

Dairymen

JULY 2014



**YC COUPLE
ATTEND
MEETING
IN DC**





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A New Day - A New Way

by Don Boelens

Many of us find the old familiar processes to be comforting. We know what we're supposed to do and when. We know what the results will most likely be. However, there comes a time when we must step out of our comfort zone and into a new process that is designed to serve us better in our ever-changing, global economic climate.

In a few months, America's dairy producers will begin participating in the most significant rewrite of dairy policy in over 20 years. It's called the Dairy Producer Margin Protection Program (MPP) and it was included in the recently passed 2014 Farm Bill. Based on ideas developed over several years by National Milk Producers Federation (NMPF) members and employees, this program is designed to address the volatility in farmers' milk prices, as well as fluctuating input costs. It relieves the government of the role of balancing supply and demand when the country's cheese stocks pile up. The 2014 Farm Bill will better enable America's dairy industry to seek out export markets, develop products for them and compete in the global marketplace, thus bolstering our producers' milk prices.

While the USDA is still working out the kinks of how to fully and fairly implement the many aspects of this new program, participation is expected to begin Sept. 1. The Sept. 1 start date is significant since that is the day the Milk Income Loss Contract Program (MILC) formally ends. Early on in its implementation, the MILC program served dairy producers well by coming to the rescue when milk prices dropped



CEO Don Boelens

dangerously low. But as America's dairy herds grew larger, the MILC program with its small coverage cap soon lagged behind the average size of our herds. This is where the MPP will provide better protection because it has no insurance coverage limitations. You are free to select the program that suits your dairy's needs.

By using MPP, producers can annually choose their own level of margin protection. Each year, a producer's historic base can be insured from 25% to 90%, from the premium-free \$4/cwt. coverage level, up to \$8/cwt. The USDA is expected to create an open enrollment window in the preceding year, during which farmers can decide their coverage options for the following year.

The MPP's premium levels are affordable to farms of all sizes. Beyond the annual sign-up fee of \$100, basic coverage at \$4/cwt. is free at all levels

(ARTICLE CONTINUES ON PG. 15)



Andy & Jessica Schmitt

YC'ers Travel to D.C. to Plan Meeting

It was a whirlwind trip in early June for YC'ers Andy and Jessica Schmitt of Fort Atkinson, Iowa when they participated on the NMPF YC Advisory Council. The winners of the 2013 Swiss Valley Farms Outstanding Young Cooperator Contest, this trip to D.C. involved participating in the planning of the upcoming national YC program, which will be held in Dallas, Tex. this fall.

The first afternoon of their trip was spent with other YC Council members from across the country discussing possible speakers and activities for this national program. In preparation for their Tuesday afternoon Congressional visits on the Hill, all the YC'ers spent the morning in a briefing with NMPF staffers covering legislative issues vital to America's dairy industry, such as immigration reform, the Trans-Pacific Partnership and GMO

labeling. Fortified with information and several "leave behind" handouts on these issues, the Schmitt's were heading for the Hill by noon to be on time for their first of four visits. Since the House was in recess and the Senators were busy in the chamber, the Schmitt's met with congressional aides. Afternoon visits included chats with Sen. Charles Grassley's agriculture aid Andrew Brandt, Congressman Bruce Braley's senior legislative assistant Katy Siddall, Congressman Steve King's legislative director Tommy Binion and Senator Tom Harkin's legislative assistant Anna Porto. During all of these visits, the Schmitt's described their family dairy operation and how these legislative issues were of importance to their livelihood and the entire American dairy industry.

Also in D.C. at this time was Swiss Valley Farms District 1 Board member Pat Schroeder, Lancaster,

Wis., who is the co-op's representative on NMPF's Board. Pat attended the Cooperatives Working Together (CWT) Board meeting and then participated in the NMPF Board meeting. All the YC'ers also sat in on this Board meeting to observe the proceedings.

Andy and Jessica dairy with Andy's parents, Peter and Sue Schmitt. The family milks around 70 cows, mainly Holsteins with a few Ayrshires and crossbreds mixed in.



