

Dairyman

MARCH 2015



Getting Their Start
in Dairy





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

Nancy Feeney
 Editor/ Member Relations Mgr.

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

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- Owner/Members
- Workforce

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- Vice Chair**
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- Assistant Secretary**
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- Assistant Treasurer**
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- Richard Kauffmann.....Farley, IA
- Steve Klug.....Spring Grove, MN
- Eric Lyon.....Toledo, IA
- Randy Schaefer.....Blue Grass, IA
- Patrick Schroeder.....Lancaster, WI

Ups & Downs of Store Prices

by Don Boelens



CEO Don Boelens

I'm happy to say there's been an excellent return on our recent short co-op member survey. Thanks to everyone who took the time to fill one out and return it. I was glad to see several comments written on the surveys. Your opinions are important to us. One member asked an interesting question on his survey that I thought everyone would benefit from hearing the answer.

"Why don't milk and cheese prices in the grocery stores fall as quickly as our milk price?"

Good question! There are many factors that affect the price of the dairy products you see on the grocery store shelves. While these factors are all indeed somewhat tied to the monthly Federal order milk pricing, they are very difficult to directly connect. Let me explain some of the basic reasons.

Specifically in regards to cheese, there is a key disconnect in the pricing you see in the stores from the price of milk that would be directly related to the finished product. Much of the cheese we manufacture is naturally aged; some may be aged for many months. That would mean the milk used to make that cheese had a price substantially higher or lower than the related price you see in the stores at any given time.

Inventory costs are another factor that both the store operator and the cheese manufacturer take into consideration when pricing

dairy products. If either "owns" inventory that they paid market costs for (either high or low) compared to the current market cost, they will do their best to move or hold that inventory in order to capture the best profit return on that inventory of product. Also, many of the products that Swiss Valley manufactures go through a series of distributors before they reach the grocery store shelves with inventory costs coming into play at each exchange.

Another big factor that will always confuse consumers who closely watch dairy prices is what the margin requirements /policies are for individual retailers. There are some retailers that have strict policies to keep their margins at very low levels no matter what the cost of

(ARTICLE CONTINUES ON PG. 12)

At Co-op's Annual Meeting

Board Officers are Elected

The Swiss Valley Farms Board held its annual reorganization meeting on Feb. 23rd in Dyersville, IA.

Francis Leibfried, Cuba City, Wis., was seated to a second 3-year term as an At-Large Director. He had been unanimously re-elected last spring at the co-op's District Representative meeting in Rochester, MN.

The following directors were seated to three-year terms after being unanimously re-elected by co-op members at their winter district meetings: Dale Humpal, Ridgeway, Iowa -- District 8, Steve Klug, Spring Grove, Minn. -- District 7 and Donald Berlage, Elizabeth, Ill. -- District 2.

Board officer elections were also held at this meeting with the following results: Pam Bolin, Clarksville, Iowa, was re-elected Board Chairman. Tom Oberhaus, Waukesha, Wis. was elected as Board Vice Chair. Don Berlage, Elizabeth, Ill., was re-elected Assistant Secretary and Francis Leibfried, Cuba City, Wis., was re-elected

Assistant Treasurer.

New directors were named to the Board's Executive Committee. They are: Richard Kauffmann, Farley, IA; Patrick Schroeder, Lancaster, Wis. and Randy Schaefer, Blue Grass, Iowa.

Also at this meeting, Board Chair Pam Bolin was recognized for her 25 years of service to the Swiss Valley Farms Board. CEO Don Boelens presented her with a commemorative plaque and the best wishes of the cooperative.

Nominations for the next open At-Large Director seat will be taken at the upcoming District Representative meeting on March 31 in Dubuque, IA. If you wish to be nominated for this position, please tell your district representative so your name can be placed in nomination at this meeting. All current district representatives are listed by district beginning on Pgs. 5 & 6.

Meet Your New Board Vice Chair

Tom Oberhaus of Waukesha, Wis., was elected as the new Swiss Valley Farms Board Vice Chair.

Tom and his wife Joan, along with their son Charlie, own and operate Cozy Nook Farm located just three miles west of Waukesha where they milk 70 cows and raise a similar number of young stock. The herd is mostly Brown Swiss with a few Guernsey.

Tom and Joan are active in the Wisconsin Brown Swiss Association and have won numerous breeder awards. Their cow, Cozy Nook Pronto Twylight, was named the 2012 Wisconsin Cow of the Year by the Wisconsin Brown Swiss Association. Tom also served a 6-year term on the National Brown Swiss Board.

