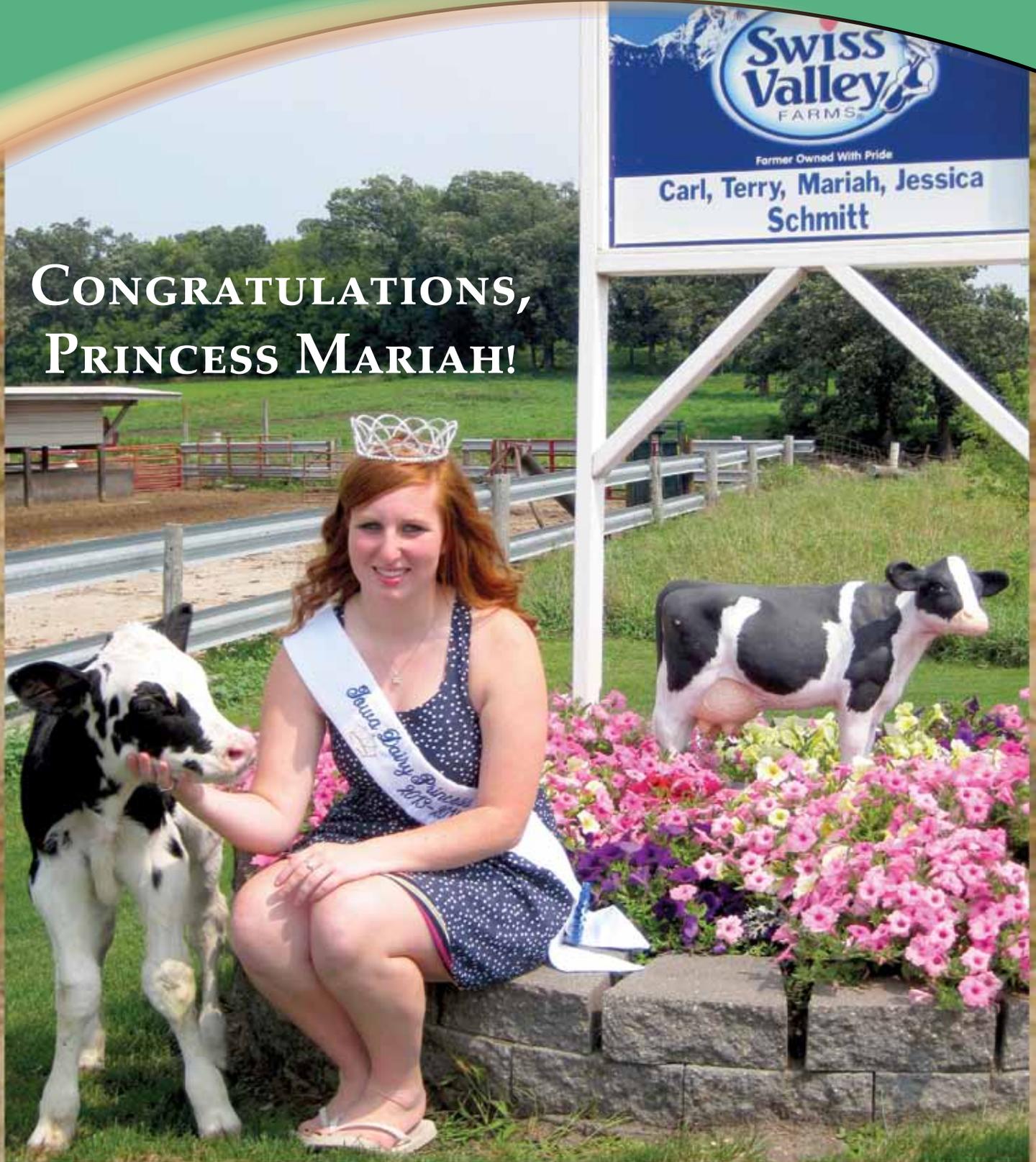


# Dairyman

SEPTEMBER 2013



CONGRATULATIONS,  
PRINCESS MARIAH!