Above, left, YC'ers Andy and Jessica Schmitt, left, along with YC'er Jeff Schmitt, discussed pending dairy legislation with Andrew Brandt, legislative assistant to Sen. Charles Grassley. **Above right**, Swiss Valley Board member Patrick Schroeder and his wife Karen attended a NMPF function with the Schmitt's. **ON THIS MONTH'S COVER:** Andy and Jessica Schmitt traveled to Capitol Hill to meet with several congressional aides and discuss dairy legislation.

Dairy Royalty Within Swiss Valley Farms



Blake Lamborn, Luana, Iowa

Blake Lamborn, son of Mark and Jill Lamborn of Luana, was named the 2014 Clayton County Junior Dairyman at the annual Clayton County Dairy Banquet in Elkader, Iowa. The Lamborn's milk 220 Holsteins on their family farm. Blake just completed 3rd grade at MFL Mar Mac, and likes Math and Science. His other interests include playing soccer, football and riding his bike. At the farm, you can find him helping feed calves and driving the skid loader. Blake is a Clover Kid member of the Monona Jr. Feeders 4-H club and attends Sunday school at St. John's Lutheran in Luana.



Hannah Hendel
Caledonia, Minn

Hannah Hendel is the 2014 Houston County Dairy Princess, a role she also filled in 2013. Hannah just finished her freshman year at UW Platteville where she is studying animal science. Her parents are Matt and Pam Hendel of Caledonia, Minn.



Kael Gaul, age 7, of New Vienna, Iowa is the Delaware County Lil' Mr. Herdsman Alternate. Kael will be in 1st grade and is the son of Jason and Rebecca Gaul. He enjoys helping his dad make hay, use the TMR and feed the calves.

Kael Gaul, New Vienna, Iowa



Hannah Fessel, Medford, Minn.

Hannah Fessel is the Dairy Maid from Rice County in Minnesota. She is the daughter of Kari Cole who is a partner of Wes Hellevik on their Medford, Minn. dairy just south of Faribault. Hannah, who is in 5th grade, is pictured with her mom Kari and younger siblings Henry and Halle Fessel.

McKayla Weber, Delhi, Iowa

The Delaware County Little Miss Squirt is **McKayla Weber**, 5, the daughter of Jerry and Lisa Weber, Delhi, Iowa. McKayla will be in 1st grade at Maquoketa Valley School. She has two brothers, Justin and Nathan. Her favorite dairy foods are ice cream, of course, and milk and cottage cheese.

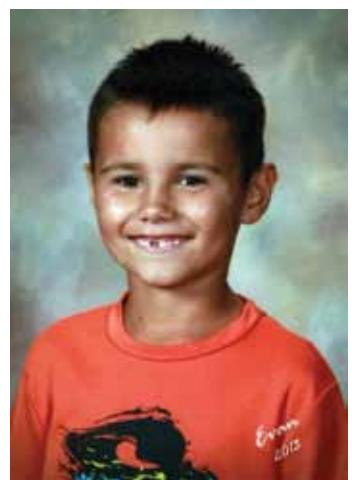


Monica Steffen
New Vienna, Iowa

The Dubuque County Alternate Dairy Princess is **Monica Steffen** of New Vienna, Iowa. The daughter of Ken and Cindy Steffen, Monica is a recent graduate of Beckman Catholic High School. She will be continuing her education at Mount Mercy University for an undecided major, but something in the medical field. Monica helps with many different aspects of her parents' dairy. She helps her dad milk cows and run the skid-loader and feed cart. She also helps with feeding the cattle and calves.

**Molly Schmitt, Hawkeye, Iowa**

Molly Schmitt of Hawkeye, Iowa is the 2014 Iowa Holstein Princess Alternate. Her parents are Steven and Connie Schmitt. Molly will be a second-year student at Wartburg College where she is double majoring in Communication Arts with emphasis on Public Relations/ Organizational and Multimedia with minors in Leadership and Speech Communication.



Evan Domeyer
Holy Cross, Iowa

Evan Domeyer of Holy Cross, Iowa is the Dubuque County Prince Farming Alternate. He is the son of Jeff and Melissa Domeyer of Double D Dairy. Evan will be a 4th grader at LaSalle Catholic in Holy Cross. Melissa says Evan enjoys mixing feed and bringing the cows in to be milked. "He loves field work time," she says. "He loves to ride around on the tractor with his dad."