In addition to the dairy, 25 acres of fall produce (pumpkins, gourds, squash, and Indian corn) are grown and sold on the farm. During the Christmas season, over 1,500 fresh cut Wisconsin trees along with wreaths and garlands are retailed to the public on the farm.



Tom Oberhaus
Waukesha, Wis.



Pam Bolin, Board Chair from Clarksville, Iowa, receives her 25-year longevity plaque from CEO Don Boelens during the Board reorganizational meeting.

March 31st is the date

SPRING DISTRICT REP MEETING

The Spring 2015 Swiss Valley Farms District Representative Meeting is Tuesday, March 31st at the Best Western Plus in Dubuque, Iowa.

Meeting begins at 10 a.m.

The 2015 Spring District Representative meeting is set for Tuesday, March 31st at the Best Western Plus in Dubuque, IA. All Swiss Valley Farms District Reps and their spouses, as well as the Young Cooperator and Swiss Valley Gals Steering Committee members and their spouses are invited to attend.

The meeting begins at 10 a.m. in the hotel's main conference area with cheese and refreshments. The business meeting will be opened at 10:15 by Board Chair Pam Bolin with her report.

Also on the agenda for the day is:

- A report from Swiss Valley Farms CEO Don Boelens.
- A business update from the co-op's Management Team followed by a question and answer session.
- A virtual tour of the Caves of Faribault in Minnesota presented by Jeff Jirik, V.P. of Product

Development.

- A closer look at the "Dairy Innovation Center" presented by Chris Freland, Industry Relations Program Manager with Midwest Dairy Association.
- A dairy market update and forecast from Kathleen Noble & Katie Behnke of Blimling & Associates.

Also at this gathering, nominations will be taken for the next 3-year At-Large Director position with that election taking place during the 2015 district meetings in December.

There will be plenty of time for the district reps to ask questions and make suggestions throughout the day. If you would like to get a question to your district rep, the contact information for all the reps is listed on the next two pages.

SWISS VALLEY FARMS DISTRICT REPRESENTATIVE

POSITION DESCRIPTION

1. There may be up to eight District Representatives elected by members at the annual district meeting for a one-year term, starting at the Annual Meeting.
2. Vacancies that occur during the year are to be filled by appointment of a member by the District Director.
3. Alternates may be appointed by the District Director to attend District Representative meetings if the elected person is unable to attend.
4. Recommends amendments to current policies and/or new policies to the District Director.
5. Communicates with members to keep them informed on the Cooperative programs, policies and industry trends.
6. Performs other duties as may be assigned by the Board Chairperson.
7. Per diem and mileage will be reimbursed per Board policy.
8. In order to serve as a District Representative, a member must be in good standing and free of any conflicts of interest.

DISTRICT 1

Patrick Schroeder, Dir.
3945 Hypoint Rd
Lancaster, WI 53813
Telephone: 608/943-6509

1. Paul Adams

5203 Lincoln Rd
Lancaster, WI 53813-9801
Telephone: 608/723-2771

2. Gerald E. Breitsprecker

6461 Bluff Rd
Lancaster, WI 53813
Telephone: 608/723-6232

3. Ken Kohout

14618 Kohout Rd
Montfort, WI 53569-9724
Telephone: 608/822-6871

4. Tom Kunkel

1784 Kirkwood
Cuba City, WI 53807
Telephone: 608/744-2053

5. Mike Meier

8172 Diamond Grove Rd
Glen Haven, WI 53810
Telephone: 608/694-2302

6. Roy Mumm

11583 Settlement Rd
Cassville, WI 53806
Telephone: 608/725-5699

7. Tom Parrish

11347 Highway 61
Fennimore, WI 53809
Telephone: 608/822-6462

8. Bernard Runde

2504 Hyview Rd
Cuba City, WI 53807-9721
Telephone: 608/744-3527

DISTRICT 2

Donald Berlage, Dir.
5598 S. Pleasant Hill
Elizabeth, IL 61028
Telephone: 815/858-2396