# Your Milk Was Perfect

by Don Boelens

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**Swiss Valley Farms  
 Cooperative**

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

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

- Customers & Consumers
- Owner/Members
- Workforce

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Over the years, one thing is for certain. Swiss Valley Farms co-op members know what great chocolate milk tastes like. Judging by how much of it we go through at our various meetings, they can't seem to get enough of it.

Now, it seems we have verifiable proof that the chocolate milk Prairie Farms makes using our co-op members' quality milk is, indeed, certifiably 100% THE BEST!

Bob Walker, General Manager of the Prairie Farms Dubuque bottling plant, recently sent a note of thanks he wanted me to share with our co-op members.

"The results from the World Dairy Expo dairy product competition are in. The Dubuque Prairie Farms bottling plant did extremely well against dairies from across the nation. We were: 1st in Low fat chocolate milk (with a perfect score of 100), 1st in fat free chocolate milk (with a score of 98.8), 2nd in 2% white milk (with a score of 99.7), 3rd in Half & Half cream, 3rd in whipping cream (with a score of 99.7)."

Bob went on to say, "The quality of the milk supply to this plant plays an important role in those results. Please pass along our thanks to all of the producers who are a part of helping us achieve these results."



**CEO Don Boelens**

This is great news, Bob! Thanks for sharing it with us and thanks for thinking of our members and the part they play in helping you produce such great tasting dairy products.

As you can see in the story on the next page, Swiss Valley Farms members' quality milk has certainly helped this cooperative produce a raft of quality cheeses that scored high in several contests this summer, including at the World Dairy Expo.

Keep up the excellent work out there on your dairies. And know that your efforts are noted and appreciated more than you realize.

# Summer Cheese Awards Tally Up

While state fair season was in full swing, there are no shortages of carnival rides, corndogs, calf shows and, yes, contests! And once again, Swiss Valley Farms and Caves of Faribault cheeses received high praises at two prominent state fair competitions:

At the 2013 **Illinois State Fair**, the brands received a combined six blue ribbons and one red ribbon for its entries. Shining bright was Swiss Valley Farms Cream Cheese from Luana, which received a blue ribbon for its high score of 95. Also receiving blue ribbons were Swiss Valley Farms Swiss (94), Gouda (93.5) and Neufchatel (93), along with Caves of Faribault's St. Pete's Select (93) and Jeffs' Select Gouda (92.5). Swiss Valley Farms Baby Swiss rounded out the wins with a red ribbon and a score of 91.5.

The wins continued at the **Minnesota State Fair** where Caves of Faribault received a 1st Place win with its St. Pete's Select (98.92) and a 3rd Place win with AmaGorg (98.42) in the Miscellaneous Class. Swiss Valley Farms also had a strong showing, taking home 3rd Place with Neufchatel (98.42) in the Artisan Class.

In addition to state fairs, the **World Dairy Expo Championship Dairy Products Contest** was also held in August, and Swiss Valley Farms walked away with two

Rank	Winner	Score
1st	Caves of Faribault Team, Caves of Faribault	98.92
2nd	Andy Schoolmeesters, Freeborn	98.50
3rd	Caves of Faribault Team, Caves of Faribault	98.42
4th	Team Lake Norden, Lake Norden, Oshtemo	98.38
5th	Vern Loch, Jr., Freeborn	98.33

A scoreboard at the Minnesota State Fair lists the scores on the top cheeses in the contest.

wins in the Cream Cheese Class – 1st Place for Cream Cheese and 3rd Place for Neufchatel, both made in Luana.

This prestigious event, now in its 11th year, continues to attract more and more entries from dairy manufacturers across North America. All of this contest's first place wins, including our Cream Cheese, will be auctioned off at the World Dairy Expo in October.

Congratulations on these TWELVE awards, which can be found on-line on the [swissvalley.com](http://swissvalley.com) and [cavesoffaribault.com](http://cavesoffaribault.com) award sections.



