aisles. NMPF hopes to expand the REAL® Seal program to frozen meals and food products made with real cheese, butter or other real dairy ingredients. In addition, restaurants that use approved dairy ingredients will also qualify to use the REAL® Seal logo. The plan is even to include exported dairy products and ingredients, which would carry American Made REAL® Seal logos.



### What's My Name?

Right now, the REAL® Seal website is featuring a campaign to name this new animated logo character. Go to [realseal.com](http://realseal.com) before the contest ends on Aug. 31<sup>st</sup> to suggest a name for the animated REAL® Seal figure. The best three names will be put to a vote on the Facebook page at the end of the summer.

*Let's Salute . . .*

## YC'ERS ANDY & JESSICA SCHMITT



**On the cover and above:** Andy and Jessica Schmitt of Fort Atkinson, Iowa, are 2013 YC Contest winners.

**On the opposite page:** Jessica pours another milk shake for a thirsty fair goer. She and Andy help the Winneshiek County Dairy Promoters take the "Moo Mobile" to local fairs and promotions.

**W**hile the 2013 Outstanding YC Contest winners Andy and Jessica Schmitt were both raised on dairy farms, Jessica proudly claims, "I loved cows first!"

Jessica makes this claim because she has been working with dairy cows since she was 8, helping her parents, Dan and Mary Tekippe, on their farm in Manchester, Iowa. Jessica's love of dairy eventually involved her in local promotions with the Delaware County Dairy Promoters and she served as their county dairy princess. This position led the way to her being crowned the Iowa State Princess for 2007-08.

Jessica attended Iowa State University to study dairy science and then enrolled in Penn State where she earned

her masters in dairy nutrition. She came back to Iowa and got a job as a Tech Specialist for Arm & Hammer Animal Nutrition.

Andy, the son of Peter and Sue Schmitt, grew up on his parent's dairy in Fort Atkinson, Iowa but he was more interested in handling the field work than the cows. He earned an Ag Production degree from NICC in Calmar and applied that knowledge to his parent's farm. He didn't get interested in the cows until Jessica Tekippe came into his life.

A year before they were married, Andy got involved with his family's dairy. His parents were excited and proud when their son expressed interest in their herd of 60 Holsteins and crossbreds. After the wedding, Peter and

## Swiss Valley YC'ers are now on "FACEBOOK"

### Here's How to Get in on the Action!

The Swiss Valley YC'ers now have their own **FACEBOOK** group. It is a site where YC'ers can share information, questions, photos and links, etc. I would love to have all co-op YC'ers join us there.

First off, you must be on **FACEBOOK** in order to join the YC group.

To join, send an e-mail to: [nancy.feeney@swissvalley.com](mailto:nancy.feeney@swissvalley.com). Once I have an e-mail address for you, I can get you into the YC **FACEBOOK** group.

As Swiss Valley YC'ers between the ages of 18 and 45, I'm sure you could contribute hugely to this site with your posts and pick up good

information about the co-op program as well.

Keep up on what the Swiss Valley YC'ers are doing. Get industry news and links to interesting industry videos and news items. See what other YC'ers are doing.

Don't get left behind. Come along for the ride!

Sue turned the dairy over to the young couple.

That was two years ago. Since then, Andy and Jessica have worked hard running the dairy and are proud of their 27,000 rolling herd average.

"My husband is a saint," Jessica says. "He knows I want everything measured out. The feed is measured out by hand in pails and 5-gallon buckets, and then dumped into a TMR mixer since the facilities do not have any form of commodity shed at the current time. Corn silages go into bags and haylage goes into the silo." The couple also uses small square bales of hay in the TMR mix. "We use a conveyor to put 4,000 small bales of hay up in the hay mow," Jessica said.

Keeping an eye toward their future needs, last fall the couple bought a 112-acre farm eight miles down the road. They want to be sure if they eventually expand their herd there will be plenty of room to grow more feed and spread manure.