1. Rick Althaus

28300 Center Dr
Cuba City, WI 53807
Telephone: 608/348-3248

2. Phil Schneider

17264 Ridge Rd
Sterling, IL 61081
Telephone: 815/441-4581

3. Jay Stauffacher

16639 Hwy. 23
Darlington, WI 53530
Telephone: 608/776-4173

4. Dale Worley

7151 Rt 173
Poplar Grove, IL 61065
Telephone: 815/765-2683

5. Leslie Wundrowe

6460 Randall Rd
Poplar Grove, IL 61065
Telephone: 815/737-8772

DISTRICT 3

Loyde Beers, Dir.
25577 Breezy Lane
Eastman, WI 54626
Telephone: 608/874-4201

1. Jeff Berg

W3439 Hwy M
LaCrosse, WI 54601
Telephone: 608/786-2151

2. Todd Clark

26004 Cty Rd. Z
Wilton, WI 54670
Telephone: 608/435-6503

3. Roger M. Dahlberg

55247 Dahlberg Rd
Eastman, WI 54626
Telephone: 608/874-4265

4. Randy Dreier

26118 Cty Hwy T
Norwalk, WI 54648-8108
Telephone: 608/823-7787

5. Dennis Mezera

59513 S. Ridge Rd
Prairie du Chien, Wis 53821
Telephone: 608/326-6906

6. Gerald Opprieht

23707 Morning Glory
Eastman, WI 54626
Telephone: 608/874-4492

7. Matt Ornes

19216 Leather Ave
Norwalk, WI 54648
Telephone: 608/823-7949

8. Dustin Payne

62951 Prew Lane
Eastman, Wis 54626-8754
Telephone: 608/874-4451

9. Terry Steger

34796 St Hwy 27
Prairie du Chien, WI 53821
Telephone: 608/326-6709

DISTRICT 4

Richard Kauffmann, Dir.
551 7th Ave. N.E.
Farley, IA 52046
Telephone: 563/744-3052

1. Marvin Ambrosy

14275 Circle Ridge
Sherrill, IA 52073
Telephone: 563/552-2396

2. Randy Cook

32733 Rockville Rd
Worthington, Iowa 52078
Telephone: 563/855-4501

3. Richard Cook

32479 Rockville Rd
Worthington, Iowa 52078
Telephone: 563/855-4205

4. Leo Kluesner

30398 John's Creek Rd
Worthington, IA 52078
Telephone: 563/855-5925

5. Brent Koopmann

7227 Koopmann Rd
Epworth, IA 52045
Telephone: 563/543-4879

6. Ken Steffen

19701 Hickory Valley
New Vienna, IA 52065
Telephone: 563/870-5695

7. Matt Strief

26306 Farm Lane
Farley, IA 52046 -9414
Telephone: 563/543-4401

DISTRICT 5

Randy Schaefer, Dir.
1713 Yankee Ave
Blue Grass, IA 52726
Telephone: 563/381-4361

1. Martin Burken

1208 25th Ave North
Clinton, IA 52732
Telephone: 563/242-3222

2. Richard DeVore

2955 120th St
Wilton, IA 52778
Telephone: 563/732-2314

3. Roger Holdorf

6821 225th St
Walcott, IA 52773
Telephone: 563/282-4665

4. Daryl Slabaugh

2895 500th St S.W.
Iowa City, Iowa 52240-9445
Telephone: 319/683-2540

5. Steve Sywassink

P.O. Box 393
Grand View, IA 52752
Telephone: 319/729-5400

(LIST CONTINUES ON NEXT PAGE)

DISTRICT 6

Eric Lyon, Dir.

2622 K Ave
Toledo, IA 52342

Telephone: 641/484-2299

1. Jan & Doreen Boelen

1582 370th Ave
Brooklyn, IA 52211

Telephone: 641/990-4099

2. Mike Dilly

1371 290th St
Montour, IA 50173

Telephone: 641/492-6131

3. Lonny Hennings

2457 X Ave
Clutier, Iowa 52217

Telephone: 319/476-3242

4. ISU Dairy Farm

123 Kildee Hall
Ames, IA 50011

Telephone: 515/294-6021

5. Lyle Nunnikhoven

1524 Hwy 92
Oskaloosa, IA 52577

Telephone: 641/672-2605

6. Dennis Wiener

3335 Hwy. T 47
Montour, IA 50173

Telephone: 641/492-6230

DISTRICT 7

Steve Klug, Dir.

18863 Dairy Rd
Spring Grove, MN 55974

Telephone: 507/498-5170

1. Randy Drinkall

23683 County 13
Rushford, MN 55971

Telephone: 507/864-2170

2. Will Gerdes

16843 Beaverridge Dr
Caledonia, MN 55921

Telephone: 507/724-2685

3. Matt Hendel

14913 Gap Dr
Caledonia, MN 55921

Telephone: 507/724-5689

4. Robert Ketchum

22410 Cemetary Rd
Utica, MN 55979

Telephone: 507/523-3303

5. Dale Mill

30001 Cty Rd 109
Lewiston, MN 55952

Telephone: 507/523-3506

6. Katie Olson

20501 30th Ave NE
Atwater, MN 56209

Telephone: 320/974-3213

DISTRICT 8

Dale Humpal, Dir.