**Go to Pg. 13  
to see how you can  
purchase these award-  
winning Swiss Valley Farms  
cheeses!**

# From Little Miss Squirt to State Princess

by Molly Schmitt, student intern

## **Mariah Schmitt has strong dairy background**

**O**n August 7 at the 159<sup>th</sup> Iowa State Fair, eleven princesses from across Iowa vied for the title of Iowa Dairy Princess. Swiss Valley Farms member Mariah Schmitt of Ft. Atkinson was named the 2013-2014 Iowa Dairy Princess and also received the title of Miss Congeniality. Her parents are Carl and Terry Schmitt and her sister is Jessica, 13. Mariah recently graduated from Turkey Valley and is attending Iowa State University this fall majoring in dairy science and public service and administration in agriculture.

This proud family farm is comprised of 50 grade Holstein milk cows and Mariah's one registered Guernsey. Why the sole Guernsey? Mariah says she is trying to start her own Guernsey herd. However, since her one cow has so far only produced two bulls, that idea is not going too well!

Carl takes care of milking the herd in a tie stall barn twice a day at 5:30 in the morning and evening. The Schmitt family raises their bull calves and sells them as feeder steers while raising all their heifers as replacements. They farm 265 acres of corn, soybeans, alfalfa and oats.

Mariah's role on the family dairy is feeding calves, bringing up cows for milking, and basically "helping with anything that needs to be done."

Before being crowned the Iowa Dairy Princess, Mariah served as the Winneshiek County Dairy Princess and even served as the Winneshiek County Little Miss Squirt in 2004. Mariah was crowned as her county princess on March 31, 2012 and began a busy year of county dairy ambassador activities. Throughout her reign, she participated in various promotions at area grocery stores, banks and schools. She also participated in multiple parades and helped serve ice cream in Winneshiek County Dairy Promotion's Moo Mobile. Additionally, Mariah helped pass out awards at the Winneshiek County Fair and the Big 4 Fair. She says her favorite promotion event was the school visits where she enjoyed asking the students dairy trivia through games of dairy jeopardy.

Mariah was extremely excited to be named the Iowa Dairy Princess and her reign officially began on September 1. She is looking forward to informing the public about quality dairy products and the hard work dairy producers put into their operations every day of the year. Her family will be her biggest support network this year as her mom accompanies her to the countless promotions while her father and sister handle the



chores at home in her absence. As she begins her year as the Iowa Dairy Princess and also a college freshman at Iowa State University, Mariah believes it will be a busy and eventful time, but is confident she will be able to balance her schedule.

When asked if she always knew she wanted to become the Iowa Dairy Princess, Mariah exclaimed, "Yes, ever since I was a little girl! When I was Little Miss Squirt, I saw the Iowa Dairy Princess and knew that's who I wanted to become. It has always been a goal."

## Alternate Princess also has a Swiss Valley Connection

In a somewhat unusual set of circumstances, seven of the eleven young ladies who participated in this year's Iowa Dairy Princess contest were either daughters or employees of Swiss Valley Farms members. What a showing!

Besides Mariah Schmitt of Fort Atkinson winning the state title, Celina Young of Waverly was named Alternate Iowa Dairy Princess. Young, the daughter of Jill Grabau and Greg Young, will share duties with the princess this year, serving as a goodwill ambassador for Iowa's dairy farmers. She represented Bremer County as their 2013 dairy princess and is also attending Iowa State University, studying agriculture business and communications. Celina was sponsored for the Bremer County contest by



**Celina Young, left, & Mariah Schmitt**

Cedar Creek Farms, home of Swiss Valley Farms members Darrell and Etta Robinson and YC'ers Birdsie and Serena Robinson. Celina became involved with dairying on the Robinson's farm through the "Share-a-Heifer" program when she was in fifth grade. She had the opportunity to show Guernseys and fell in love with them. She still occasionally helps out on the Robinson's dairy.

In addition to Mariah and Celina, the next two ladies to place in this year's contest have Swiss Valley Farms connections.

- Nicole Engelken, 18, daughter of Swiss Valley Farms members Tom and Cherrie Engelken of Earlville, was the 2012 Delaware County Dairy Princess and the 2013 Iowa Holstein Association princess. Nicole is a freshman at Iowa State University majoring in dairy science and pre-vet.

- Catheryn Lang, 18, daughter of James and Theresa Lang of McGregor, was the 2012 Clayton County Dairy Princess. Catheryn works for Swiss Valley Farms member Phil Specht of Pearlmaker Holsteins in McGregor.