Need Some Help De-Cluttering Your Life? This Fall, Swiss Valley Gals Can Help!

Is all the **STUFF*** in your life driving you crazy?

Do you have rooms you don't even want to walk into? Did your children move out of the house, but not completely? Do you spend most of your time moving things from one place to another?

Come to the September Swiss Valley Gals meetings and let Susan Taylor of Dubuque County Extension give you insights into how to "DeClutter Your Life."

In this workshop, you will develop a personalized

plan of attack for clearing out the clutter, deciding on what really matters and reorganizing your life.

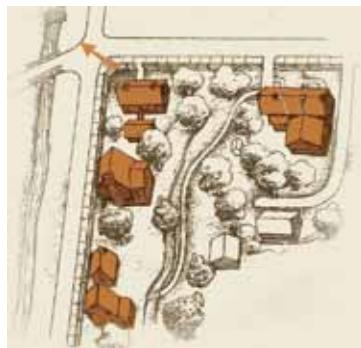
Meetings will be held in Dyersville, Iowa and Mineral Point, Wis. The Mineral Point meeting will include a tour of the Pendarvis Historical Site. All Swiss Valley Gals are invited to attend either or both meetings.

Fall 2014 Swiss Valley Gals Meetings

September 9 – Country Junction, Dyersville, Iowa
September 17 – Gray Dog Deli, Mineral Point, Wis.
-- includes tour of the Pendarvis Historic Site

11 a.m. – Registration Begins 11:45 a.m. – Lunch
12:30 p.m. – Speaker 2 p.m. – Adjournment

Pendarvis Historic Site



***Stuff** = papers, bills and receipts, snapshots, magazine clippings, kids' stuff (big and small), clothes, hobby accoutrements, family memorabilia. You get the idea!

<http://pendarvis.wisconsinhistory.org/>

Hendels Inducted into Breeders Hall of Fame

by Krista Kuzma, ASSISTANT EDITOR, THE DAIRY STAR

(Reprinted with permission of *The Dairy Star*)

CALEDONIA, Minn. - When Matt and Pam Hendel were in college at the University of Minnesota, they would pass by the wall in Haecker Hall displaying all the pictures of farmers who have been inducted into the Minnesota Livestock Breeders Hall of Fame.

"We never thought much about it at the time. They were people who bred good animals. They were people I looked up to," Matt said.

Now, over 25 years after walking that hall in college, the Hendels have joined the famed club, being inducted into the MLBA Hall of Fame earlier this year. Pam and Matt, who farm together with Matt's brother, Karl, milk 350 cows on their dairy near Caledonia, Minn. They have three daughters: Hannah, Lauren and Sydney.

"It was pretty humbling and a very nice honor," Pam said about being inducted.

Inductees into the MLBA Hall of Fame must fit certain criteria including, being an excellent breeder of purebred and commercial livestock; contributing to local, state and national organizations; serving as a leader in other organizations and contributing to youth programs. After graduating from the University of Minnesota, both Matt and Pam worked in the industry for a couple years before they joined Matt's family's farm in 1990. The next year, the couple formed a partnership with Matt's brother, Karl, on the dairy, which consisted of 40 registered Brown Swiss.

Since then, the Hendels have included registered Holsteins

to their Brown Swiss herd. They focus their breeding around top genetics, which has allowed them to market their animals around the world.

"We like to breed profitable cows," Matt said. "We know we want to sell livestock across the country in different environments, so we use certain bulls that perform well in those areas."

So far, the Hendels have sold over 100 bulls to dairy genetics companies, along with females and embryos throughout the United States and to several countries. Currently, one of the bulls from the Hendels' farm is the second highest in Japan, Matt said.

In order to do this, Matt tries to balance his breeding program for cows have that good health traits and high production.

"It's sometimes difficult because these two [traits] work against each other, but we've been slowly progressing," he said.

Many of the successful Holstein families in the Hendels' herd stem back to animals from other Minnesota dairies from the Czech, Glende and Marti families.

"You can get into a cow family once, but what you do with them afterward affects the herd," Matt said.

Matt also blends different breeding philosophies, using bulls he likes, but also bulls that other people like.