2667 Townline Rd
Ridgeway, IA 52165

Telephone: 563/562-3848

1. Mark Bischoff

24155 Hwy 52
Garnavillo, IA 52049

Telephone: 563/964-2720

2. Alan Elsbernd

2059 Co. Rd. W 14
Calmar, IA 52132

Telephone: 563/737-2360

3. Loras Gerner

31384 Ironwood Rd
Garber, IA 52048

Telephone: 563/255-2574

4. Mark Lamborn

224 Franklin Rd
Luana, IA 52156

Telephone: 563/864-3264

5. Peter Schmitt

1113 280th Ave
Fort Atkinson, IA 52144

Telephone: 563/534-7133

6. Larry Svendsen

29475 Iris Rd
Ossian, IA 52161-9801

Telephone: 563/532-9665

7. Jeff West

22956 200th St
Farmersburg, IA 52047

Telephone: 563/783-7701

DISTRICT 9

Pam Bolin, Dir.

30707 180th St
Clarksville, IA 50619

Telephone: 319/278-4288

1. Allen Blasberg

1637 Midway
Tripoli, IA 50676

Telephone: 319/882-4721

2. Robert Horst

16531 Grand Ave
Bristow, IA 50611

Telephone: 641/775-3285

3. Duane Johnson

33813 Martin Ave
Parkersburg, IA 50665

Telephone: 319/346-1578

4. Roy Johnson

33795 Martin Ave
Parkersburg, IA 50665

Telephone: 319/346-0955

5. Birdsie Robinson

814 Main St
Plainfield, IA 50666

Telephone: 319/404-2569

6. Larry Wehling

1205 Usher Ave
Sumner, IA 50674

Telephone: 563/578-8854

7. Etta Robinson

1118 180th St.
Plainfield, IA 50666

Telephone: 319/404-4848

DISTRICT 10

Thomas Oberhaus, Dir.

W309 S630 Maple Ave
Waukesha, WI 53188

Telephone: 262/968-2573

1. John Bennett

W7658 Ember Ave
Westfield, WI 53964

Telephone: 608/296-2710

2. Don Damrow

W5378 Eagle Road
Juneau, WI 53039-5957

Telephone: 920/344-0665

3. Emily Frieders

6035 W. Hanover Rd.
Janesville, WI 53545

Telephone: 608/931-8275

4. Cathy Mess

N 8485 County Rd Q
Watertown, WI 53094

Telephone: 920/261-7537

5. Shane Sauer

W. 11031 State Rd. 19
Waterloo, WI 53594

Telephone: 920/478-2530

6. Dave Wagner

W1919 Hofa Park Dr
Seymour, WI 54165

Telephone: 815/238-9264

2013 At-Large Director:

Dan Duitscher

700 Circle Dr
Rolfe IA 50581

Telephone: 712/848-3954

2014 At-Large Director:

Keith Blake

15380 240th St
W. LeClaire Rd.

Eldridge, IA 52748

Telephone: 563/285-5409

2015 At-Large Director:

Francis Leibfried

1849 Hy View Rd
Cuba City, Wis. 53807

Telephone: 608/744-2600

For these young dairy producers . . .

Farming Definitely Comes First

by Molly Schmitt

When it comes to dairy farming, it's a family affair. For these two young dairy farmers, they wouldn't have it any other way.

Matt Henkes, 23, and Kirk Moser, 21, are just two examples of young dairymen keeping their family farming tradition alive in northeast Iowa. While they are still learning, they exemplify the passion and dedication to make it through the struggles that come with farming. For them, dairy farming is not a choice or a job, but rather a lifestyle in which they live and breathe.

With a strong family behind them and high hopes for the future, they are telling their dairy story as they begin their journey.

"My favorite thing about what I do is working directly with the cows," says Matt.

Matt Henkes is the son of Trent and Leslie Henkes of Luana, Iowa. Henkesen Holsteins includes 55 milk cows and 15 dry cows that are all registered Holsteins. Matt owns 25 milk cows, which he acquired from his

parents while in 4-H. He continues to grow his herd through breeding. The sixth generation farm stretches over 100 owned and 50 rented acres that are mostly used for growing alfalfa and corn.

"It's a lifestyle change – going from college to being home full time, now that I am more in the management position making decisions," says Matt.