"I would like to thank all of these ladies for the fine job they are doing to promote our dairy industry!" says Pam Bolin, chairman of Swiss Valley Farms Board of Directors. "When it comes to winners, Swiss Valley was in the spotlight! Both the new princess, Mariah Schmitt, and the alternate, Celina Young, are Swiss Valley girls! Mariah and Celina, congratulations! I hope you have a wonderful year serving the dairy industry and all the great people and products that you will be representing."

**ON THE COVER:** The new Iowa State Dairy Princess Mariah Schmitt wears her official sash and crown as she poses in front of her family's farm sign. Mariah began her year-long reign this month. **The photo on the opposite page:** Mariah won't be spending quite as much time with the cows this year as she hits the road to give presentations on behalf of Iowa's dairy industry. Her younger sister Jessica will be assuming many of Mariah's chores.

**Above:** Mariah and Alternate Dairy Princess Celina Young, left, were all smiles immediately after their coronation in August at the Iowa State Fair.

*Let's Salute . . .*

## **A GOOD MOVE FOR BREITSPRECKER'S**

*by Nancy Feeney*

**A**lmost 30 years ago, a young Dubuque County Iowa dairy couple moved their family and their small herd of Holsteins to a farm nestled on the side of a hill in Lancaster, Wis. Since then, Gerald and Judy Breitsprecker have watched both their family and their dairy operation grow and thrive.

Gerald and Judy met as teenagers at a weekend dance in Balltown, Iowa. Both had been raised on area dairy farms, but attended different schools. Gerald started milking cows with his father after graduating from high school in '74. He and Judy married in '78. Five years later, Gerald's father retired and the couple had to find another place for their herd of 30 cows. The Lancaster farm seemed a

perfect fit. There was an older barn there that could house 40 cows, plenty of room for the Breitsprecker's herd. The two-story house that sat above the barn would give them and their three children lots of room.

"We had about six calves and three little kids," Judy recalls. There was lots of room on this 240-acre farm to grow the herd and the family. Baby Peggy was born two years later.

Since then, time has flown by and much has happened. Gerald and Judy have increased their herd to 120, mostly Holsteins, with some Jerseys and red Holsteins. There are 150 young stock and 20 dry cows. Their rolling herd average is 25,000 pounds and their SCC averages about



130,000. They have received Swiss Valley Farms milk quality awards for the past 24 years. “Hopefully, we will get to 25 this year,” Judy says.

All of their children have gone through the Lancaster schools and participated in 4-H and FFA. Judy has been a 4-H leader for 22 years. She helps the 4-H’ers with their sewing and also shares her extensive knowledge of quilting.

Gerald and Judy have been active members of the Lancaster FFA Alumni Board since ’99. This FFA Alumni group holds the Grant County Dairy Breakfast every June and Gerald and Judy work on the dairy breakfast planning committee.

“We used to have the dairy breakfast on someone’s farm, but the threat of disease caused us to move it to the Grant County Fairgrounds about 13 years ago,” Judy says. “It works so well there.” She says 2,500 people attend every year with a large percentage of these people being from town. The FFA alumni set up dozens of ag related booths and animal viewing areas with a petting zoo for the kids. They answer questions from the attendees about animal care and ag production. Then there’s all that good food to eat! Judy orders the food for this huge breakfast and gets help from Gerald and other FFA alums to see

that the ham, pancakes, applesauce, milk, cheese and ice cream keeps on coming.

All of the Breitsprecker’s children helped out on the farm before they left home to pursue other careers. Son Gerry and his wife Beth have a 14-month-old named Rosemary and live in Columbus, Wis. Daughter Lisa and husband Joe have three children-- Ethan, 7, Jonathan, 4, Natalie, 1½ -- and live in Cross Plains, Wis. Daughter Beth and husband Shawn have two children -- Eva, 3, Vinnie, 2 -- and live in Milwaukee.