"In order to keep up with market demand, you have to watch for what people want," he said.

Their Brown Swiss rolling herd average on two-time-a-day milking is 22,500 pounds of milk with 1,008 pounds of fat at 4.4 percent and 770 pounds of protein at 3.4 percent. The Holsteins average 28,000 pounds of milk with 1,100 pounds of fat at 3.9

(ARTICLE CONTINUES
ON PG. 11)



Being elected into the Minnesota Livestock Breeders Hall of Fame was a dream come true for Swiss Valley Farms members Matt and Pam Hendel. Here, the couple poses with their family: daughters Hannah, left, Lauren, right, and Sydney, middle.

Generation after Generation ...

Zastoupil Farm Flourishes in Wisconsin

by Nancy Feeney

As they push their small wagons across the cement floor in grandpa's new shop, it's obviously not important to Michael, 6, and Rachel, 4, that they are the sixth generation to live on this Wisconsin Century Farm. However, it means a great deal to Tom and Paul Zastoupil that yet another generation is in place to enjoy the bounty of this longstanding dairy farm.

The Zastoupil dairy sits on a small hilltop above the town of Tomah. From the back end of their long, narrow stall barn, you can see beyond the tree line at their pasture's edge to a row of residential houses. The Zastoupil's and Tomah have been good neighbors for many generations.

The family's story begins with Tom's great-grandfather, Joseph Zastoupil, who came to America in 1867 at the age of eight when his parents (Franz & Agnes) emigrated from what is now known as the Czech Republic or Bohemia (formerly Austria). Franz and Agnes settled on a farm south of Tomah near Oakdale. In 1899, Joseph and his wife Kate moved to the original 80-acre Tomah farmstead and started the Zastoupil herd with Guernsey cows.

Their son Henry eventually farmed here with his wife Hazel. Tom's parents, Howard and Margaret, joined the operation. Tom and his wife Alice farmed in partnership with them, most recently joined by their son Paul and his wife



Gina. Howard passed away in 2000 and Margaret passed this spring. Now the fourth and fifth generations of Zastoupil's are running this Century Farm.

Tom and Alice also have three other grown children: Amy (Aaron) Harding with sons Troy and Lucas; Brad (Erica) Zastoupil, and Scott (Becky) Zastoupil.

Tom and Paul milk 110 head of Holsteins on the 225 acres of farmland they own and the 600 acres they rent. Their rolling herd average is 24,700 lbs. milk, 906 lbs. fat and 785 lbs. protein.

They milk their herd in a 230-foot long tie stall barn with 105 stalls.

Tom and Howard were original member of Tri-State Milk Producers and Golden Guernsey, co-ops formed specifically to market high protein breed milk. They became Swiss Valley Farms members when Tri-State merged into this

co-op in the fall of 1997. The Zastoupil's, who began adding Holsteins to their herd in the mid-80's, gradually phased out the Guernsey's. The last three generations of Zastoupil's—Howard, Tom, and Paul—all took the University of Wisconsin Farm Short Course, a two-year ag program taught on the UW-Madison campus. The information they learned there has served them well. The family is proud of the quality milk their herd consistently produces. Their herd's somatic cell count usually averages around 150,000. They continue to tweak their operation to promote this quality.