Matt followed in his parents' footsteps by attending Iowa State University. He graduated with a dairy science degree in 2013. While attending school he came home over the weekends to help out with chores on the family farm.

At Iowa State, he broadened his knowledge of records and PCDART, while beginning to really focus on somatic cell count. As an active member of the dairy judging and dairy challenge team, Matt was able to experience real life scenarios while evaluating farms.

"I really enjoyed dairy judging and it is something that I want to get more into in the future," says Matt in

(ARTICLE CONTINUES ON NEXT PAGE)



ON THE COVER:

The two young men on this month's cover are both proud to be starting out in the dairy business. Matt Henkes, left, Luana, Iowa, and Kirk Moser, Garber, Iowa, both have opinions on how they want to achieve their career goals as well as promote dairy farming.

On the left: Matt Henkes takes a great interest in breeding the cows in his herd. Here, he poses by the family farm sign with one he is very proud of: "Henkesen AD Riddle-Red-ET EX 92 2E EX MS".



Kirk Moser enjoys his diversified farm. He owns eight dairy cows, 55 beef cows and 25 sheep. He rents his great uncle's small farm a few miles down the road from his parents' farm.

regards to judging his first county fair this past summer.

Since graduation, Matt has taken on a management role on the operation and plans to gradually take on more responsibility. He points out his pride in Henkeseen Holsteins' quality genetics. Matt plans to focus on creating a balance between high production and quality type cows. Their quality genetics are available to other Iowa farmers as 80 percent of bull calves are raised to breeding age and are then sold to dairy farmers across the state.

"Maintaining what we have and trying to improve on our genetics are my top goals for the next few years," says Matt.

Kirk Moser is the son of Todd and Lynn Moser. He grew up on his family's farm located outside of Colesburg, Iowa where he is still a large part of the operation. The Moser family is currently milking 65 grade Holsteins in their stanchion barn, while raising heifers for replacement and steers for market. The family has 850 acres with Kirk having 200 tillable acres and 20 acres reserved as pasture. Kirk owns eight milk cows, 55 beef cows and 25 sheep.

In 2011, Kirk began renting his own operation near Garber, Iowa, which is right down the road from his parent's farm. He was approached by his great uncle during his senior year of high school and was asked if he would like to start farming.

"In November of my senior year, reality kicked in and I started. That growing up part hit real fast – like

overnight. Before I graduated from high school, I had my first crop of corn planted at 17 years old. That changed the game plan on a few different things, but it was worth it and still is," says Kirk. His goal is to have it purchased in 15 years.

Kirk earned his agricultural production degree from Kirkwood Community College in 2013 where he studied beef and crops. However, his education did not prevent him from playing a large role at home. He constantly drove back and forth between home and college, driving upwards of 500 miles per week. At times he was going to Cedar Rapids (an 85-mile drive) three times a week.

"My college friends would wonder where I was going every day and I just said that I had to get home and milk, and look after my livestock," says Kirk.

Kirk has helped with fieldwork since he was 14 years old and has been mixing TMR for the last two years. Kirk and his father Todd are in charge of milking twice a day. His sister Kendra, 23, helps out whenever she is home and his brother Kohl, 14, takes pride in his official title as manager and CEO of the calf building.

Remaining diversified is Kirk's primary goal. He stresses the importance of always having more than one thing to keep you busy. The Moser family farm is very diversified because of their attention to hay, corn, beef, dairy, chickens and sheep. Kirk says this is beneficial "because if just one of these areas comes down, it doesn't

*“Have the **DETERMINATION** and go with it. **ASK** for **HELP** along the way, but **HELP OTHER PEOPLE** as much as you can.”* -- Kirk Moser

mean the whole operation is coming down.”

“Don’t rely on one thing and one thing only,” says Kirk. His plan to be diverse includes always having a plan ‘B’ in place and sometimes a ‘C.’

Matt and Kirk embody the ambition, devotion and excitement required to be successful dairymen. They have both grown up immersed in the industry, yet they both admit they have a lot to learn as they continue improving their operations. It took a lot of work and proving themselves to get to where they are today, not to mention the generous help and support from their neighbors, friends and family.

“Have the determination and go with it. Ask for help along the way, but help other people as much as you can. If someone does something for me, I try to do twice as much for them,” says Kirk.

A lot of farmers are approaching retirement age and need to start looking for someone to take over. These two agree that the dairy industry is lacking enough of the younger generation to sustain it, which they attribute to the huge investment that is associated with a dairy operation.