The youngest, Peggy, is their only child to pursue a career in dairying, working full-time as the herds person. In addition, Gerald and Judy have three part-time workers in the operation. Gerald, Judy and Peggy farm on the original 240 acres and rent another 500. This year, they are growing 200 acres of corn, 50 acres of soybeans and 150 of alfalfa. They also have a 30-cow beef herd and sell the calves in the fall.

Jerry says that the last couple of years, they had to buy some hay. “Last year was so dry, we bought a whole lot of hay,” he says.

They put high moisture corn in a silo in the fall and put up five 200-foot white plastic bags of corn silage. “We try to have four bags of haylage to get us through the season,” Judy says. “The rest is all put in big, square, plastic-wrapped bales.”

“We get the hay to where it is almost dry, and then wrap it,” Judy says. “This way, it ferments just a little and gives a nice, sweet taste for the cows.”

Their TMR mixer has a tub that spins and a conveyor on the front throws the feed out into the alley of their

(ARTICLE CONTINUES ON NEXT PAGE)



**On the opposite page,** Gerald and Judy Breitsprecker and daughter/herds person Peggy sit by their farm sign in front of their newer freestall barn.

**At left,** Peggy hops into her favorite on-farm mode of transportation, along with her companion, Tanner, who is always by her side.

## Service, leadership and dairy enthusiasm filled the years

96-stall freestall barn, which was built in 2006 towards the top of the hill.

“Now, we milk fresh cows in the old barn,” Judy says. They also have maternity pens there. Dry cows and springing heifers are kept in the pasture.

A couple of years ago, son Gerry was home for a visit when he heard that a 70-acre parcel of farmland a quarter of a mile down the road from the home farm had just come up for sale. “He bought that land before I even knew it was for sale,” Gerald says with a grin. “He heard it was for sale and immediately drove into town to put an offer on it.” The father and son now farm the acreage together, growing crops and keeping some dry cows on pasture there.

Through the years, both Gerald and Judy have made time in their busy lives for co-op related leadership positions. For nearly 20 years, Gerald has held the

position of a District 1 district representative, attending two annual meetings to hear co-op information and give his input. Besides FFA and 4-H, Judy has shown her enthusiasm for Swiss Valley Gals for the same amount of time, participating on that Steering Committee. She has helped plan numerous Swiss Valley Gal meetings in Wisconsin, seeking out interesting locations and speakers and never missing a meeting.

Daughter Peggy is heading down her own leadership path, serving as a county delegate for Accelerated Genetics Co-op. She attends meetings with the seven other county delegates to discuss co-op business and offer her suggestions.

Service, leadership and dairy enthusiasm filled the years and added to the satisfaction of the Breitsprecker family and Swiss Valley Farms is certainly the better for it.



This heifer barn sits below the main barn and houses the calves that have just been weaned up to eight months.

# FARM Promotes Consumer Confidence

by Tim Genthe, Lab & Safety Manager

**N**ational Milk Producer Federation (NMPF) recently announced that the National Dairy FARM Program™ achieved an important milestone with 70 percent of the nation's milk supply now represented in the Farmers Assuring Responsible Management (FARM) program. This is great news since consumers increasingly say they want to purchase food from sources they know are taking care of their animals and operating in a way that is consistent with their own values and expectations.

Many of Swiss Valley's cheese customers have taken note of this sentiment and are asking us if our co-op members treat their cows in a humane way. Participating in the FARM program is how dairy producers demonstrate to the world that they do care about their dairy cows and have a longstanding commitment to doing what is right. Participating in the FARM program provides an opportunity to assure food processors, retailers and restaurant chains that Swiss Valley members continue to provide excellent care for their animals.

Swiss Valley Farms Cooperative's commitment to dairy animal care and to using the FARM program as a marketing tool has opened up markets for co-op members' milk. All Swiss Valley field representatives were recently re-certified to serve as on-farm auditors for FARM. As a member-owner of this co-op, you can strengthen consumer awareness of the value of Swiss Valley Farms dairy products in the market place by calling your field rep and taking your first steps toward participating in the FARM program.

NMPF has released a newly-revised animal care reference manual, containing the guidelines that comprise the core of the FARM Program. "This new manual reflects the continuous improvement process that is a hallmark of the FARM program," said Jim Mulhern, Chief Operating Officer of NMPF. "It contains important revisions from the first manual, and it reflects both evolving management practices on the farm, as well as expectations for animal care from the entire dairy value chain."