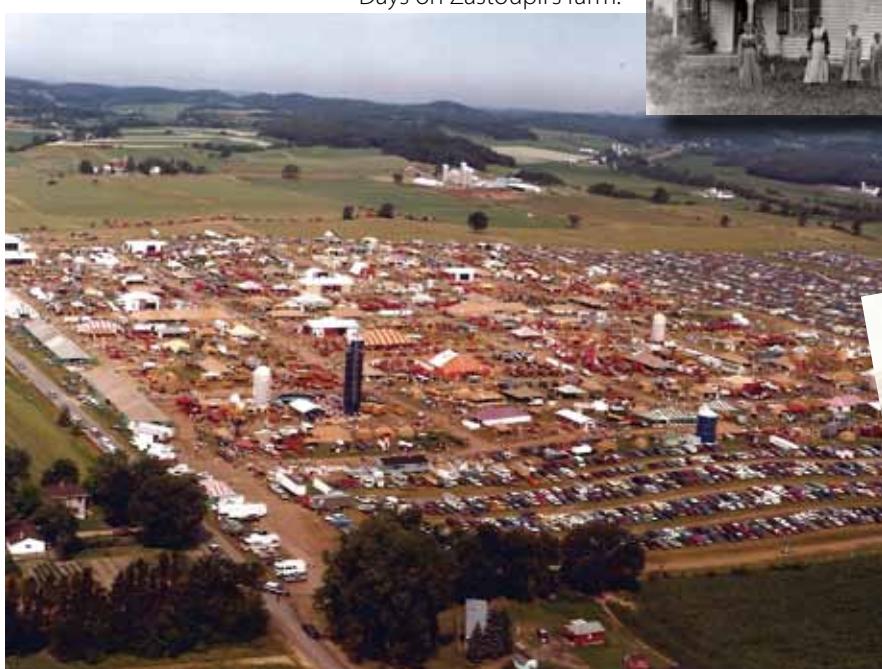
Ten years ago, they installed mats covered with chopped straw in the tie stall barn to increase cow comfort. "That's the best money we ever spent." Tom says. "It helps with the milk quality and also with the cow health. When the cows slept on concrete and straw, some cows just couldn't get up." Tom recalls the addition of the TMR was a big improvement.

On opposite page, Tom Zastoupil, center, stands with his son Paul and daughter-in-law Gina and grandchildren Michael and Rachel.

Clockwise from right, Henry Zastoupil with his family by their farm house. Joseph and Kate Zastoupil settled on the home farm in 1899. Henry and Howard Zastoupil working together to bring in the hay. Thousands attended the 1980 Farm Progress Days on Zastoupil's farm.



(ARTICLE
CONTINUES ON
PG. 11)



'Great American Food Drive' Means Milk!



Right, Pam and Dave Bolin were joined by Iowa State Dairy Princess and Swiss Valley Farms member Mariah Schmitt and Cory Berkenes, Director of the Food Bank Association for the kick off to the Great American Milk Drive.

Left, Mariah Schmitt and Iowa Governor Terry Branstad pose with their favorite kind of milk – chocolate!



In what Swiss Valley Farms Board Chair Pam Bolin described as a "wonderful day at the capitol," she and her husband Dave attended the signing of the proclamation to declare June Dairy Month in Iowa by Governor Terry Branstad. The event also promoted the kickoff of The Great American Milk Drive in Iowa. This Drive is a coming together of Feeding America.org and dairy farmers across the country to begin a first-ever national program to help deliver highly-desired and nutrient-rich gallons of milk to hungry families who need it most.

It's been a challenge for Feeding America to meet the demand for milk due to the lack of donations – canned goods and other non-perishable items are more likely to be donated. From now on, everyone can help change that.

The goal of the Great American Milk Drive campaign is to deliver two million gallons of milk to food banks across the country, and anyone can help meet that goal. This campaign makes it easy for people to donate with a simple text or click of the mouse and help families in their own communities. Donations will go to local food banks based on the donor's zip code and be distributed in the form of milk coupons.

Gov. Branstad is raising awareness of the milk shortages in food banks and the need for better access to fresh milk in America's feeding programs. "Food banks serve an especially critical role in ensuring children get the food and proper nutrition they need, providing nutrient-rich foods like whole grains, fruits and vegetables and much-needed milk," Branstad says. "Dairy Month is an ideal time to join The Great American Milk Drive and help get fresh, nutritious milk to hungry children and families."

Feeding America is a nationwide network of more than 200 food banks that leads the fight against hunger in the United States. They provide food to more than 37 million people through 61,000 food pantries, soup kitchens, and shelters in communities across America. Feeding America also supports programs that improve food security among the people we serve, educates the public about the problem of hunger and advocates for legislation that protects people from going hungry. Individuals, charities, businesses and government all have a role in ending hunger. Visit www.feedingamerica.org. Find us on Facebook at www.facebook.com/FeedingAmerica or follow them on Twitter at www.twitter.com/FeedingAmerica.



Right, An aerial view of the Hendel dairy farm.

Below, The new heifer barn on the dairy.



Hendel Cont. from Pg. 7

percent and 870 pounds of protein at 3.1 percent.