“I have numerous friends who have the passion and determination to farm but they don’t have the inlet to get started along with the cost derived from starting farming. They are welding, pouring concrete or working on machinery, but a lot of them would want to get into dairying if they had the chance,” says Kirk.

“If you want to get into the industry, talk to other dairy farmers. Look to potential dairy farmers that are nearing retirement, but don’t have anyone to take over, and consider slowly working in on halves. I think actually talking to producers would be the biggest help,” suggests Matt.

As for the future of the dairy industry in the area of technological advances, both see positives and negatives in the direction the industry is heading. They remarked on people’s assumptions that equipment like robotic milkers and automatic calf feeders will eliminate work, but believe these new advances simply require a different

style of management.

The final topic on the minds of Matt and Kirk is the need for promoting the dairy message and educating the public about dairy products.

“It’s going to be hard, but we need to just get our word out and I think the younger generation will do a better job of it. When people visit our farm, we always try to inform them of what we are doing and why we are doing it. We bring people in from big cities and have young farm tour groups of kids, and they cannot believe what they see,” says Kirk.

“We have a Facebook page for our farm, and I always just try to post positive images of what we are doing right now or of a new baby calf or anything to promote dairy in a positive light,” says Matt.

Both agree that there is a strong future in the dairy industry, and with the right management and promotion techniques, the dairy industry will continue its relevancy.

“I think it is a really good time for animal agriculture, and I think it is only going to get better,” says Matt.



Another one of Matt’s favorite cows that he bred and owns is “Henkeseen AD Rumor-Red-ET EX 92 2E EX MS”.

Benefits of Using Scales on a Dairy Farm

By Jeff Cullen, La Crosse Scale account rep

Feed costs represent the largest single cost of operations for most dairies. Feed shrink could simply be defined as the amount of feed delivered or raised on the farm that is not consumed by the herd. Reducing feed shrink provides a significant opportunity to improve profits. Using scales to more accurately measure both feed inputs and farm outputs can help reduce shrink.

One cannot manage what is not measured and the combination of scales and software has given the dairy farmer the ability to better track and control feed shrink on dairy farms. Feed shrink is caused by many factors including scale inaccuracy. Feed shrink losses may represent 5 to 30% of the feed purchased.

Are you getting what you paid for? The use of on-farm scales to weigh every bulk product delivered to the farm is increasing. While the cost of a semi-truck scale is significant, the payback to a large dairy operation (over 500 head) can be rapid.

Paul Halderson, owner of Artic View Dairy, in Galesville, Wis., purchases a large part of his forages. He estimates he saved \$20,000 in his first year by weighing all purchased feed.

Kevin Mahoney, President of La Crosse Scale, says he has seen an increased use of scales in the dairy industry. “As the size of dairy operations increase, the potential cost savings of accurately measuring all inputs and outputs quickly offset the additional costs of investing in accurate scales for monitoring key aspects of the business,” Mahoney

says. “It’s not surprising that large, well-run operations consider investing in a truck scale to provide more accurate data.”

Likewise, weighing outbound shipments of milk serves as a check to make sure the farmer is paid for his production. This is of greater importance if a farm’s milk is picked up by a route truck along with other milk from other farms. The practice of “stick weighing” is still very common among some milk route truck operators. By nature, stick weighing is an estimate only and human error can easily result in significant errors.

Most large dairy operations utilize a TMR mixer wagon that has an on-board weighing system. If the TMR mixer load cells are not recalibrated periodically, the actual amount of feed mixed and fed to the herd could easily be off 5% or more. Whether the mixer is weighing 10% too high or too low, either one can cause decreased production or wasted feed.

In reducing mixing errors, it is important to consider how much of a feedstuff is added to the mixer. In general, feedstuffs that will be fed at less than 5 pounds per head per day should be mixed with other ingredients prior to the addition to the mixer since the increment size of the mixer may not provide the precision needed.



Paul Halderson of Artic View Dairy, Galesville, Wis., estimates he saved \$20,000 in his first year by weighing all of his purchased feed for his large herd.

“One cannot manage what is not measured.”

It is also important to watch the order of ingredient addition to the TMR mixer. Some employees may try to balance the total load weight by the amount of the last ingredient added. If this ingredient is a high cost or of great importance to the diet, it may be either shorted or over-fed depending upon the errors made with adding prior ingredients. Employees should be informed that it is important to add the correct amount of all ingredients and avoid shorting or adding additional amounts of another ingredient to balance the total load weight.