Another area of focus for the FARM program is the

Milk and Dairy Beef Drug Residue Prevention Manual, which is a concise review of appropriate antibiotic use in dairy animals. The manual is a quick resource to review those antibiotics approved for dairy animals and can also be used as an educational tool for farm managers as they develop their on-farm best management practices necessary to avoid milk and meat residues.

Additions to the 2013 version include a section on avoiding potential residue violations from extra-label drug use in an unapproved class of cattle, cephalosporin extra-label use prohibitions, as well as an updated drug and test kit list. The 2013 manual includes a certificate of participation that can be signed by a producer and his/her veterinarian to demonstrate a commitment to the proper use of antibiotics. Both of these new manuals can be found online at [nationaldairyfarm.com](http://nationaldairyfarm.com).

Thanks to all of our co-op members who are already participating in this national animal-care program. Anyone else interested in FARM can get more information on the NMPF website -- [nmpf.org](http://nmpf.org) -- or at [nationaldairyfarm.com](http://nationaldairyfarm.com). Or speak with your Swiss Valley Farms Field representative to learn how you can arrange for an on-farm audit.



The FARM Program uses audits of animal housing areas and health protocols to confirm best care practices on members' dairies.

Take a closer look at . . .

## Options for Organic-Minded Members

Do you ever wonder how you could receive the benefits of producing organic milk while still being a member of Swiss Valley Farms? The answer to this question is actually very simple.

Since 2006, Swiss Valley Farms has been a “handler” for Organic Valley, or CROPP -- the Cooperative Regions of Organic Producer Pools. Based in LaFarge, Wis., CROPP is a cooperative of certified organic producers that has grown in the past 25 years from 7 to over 1,800 farm family members in over 35 states and in Canada.

Through this handler relationship, there are currently 10 co-op members who are both Swiss Valley Farms members and Organic Valley members. Here is how it works:

Organic Valley milk haulers pick up the organic members’ milk. Swiss Valley Farms field representatives provide a support network with these producers just as they do for any other co-op member, assisting with milk quality issues, state regulations or administrative issues.

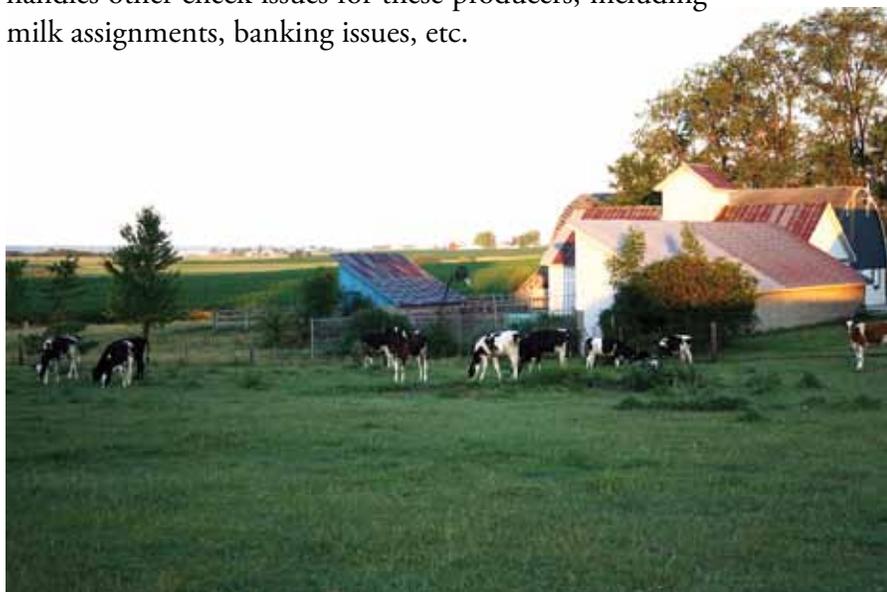
Swiss Valley Farms pays the organic co-op members the same milk price as any of our non-organic farms except there is no charge for milk hauling. Just as they do for any Swiss Valley co-op members, our administrative staff handles other check issues for these producers, including milk assignments, banking issues, etc.