"Genetics is a tough business, especially now with genomics. You have to take some risks to do well. And it's a bit of luck, too," Pam said. "It's a lot of work, but it can be rewarding. We hope we can keep up with the pace because genetics have changed in the last few years."

But they don't rely on their own research about what bulls work.

"We talk to a lot of people in the industry about what they've seen," said Pam, who also works full-time off the farm as a regional sales manager for Accelerated Genetics.

Talking with others helps keep them informed about breeding trends and topics in the dairy industry.

"We find out what is happening around the world," Pam said. "You have to keep yourself educated and open minded."

Beyond genetics, the Hendels try to keep up to date on all practices in the dairy industry.

"We try to do a good job in every area we can. We are lucky to have good employees working for us," Matt said. "Every aspect is important in order to take good care of the cows, which is the ultimate goal."

While working towards their ultimate goal, the Hendels didn't think it would earn them a spot on the wall featuring all the farmers in the MLBA Hall of Fame.

"It's a big honor for us," Matt said. "And hopefully we do a better job for the next generation to continue in the future."

Zastoupil Cont. from Pg. 9

They use half of the corn, soybeans and alfalfa they grow, selling the rest. They buy the other TMR ingredients: protein, distiller's grains and canola meal. "We use proper milking procedures and we pre-and post-dip," Tom says. "Little things help."

Paul handles the field work and Tom manages the cows. Paul's wife, Gina, who is a large animal veterinarian, handles herd health and a.i. Gina works at the Tomah Large Animal Vet Clinic. Tom's wife, Alice, works off the farm as a Manager at McDonald's.

A once-in-a-lifetime highlight for the Zastoupil family was co-hosting the 1980 Farm Progress Days – the premier Wisconsin agriculture show. Over 500 exhibitors set up outdoor booths with another 100 smaller exhibitors positioned under tents. A crowd of over 125,000 attend the three-day event. The original banner hangs inside their new shop, along with aerial photos.

The new shop itself is a favorite family gathering spot. Built last year, the shop is 63 by 56 feet and has a heated floor. A 5' square picnic table with padded benches provides an inviting place to eat lunch, play a game the grandkids, or just chat. A neighbor built the table for them, laminating the top with photos of all seven generations of Zastoupil family members. It is for certain that Michael and Rachel will grow up with a clear image of where they came from and the faces of the people who farmed these Wisconsin acres before them.



Tom and Alice Zastoupil live on the original homestead, which is located down the hill from the dairy farm. **Above,** Michael makes a quick exit from his mother's truck.

Tips on Handling Heat Stress

by Tom Tegeler, field supervisor

July and August temperatures can climb and create heat stress on your cows. Heat stressed cattle tend to eat less and produce anywhere from 15 to 30 percent less milk. It can also lower reproductive performance and affect animal health in general.

Here are a few tips on how to combat this heat and keep the cows happier over the summer and possibly avert a decline in your herd's health and milk production.

- Place fans in holding areas. Make sure all your fans are cleaned and properly working.
- Check the sprinkler systems to ensure they are all working. Sprinklers should be run until cows are soaked to the skin (2-3 minutes), then turn fans on until the cows are dry (13 minutes). The evaporated cooling removes heat from the cow. Spraying, then fanning is the most effective way to cool cows. Sprinklers and fans can be placed in the holding pen leading into the parlor eliminating the risk of wet feed or higher somatic cell counts.
- Do what you can to maximize air flow in your barns. Open up building side walls as much as possible to provide more air movement.
- Fence off areas where cows tend to crowd together so you can avoid wet and dirty conditions.
- Make sure there is plenty of cool, clean water available to the cows at all time. Provide EXTRA tanks near parlor exits or in pastures. Clean out the waterers and

tanks so cows get plenty of clean, cold water. Be sure there is enough space around the waterers for all cows to gather and drink.

- Make sure there are plenty of dry, clean shaded areas available where cows can stand without overcrowding. Make sure these areas have good ventilation.
- Bacteria growth in old bedding increases during the summer due to the warmth and moisture. Keep the bedding fresh.
- Keep feed in front of the cows all day long. Clean your feed bunks daily to reduce spoilage and improve intakes.