Maintaining scale accuracy is important. All scales require periodic calibration and maintenance. Scales should be certified at recommended intervals. A TMR mixer with load cells that have not been checked for a long period of time could easily have an error of 10% or more.

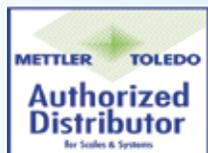
Scales on TMR mixers are subject to wear and tear. Bouncing around the dairy can cause damage and electrical

cords can fray. A good management practice is to run the TMR mixer (before and after loading) over a truck scale a couple of times each month to ensure it is still accurate.

Truck scales likewise can lose their calibration due to normal wear and tear, abuse or external factors such as thunderstorms and power surges. Periodic calibration is essential to ensure the scale is weighing accurately.

In today's environment, with profit margins being continually squeezed, it is important to gather timely, accurate data on all aspects of a large dairy operation. Truck scales and other accurate weighing devices are among many of the tools available to accomplish this.

Note: A significant portion of this article is from a presentation by Dr. Michael Brouk, Associate Professor at Kansas State University, at the 2009 Western Dairy Management Conference in Reno, Nevada titled: “Don't Let Shrink Kill You with High Feed Prices”.



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La Crosse Scale's Mission Statement: Weighing success, for our customers and ourselves, with a commitment to customer service and technology

MEMBER SECURITY IS THERE TO HELP

An early morning fire destroyed a dairy barn on Gary and Carlyne Overmann's farm south of Petersburg, Iowa on Nov. 12th. The fire caused \$200,000 in damage and killed one calf. No other cows or human injuries occurred. The couple milked 45 Holsteins with the help of their sons, Anthony & Daniel, who also work in town. Immediately after the fire, the cows were taken to Mitch and Marty Ronnebaum's dairy, who are Overmann's neighbors. "We helped with the milking over there while we sorted things out," Gary said. According to Gary, they eventually culled the cows that weren't bred, sold off the milking cows and dried up the late lactations. Gary and Carlyne have been co-op members since 1980.

The Member Security Program was developed by the co-op's Board of Directors in 1962 to help protect co-op

members' milk check income under certain hardship conditions. It has helped hundreds of members since. If you think you have a claim, contact your field representative. Individual claims have been capped at \$25,000.

Some of the losses covered include:

1. Fire, flood or windstorm damage to barn and/or milk house.
2. Lightning loss of three or more producing cows.
3. Milk that must be dumped because it cannot be picked up due to snow-clogged, impassable roads.
4. Power failure at farm service entrance resulting in milk marketing loss.



Gary Overmann and his wife Carlyne received a Member Security check to cover milk lost after a fire destroyed a barn on their dairy in Petersburg, Iowa. The photo on the left shows what was left of the barn the day after the fire.

Dairy Prices in Stores _____ Cont. from Pg. 2

goods may rise or fall to be. An example of this would be your 'club' store retailers. These membership-only stores keep their margins consistently low no matter what the cost of the product may change to as compared to regular grocery stores that may decide to hold the price of milk or cheese higher for a longer period of time just to make additional margin when prices fall. This makes it very difficult to connect the prices at the store shelf compared

to the pay price changes our co-op members experience.

This just scratches the surface on a few key factors that somewhat disconnect the monthly pay price dairy producers receive for their milk from the prices they see for dairy products in grocery stores. I hope this gives you a better understanding of this complex industry.

Applications Are Online

SCHOLARSHIP DEADLINE IS MARCH 31ST

Swiss Valley Farms is proud to offer eight scholarships to its co-op members and their children. The scholarship program was begun by the Board of Directors in 1993. At that time, two \$500 scholarships were offered to full-time students studying in an agriculture-oriented occupational field.

Over the past two decades, the Board has expanded the program to keep up with the needs of its members. Recognizing that not every member of a farm family will want or even be able to return to work on the farm, in 2000 the Board added a \$500 scholarship for a student majoring in non-agriculture-related fields. Since then, more scholarships have been added. In 2005, two \$1,000 scholarships

were added to the ag major group. Then two more \$500 scholarships were added to the any major category in order to assist even more co-op members.

To guarantee impartiality when scholarships are judged, the co-op seeks out dairy industry-related professionals from the east or west coast areas. These are people who are familiar with the dairy industry and agriculture, but are most likely not acquainted with any of our co-op members.

The 2015 Swiss Valley Farms Scholarship application can be downloaded online at: swissvalley.com under “member” then “Procurement” then “member benefits.”

Hurry! Scholarship deadline is March 31st.

Good luck, students! We are proud of you all!