CROPP reimburses Swiss Valley Farms for what we pay these producers. They then pay the organic producers the difference between the organic milk price and our milk price. CROPP takes any of their hauling charges out of this pay price difference, since they are handling the hauling. Furthermore, Swiss Valley Farms charges CROPP a handling fee to cover the field rep and administrative services.

All of this results in a mutually beneficial relationship for both co-ops as well as for the co-op members who want to be organic dairy producers. It is an example of co-ops cooperating with each other to achieve efficiencies.

Swiss Valley Farms cheese plants also use CROPP organic milk to create dairy products, such as Blue cheese and Swiss cheese, for the Organic Valley label, which that co-op distributes across the country.

Any Swiss Valley Farms member interested in getting information on how to produce organic milk can speak with their Swiss Valley field rep or contact the CROPP farmer hotline at 888-809-9297.



**We're always looking for good farmers.**

   
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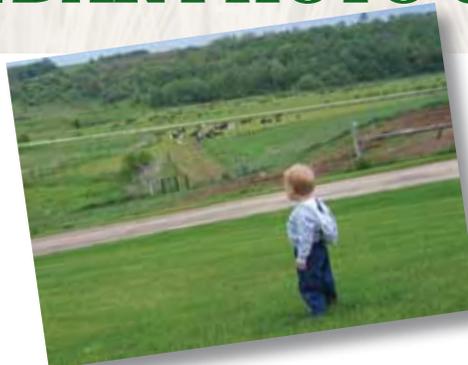


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Deadline is Sept. 30<sup>th</sup>

## GET IN THE CALENDAR PHOTO CONTEST



**Cash prizes  
will be  
awarded  
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



# Come See Us at the World Dairy Expo!

While you're at the World Dairy Expo, be sure to stop by the Swiss Valley Farms booth (#EH 3404) and say "Hello!" to a field rep. While you're there, sign up to win a Swiss Valley basketball. Drawings will be held every two hours.

Also while at the Expo, be sure to stop by the booths of the companies who have advertised in the Swiss Valley Farms **Dairyman**.

Stop by the **FutureCow** exhibit (#EH 5015) to see their ComfortBrush and Mobile TeatScrubber on display. Register for prizes totaling over \$15,000 in value. In another drawing, FutureCow will award a prize Holstein calf to a lucky 4-H or FFA member.

Register at the **Boumatic** booth for a chance to win 2 Packer vs. Viking football tickets or a BouMatic foam football.

Wednesday October 2nd 6:30 – 8 p.m -- UW Parlor Tour and Ice Cream Social sponsored by Boumatic.

Thursday October 3rd 11:00 – 5:00 p.m. -- BouMatic Dairy Day at the Expo Hall with guest speakers Gordie Jones and Paul Fricke.

**Organic Valley**, one of the largest organic cooperatives in the nation, will be handing out samples of their "pasture butter."

**Elanco** will be set up at #EH 4317-4319.

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## Where's the Cheese?

**It's fall -- time to "WARM UP" to shopping on-line at the Swiss Valley Store.**

***Fleece Jackets  
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***Go to [swissvalley.com](http://swissvalley.com)  
Click on "Member"  
Then "Merchandise"  
And start Shopping!***

***What could be easier?***



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

There are several ways co-op members can purchase award-winning Swiss Valley Farms cheeses.

1. The Luana, Iowa cheese plant operates a cheese store in the front of the office. A wide variety of cheeses are available, including the newest member of the Swiss Valley cheese family -- naturally smoked Swiss and Baby Swiss. You can also purchase award-winning Baby Swiss wheels, around 5 lbs. each, Swiss chunks, cream cheese, cheese curds and other cheeses from the Caves of Faribault, Mindoro Blue cheese wedges, plus numerous other cheeses. Phone 563-539-7201.

2. A variety of Swiss Valley Farms packaged cheeses are available at the co-op's Procurement Office at the Prairie Farms bottling plant in Dubuque. Phone 563-583-7669 and ask for Tishana.