While working with Andy on the dairy, Jessica continued to work off the farm for Arm & Hammer. She traveled widely doing farm trials across the U.S. and Canada to help

develop new products. This spring, she took the position of Director of Nutrition at Ajinomoto Heartland, and works out of its Chicago office two days a week and from her home the rest of the time.

Jessica and Andy now work together in the Winneshiek County Dairy Promoters and are the business managers of their popular "Moo Mobile," which is stored on their

(ARTICLE CONTINUES ON NEXT PAGE)



# YC Winners Cont. from Pg. 9

farm throughout the year. Andy has the mechanical savvy for keeping the well-travelled little trailer moving along and the shake machines churning out those delicious dairy treats. "Last year, we took it to 40 events and served 20,000 shakes and handed out 17,000 cheese sticks," he says. The events included parades, bank promotions, business open houses and customer appreciation days. Jessica says they served up 10,000 shakes at the Winneshiek County Fair this July.

Last fall at the Swiss Valley Gals meeting in Fredericksburg, Iowa, Jessica met Lynn Bolin, a 2012 Swiss Valley YC Contest winner. Lynne convinced Jessica that she and Andy should try out for the YC contest. Knowing that Andy's parents and brother Ben could

take care of the cows while the young couple is off the farm representing Swiss Valley at the NMPF meetings, the Schmitt's participated in the contest at the Spring YC conference in LaCrosse, Wis. and won.

This means the Schmitt's will join other YC contest winners in representing Swiss Valley Farms at the 2013 NMPF Dairy Summit this fall in Phoenix, Ariz. After they experience how the national YC program is run, they will be traveling to Washington D.C. next June to help plan the 2014 national Dairy Summit YC program, which will be held in Dallas later that year. They will also be joining other young co-op members on the Swiss Valley YC Steering Committee to help plan Swiss Valley's annual young producer spring conference for 2014.

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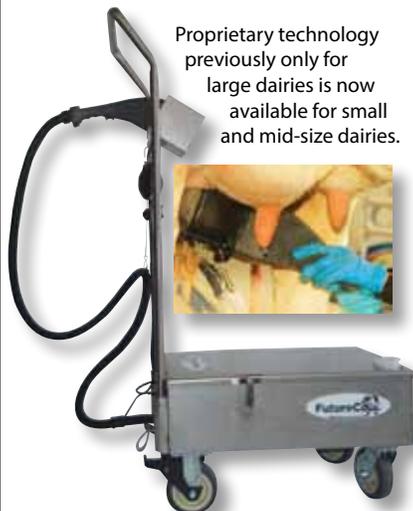
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## GET IN THE CALENDAR PHOTO CONTEST



**Cash prizes  
will be  
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for the  
top three  
photos.**

Have you taken any photos yet for the 2014 Swiss Valley Farms Member Calendar? There is still time to capture that perfect moment before the Sept. 30<sup>th</sup> deadline.

Photo quality and sharp focus are major considerations. A picture may need to be enlarged to 11" by 9" in order to fit on a calendar page. Large file digital photos are the best. E-mail digital files that are 1.5 MB or larger. If you don't have a digital camera, make a 5" by 7" print of your photo and submit that. Only submit photos that you personally have taken. Photos taken by non-member, professional photographers cannot be used.

Fill out the form below and include it with your submission. If you are e-mailing the photo, include all of

**Name of person who took the Photo:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**E-mail address:** \_\_\_\_\_

**Farm Name or Producer #:** \_\_\_\_\_

**Names of people in the photo:** \_\_\_\_\_

**Where was the photo taken:** \_\_\_\_\_

**Who is your Swiss Valley Field Rep?** \_\_\_\_\_

**Signature of Contributor:** \_\_\_\_\_

this information in your e-mail at the time of submitting the photo. Then please mail a signed copy of this form to Nancy Feeney at the address below.