Doing these things will make your herd more comfortable during the summer's heat and will pay you back by maintaining your herd's health and milk production.



Tom Tegeler, Dyersville, Iowa

Meet Your Swiss Valley Field Staff:

Tom Tegeler has worked in the Swiss Valley Farms Procurement Division for 23 years, first as a field representative and then as a field supervisor since 1998. He manages four field reps who cover the member area in the southern half of Iowa and Wisconsin as well as the northwest top of Illinois. He is also the field rep for all farms south of I-80 in Iowa.

Tom and his wife Kim live in Dyersville, Iowa and have two daughters: Jamie and her husband Doran Sauer live in Austin, Tex. and have two children: Ole, 5, and Isabel, 4. Daughter Cassie, and fiancé Adam Shouse live in Cedar Rapids, IA. Prior to joining the Swiss Valley

field department, Tom worked for the Hampton, Iowa Co-op, the Swiss Valley Ag Service in Farley and Tegeler Dairy in Dyersville.

He studied ag at Ellsworth and business at Clarke College. "I learned all aspects of milk processing and hauling while working for Tegeler Dairy and also by working on the home dairy farm while growing up."

He considers it a key task to keep his producers informed on their operation's milk quality. He believes the most important service that Swiss Valley Farms performs for its co-op members is to get their weight and

(ARTICLE CONTINUES ON NEXT PAGE)

Bahl Wins George Hansen Scholarship

The family of George Hansen, long-time supervisor of Central Milk Producers Cooperative (CMPC), has endowed a scholarship fund to assist individuals from Midwest dairy farm families with college tuition costs. Swiss Valley Farms member Michael Bahl of Dubuque, Iowa, is the winner of one of these \$1,500 scholarships. He is the son of Martin and Linda Bahl.

A senior at Iowa State University majoring in dairy science, Michael is currently president of the Iowa State Dairy Science Club. He was a three-time national champion dairy quiz bowl team member and a national distinguished junior member semifinalist. A 2011 graduate of Wahlert Catholic High School, he was member of the National Honor Society there and very active in the Asbury Julien 4-H Club in Dubuque from 2003 until 2011. He says he has been helping out on the family dairy situated just outside the town of Dubuque since he was big enough to hold a calf bottle.

The Hansen family established this scholarship fund in memory of George's outstanding dedication to the dairy industry and his desire to enable dairy producer families to send a son or daughter to college. The award revolves over the years among CMPC's eight member cooperatives, which includes Swiss Valley Farms.

Tegeler ____ Cont. from previous page

tests correct. Tom also likes to make sure his producers' dairies are always ready for the milk inspector to walk through the door. He says one of the most important lessons he learned on the job a long time ago is to always tell the truth no matter how painful the news may be to the producer.

Tom says the biggest change he has seen during his long career in the dairy business is the size of the farms and the haulers' trucks. "They just keep getting bigger!"

A very sports-minded person, Tom's favorite pastime is coaching softball, attending sporting events and boating.



Swiss Valley Farms Board member Rick Kauffmann presents the George Hansen Memorial Scholarship to Michael Bahl on the Bahl farm.

Hansen, who died in 1999, guided CMPC for more than 30 years through the dynamics of changing federal milk marketing order regulations, cooperative mergers and customer restructurings. CMPC is a federation of dairy cooperatives who work together on behalf of their member-owners to establish premiums for Class I (beverage milk) and Class II (cultured dairy products) milk they supply to milk packagers and processors.

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swiss valley farms

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

0 - 100,000.....	7%
100,001 - 200,000.....	31%
200,001 - 300,000.....	32%
300,001 - 400,000.....	16%
400,001 - 500,000.....	7%
500,001 and above.....	7%