Where Can I Buy Swiss Valley Farms Cheeses?

Need cheese for your next get together? Here's how to get some of that excellent Swiss Valley Farms cheese on your dinner table.

1. The Luana, Iowa cheese plant operates a cheese store in the front of the office. A wide variety of cheeses are available including Swiss and Gouda cheese made at Luana, cream cheese, cheese curds as well as cheeses from Caves of Faribault and Mindoro Blue cheese wedges. 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 Ronna.

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 Caves of Faribault and you can find everything that is produced and aged at the Caves as well as other Swiss Valley Farms cheeses. Phone (507) 334-3988.

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. 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.



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swiss valley farms

FIELD PERSONNEL & STATISTICS

Field Department & Procurement Division Directory

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

Chris Hoeger *VP Procurement*

Eldridge, IA 52748

Office 563.468.6628
Mobile 563.340.7943

Nancy Feeney *Member Relations*

3855 Manchester Dr • Bettendorf, IA 52722

Office 563.468.6640
Mobile 563.449.4451

Tim Genthe *Field Information & Logistics Manager*

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

Office 563.583.7669
Home 608.744.3515
Milk Scheduling Hotline:
563-468-6668

Kara Koopmann

Field Information & Logistics Specialist

6142 Roller Coaster Rd. • Epworth, IA 52045

Plant 563.583.7669
Home 563.876.3900

Ron Brenner *Field Supervisor*

1817 Loomis St. • LaCrosse, WI 54603

Mobile 608.790.1324
Office 608.781.5324

Thomas Tegeler *Field Supervisor*

1320 1^{1/2} 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. • Forreston, IL 61030

Office 815.938.2651
Mobile 563.599.2397

Roger Lenius

319 9th St. N.E. • 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

BENNETT, JOHN & CHARLENE	91,000
BOWERS, KERRI	42,000
BOWERS, MARK & KATHY	42,000
BREUCKMAN, CHAD	90,000
BRIMEYER, DANIEL & DEB	89,000
BRIMEYER, DEREK	89,000
BRIMEYER, JIM & MARY KAY	91,000
BRIMEYER, THOMAS & NOAH	90,000
BRINCKS, DON I.	95,000
CAROLAN, KEVIN & DONNA	60,000
DEKLOTZ DAIRY INC.	85,000
DREIER, RANDY D.	83,000
FRICKSON, ANDREW M.	53,000
GONZALES, KIM J.	85,000
HALL, LARRY & ROXANNE	94,000
HENDEL FARMS	46,000
HENKES, MATTHEW	97,000
HENKES, TRENT	97,000
HESSENIUS, CRAIG	89,000
I JOHNSON, DUANE A	90,000
JOHNSON, ROY A	90,000
JUNK, MELANIE M.	96,000
KAISER, TOM & JULIE	86,000
KETCHUM, ROBERT C & TERRI A	69,000
KOHOUT, KENNETH & ANITA	88,000
KOOPMANN, BRENT	84,000
KOOPMANN, CHAD	84,000
MEIER, BRIAN	64,000
MEIER, MIKE & CHERYL	64,000
OPPRIECHT, GERALD & DIANA	93,000
PREW, NATHAN & BRITA	97,000
PRIER, DONALD	92,000
SCHMITT, JAMES & LORIE	97,000
SELKE, WALTER	66,000
SELKE, WILLIAM	66,000
SPERFSLAGE, DEAN & DANA	87,000
STAUFFER, TITUS	79,000
THOMPSON, LARRY & LIANE	65,000
TRANEL, DAN J	98,000
VAN VARK, BRYCE & VERLA	79,000
VANDER WAL, BRUCE	90,000
VLASAK, STEVEN & SHERRY	52,000
WESTHOFF, NICHOLAS & JESSIE	95,000

Welcome
**NEW SWISS
VALLEY FARMS
MEMBERS**

UHLMAN, EDWARD
Lebanon, WI

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

0-100,000.....	8%
100,001 - 200,000.....	33%
200,001 - 300,000.....	32%
300,001 - 400,000.....	17%
400,001 - 500,000.....	7%
500,001 and above.....	3%

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.

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.

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.

FOR SALE: New Holland chopper SP130 with hay head, 100 gal water tank, inoculant applicator, 14L x 16.1 tires, new knives, electric controls, excellent condition. Field ready. Phone 563-535-7632 or 563-568-1354. Please leave message.

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.

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Dairyman



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Follow us on Twitter by searching for our handle, @SwissValleyFarm.



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with your co-op!**