### Important Information:

- All submitted photos become the property of Swiss Valley Farms Cooperative.
- The entry form on this page will serve as a permission slip to use the photo in printed materials and/or for advertising purposes. All entries must provide all of the requested information in order to qualify.
- No images will be returned.
- By signing the official entry form, you understand that the images will not be returned and each photo submitted comes with full and exclusive rights for Swiss Valley Farms Cooperative to print the photo, without credit, in Swiss Valley Farms literature, without further obligation to the photographer or those people who have their person or items in the photo.
- Please submit Landscape/Horizontal photos only, so they will fit on a horizontal calendar page.
- Submit your entries by Sept. 30, 2013 to:

**Swiss Valley Farms Cooperative  
Calendar Photo Contest  
P.O. Box 4493  
Davenport, Iowa 52808**

OR  
E-mail digital  
files to: nancy.  
feeney@  
swissvalley.com



# Argentinian Producers Visit Kunkel Farm

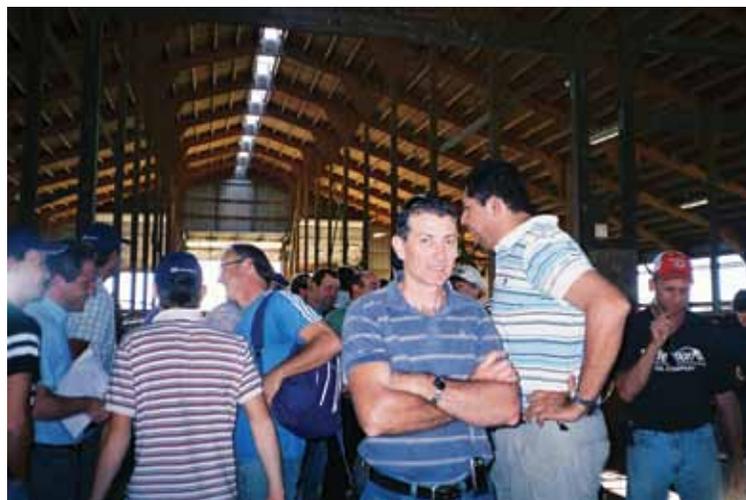
It was a first for Tom Kunkel of Kunkel Farms Partnership, Cuba City, Wis. While he's had other groups tour his 200-cow dairy before, he could always understand what they were asking him. But with this group of dairy producers from Argentina, it was a different matter.

"I never had to use a translator before," Tom says. Apparently, only the translator they brought with them could clearly speak English. This made questions and answers a little different and a bit more cumbersome for Tom. Metrics, or more the lack of metrics in America, was also a problem. Tom noticed that the translator had to stop and figure the metric equivalent of any figures Tom used.

But other than this, the Argentinian tour group acted much like any other that had gone through his operation.

The University of Wisconsin at Madison Extension sponsored group was particularly interested in seeing retrofitted parlors and free stall barns. Most Argentinian dairy operations are grazers, but some producers want to go more commercial and start using American-style free-stall barns and indoor feeding systems. They came to the U.S. to get ideas on how to convert their current facilities. So there was a big interest in Tom's free stall barn that he had recently increased from 126 stalls to 170 and the setup of his double-8 parallel parlor.

Tom works on the dairy with his father Norman and herdsman Dan Busch, along with several other milkers. Kunkel Farms received their 26-year milk quality award from Swiss Valley at last winter's district meetings.



Tom Kunkel's daughter Brooke, 15, had her camera ready while the Argentinians walked around the dairy and she took these photos.

**Above, left:** Tom Kunkel (on right wearing a red hat and brown t-shirt) addresses the group through a translator. **Above, right:** The group spent a lot of time in the newly expanded freestall barn.

**At left:** The visitors got together with Tom for a group photo.



## Huge Crowd Has ‘Lunch on the Dairy’

If you invite them, they will come! The Clinton/Jackson County Dairy Promotion Assn. proves this axiom true every year with their “Lunch on the Dairy” event. Everyone in those two counties and beyond were invited to come visit a dairy farm and enjoy a free lunch of grilled hamburgers and hotdogs with ice cream for dessert, prepared by the local dairy farmers. The event is designed to educate people on how a dairy farm works and to teach them about the agricultural process.

This year, it was held in late June on Blue Hyll Dairy in Clinton, Iowa. Blue Hyll consists of Swiss Valley Farms member Marty Burken, his parents Loran and Betty, and brother Mike, who manages the cropping enterprise.