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

BAILEY, MICHAEL & JEAN	92,000
BENNETT, JOHN & CHARLENE	43,000
BREUCKMAN, CHAD	57,000
BRIMEYER, DANIEL & DEB	91,000
BRIMEYER, DEREK	91,000
BRIMEYER, MATTHEW	98,000
BRIMEYER, RICHARD	98,000
BUSY BEE ACRES, LLC	98,000
CALVERT, KYLE D.	93,000
ENDRES, JOHN P.	69,000
ENDRES, JOSEPH	69,000
FRICKSON, ANDREW M.	80,000
GORHAM, FLORIEDA	92,000
GRANDCENTRALJERSEYS LLC	92,000
HENDEL FARMS	69,000
HESSENIUS, CRAIG	84,000
JUNK, MELANIE M.	62,000
KETCHUM, ROBERT C & TERRI A	52,000
KLUESNER, LEO & JULIE	91,000
KOHOUT, KENNETH & ANITA	80,000
KOOPMANN, BRENT	93,000
KOOPMANN, CHAD	93,000
LUDWIG, KRIS	92,000
MEIER, BRIAN	72,000
MEIER, MIKE & CHERYL	72,000
PEARCE, RICHARD J.	90,000
PRIER, DONALD	96,000
SCHUSTER, CHRIS	89,000
SCHUSTER, CRAIG	75,000
SCHUSTER, LEONARD	89,000
SCHUSTER, RONALD	89,000
SCHUSTER, ROBERT & NANCY	75,000
SELKE, WALTER	59,000
SELKE, WILLIAM	59,000
SPERFSLAGE, IRVIN	63,000
STAUFFER, TITUS	86,000
STRIEF FARMS INC	87,000
THOMPSON, LARRY & LIANE	88,000
VALLEYVIEW DAIRY INC	75,000
VANDERHAMDAIRYLLC, BILL & LYNN	70,000
VANDER WAL, BRUCE	96,000
WEAVER, CURVIN M.	87,000



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.

*Welcome **NEW SWISS VALLEY FARMS MEMBERS***

KYLE CLAVERT
Mineral Point, WI

GARY JOHNSON
Waukon, IA

CATHERINE TITUS
Kalona, IA

MPP Program _____ Cont. from Pg. 2

of milk production. Prices for coverage rise in proportion to the degree of risk covered. But, particularly for the first four million pounds of coverage, a valuable safety net can be obtained for pennies per hundredweight each year. Risk coverage on production over four million pounds is very reasonably priced at lower and mid-levels of margin protection.

According to NMPF CEO Jim Mulhern, "The USDA still has important decisions to make, from the timing of first-year enrollment, to the schedule of premiums to be paid by enrollees, to how farms with different ownership structures will be treated. It also has to flesh out how the complementary dairy product donation program will operate if and when margins become extremely low. Those issues will be resolved in the coming months.

"The MPP means that the financial stability of dairy operations will depend on margins, rather than milk prices alone," he continued. "The economic hardship experienced in 2009, and again in 2012, testifies that high milk prices don't guarantee profitability when teamed with high input costs." It is estimated that during those years, America's dairy farmers lost \$80 billion in equity. "This is a once-in-a-generation revolution in risk management in America's dairy sector, allowing our 50,000 farmers the opportunity to preserve equity in a way that their fathers and grandfathers never could," Mulhern says.

Mulhern stressed that this is not a government handout. "Those who enroll will have skin in the game in the form of their premium payments."

In closing, the NMPF CEO expressed a sentiment that is shared by many dairy producers from all over the country. "This program is not the whole loaf that we sought. But it will be far, far better than what it replaces."

The Swiss Valley Farms Procurement Division will keep you posted on the implementation of this Margin Protection Program. Use these links to see more details of this program and any developments that come along.

www.futurefordairy.com

A regular, detailed update on the margins between milk prices and feed costs can be downloaded from the Margin Protection Program page.

<http://www.nmpf.org/content/margin-protection-program-2014-farm-bill>

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'Second Chance' Outstanding YC Contest

Announcing the **2014 Second Chance Outstanding Young Cooperator Contest**. All Swiss Valley Young Cooperators will have the opportunity to participate in this contest on Aug. 11 in Prairie du Chien, Wis.

The contest will be held over the noon hour and early afternoon. Any Swiss Valley Farms young cooperator who is 18 to 40 years old is eligible to participate. Winning this contest means you will represent the co-op in the national YC conference at the 2014 NMPF Dairy Summit, which will be held in late October in Dallas, Tex.

To get your **Second Chance YC Contest** application, send an e-mail to:
nancy.feeney@swissvalley.com.

Deadline to return these applications is August 4th.

GOOD LUCK!