3. Swiss Valley cheeses may be purchased at the Cheese Cave store in downtown Faribault, Minn. at 318 Central Ave. N. This is the official store of 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 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 and Caves of Faribault cheeses on-line at [www.cheesecave.com](http://www.cheesecave.com). Have it shipped directly to your door.

For your convenience, purchases at the Dubuque and Luana cheese stores can be charged to your milk check. Milk haulers who use these two receiving stations may pick up cheese for their patrons and deliver it to their farms.

**Happy Cheese Shopping!**

swiss valley farms

# FIELD PERSONNEL & STATISTICS

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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

Mobile 563.599.2398  
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

### Cheryl Zablocki-Wagner

W 1919 Hofa Park Dr. • Seymour, WI 54165

Office 920.822.2887  
Mobile 920.660.9822

### Bob Zielsdorf

309 North St. • Sparta, WI 54656

Mobile 563.599.2399  
Home 608.269.5452  
Fax 608.366.1772

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

ANTHONY BROTHERS	86,000
BAILEY, MICHAEL & JEAN	90,000
BENNETT, JOHN & CHARLENE	94,000
BILL & LYNN VANDERHAM DAIRY	68,000
BREUCKMAN, CHAD	83,000
BUSY BEE ACRES, LLC	92,000
CAROLAN, KEVIN & DONNA	89,000
FRICKSON, ANDREW	99,000
GORHAM, FLORIEDA	90,000
GRAND CENTRAL JERSEYS LLC	88,000
GUDEX, TONY	81,000
HENDEL FARMS	85,000
HOFA PARK DAIRY FARMS LLC	93,000
KETCHUM, ROBERT C & TERRI A	64,000
MEIER, BRIAN	76,000
MEIER, MIKE & CHERYL	76,000
PRIER, DONALD	86,000
REGO, DAVID & LINDA	95,000
REGO, JACOB B.	95,000
SCHAEFER, JEFFREY & SUE	68,000
SCHAEFER, KURT	68,000
SELKE, WALTER	69,000
SELKE, WILLIAM	69,000
STAUFFER, TITUS	85,000
WALZ, JEFF & MELINDA	84,000



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

Farms	
0 - 100,000.....	4%
100,001 - 200,000.....	23%
200,001 - 300,000.....	31%
300,001 - 400,000.....	20%
400,001 - 500,000.....	14%
500,001 and above.....	8%

### Classified Ad:

#### For Sale:

Surge/Westfalia 7.5 horsepower Model 2800 vacuum pump in excellent condition.  
Phone 641-417-8680

## Have Your Lab Counts Texted to You

Swiss Valley members can now get a text message delivered to their cell phones containing their components from every tank of milk picked up on their dairy as soon as the lab sends the results to Swiss Valley, which is usually the next day.

Lab results include components (butterfat, protein and other solids), SCC and MUN score. The text is identified by the sequence number the hauler puts on the sample when picking up the milk.

To get signed up for texting, send your producer number and your cell phone number and cell phone provider to [tim.genthe@swissvalley.com](mailto:tim.genthe@swissvalley.com).

### Classified Ad:

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

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

## Future Milk Contracts Are Made Through the Blimling Office

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

You may contract milk from:

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

For more details on Forward Fixed Price Milk Contracting, Swiss Valley members can log on to the members-only section of [swissvalley.com](http://swissvalley.com).

*swiss valley farms*

## ANTIBIOTIC POLICY

### Antibiotic Policy

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

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

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

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

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

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

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

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

Your copy of

# Dairyman



Post Office Box 4493  
Davenport, IA 52808

*Address Service Requested*

PRSRT STD  
U.S. POSTAGE

**PAID**

Permit No. 141  
Davenport, IA

## Get Your Reservations in for Swiss Valley Gals Meeting

*Thursday -- September 19, 2013*

*Dubuque Arboretum and Botanical Gardens*

*3800 Arboretum Drive, Dubuque, IA (Just off of 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.

To register by mail, use the postcard that was included in your August milk check. Or e-mail your reservation to: [nancy.feeney@swissvalley.com](mailto:nancy.feeney@swissvalley.com). Or phone: 563-468-6640.

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



***Get Your  
Reservations  
In***