Marty, who manages the 834-cow dairy operation at Blue Hyll, said the dairy promoters fed lunch to 1,650 guests. He said they noticed that several hundred other visitors just came out to tour the dairy and partake of all the other activities going on, skipping the long lines at the food tent.

“It is a great opportunity for us dairy farmers to get in touch with our consumers and the community and to educate them on where their dairy products originate as well as the great care we provide our animals,” said Marty. Farm tour guides explained the process of how milk goes from the cow to the grocery store.

Several farm implement dealers set up shiny tractors and corn pickers for viewing. There was a petting zoo and games for the children. It was obvious that months of preparation had gone into this one huge promotion that hopefully brought city dwellers a bit closer to the farm.

Blue Hyll Dairy in Clinton, Iowa was the host of this year’s “Lunch on the Dairy,” sponsored by the Clinton/Jackson County Dairy Promotion group. An estimated 2,000 people arrived to walk through the 800-plus cow dairy and learn how milk travels from the farm to the grocery store shelves. As these photos show, parking was at a premium and lines were long at the free lunch tent and for the barn tours.



swiss valley farms

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

ALDINGER, ROGER	96,000
ANTHONY BROTHERS	85,000
BAILEY, MICHAEL & JEAN	66,000
BAUS, RON & MARY	94,000
BILL & LYNN VANDERHAM DAIRY	59,000
BREUCKMAN, CHAD	63,000
BROCKMEYER, PAUL	67,000
BUSY BEE ACRES, LLC	95,000
GILBERTSON, LARRY	90,000
GORHAM, FLORIEDA	66,000
GRAND CENTRAL JERSEYS LLC	82,000
GUDEX, TONY	89,000
HENDEL FARMS	77,000
JUNK, MELANIE M.	85,000
KETCHUM, ROBERT C & TERRI A	85,000
MEIER, BRIAN	68,000
MEIER, MIKE & CHERYL	68,000
MOHLMANN, LOUIS R.	90,000
PRIER, DONALD	91,000
REPS, TRAVIS & ALYSSA	86,000
SCHAEFER, JEFFREY & SUE	48,000
SCHAEFER, KURT	48,000
SCHMITT, JAMES & LORIE	77,000
SCHUMACHER, PAUL & JENNIFER	63,000
SELKE, WALTER	62,000
SELKE, WILLIAM	62,000
STAUFFER, TITUS	74,000
THOMPSON, LARRY & LIANE	88,000
VALLEY VIEW DAIRY INC.	98,000
VLASAK, STEVEN	87,000
WALZ, JEFF & MELINDA	91,000
WIKMAN, JOHN & JUDY	79,000



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

Farms	
0 - 100,000.....	5%
100,001 - 200,000.....	30%
200,001 - 300,000.....	32%
300,001 - 400,000.....	19%
400,001 - 500,000.....	8%
500,001 and above.....	6%

## 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](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.

## Rapid Milk TEST RESULTS

Members who would like to get their milk test results can call our toll free number:

**800.397.7669**

Our Dubuque Procurement office is staffed with real people (no recordings) on Monday through Friday 7:30 a.m. to 4:30 p.m. and on Saturday from 8:00 a.m. to 12:00 Noon.

## Future Milk Contracts Are 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.

*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*

PRSR STD  
U.S. POSTAGE

**PAID**

Permit No. 141  
Davenport, IA

## 2013 Swiss Valley Gals Meeting

*Thursday -- September 19, 2013*

*Dubuque Arboretum and Botanical Gardens*

3800 Arboretum Drive, Dubuque, IA (Just off the NW Arterial)

All Swiss Valley Gals are invited to attend one special meeting in these lovely gardens. During lunch in the gardens, listen to how your check off money works with national restaurant chains to put dairy front and center on the menus. Then, enjoy a guided tour of these massive gardens on a fall day.

Look for your green reservation card in your August milk check.

***Come join your fellow Swiss Valley Gals  
for this event in the gardens!***



***Mark Your  
Calendars!***