

Dairyman

JULY 2015



**Give a Cow a Hug!
It's June Dairy Month!**



Dairy is So Much to So Many

by Don Boelens

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 Cooperative**

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

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The custom of celebrating June Dairy Month in America has been going strong for 75 years. In the beginning, this monthly celebration was begun simply as a way to help distribute the extra milk associated with the spring flush, when the cows' milk production jumps as they are started on pasture in the spring.

As worthy as this cause is, June Dairy Month has evolved over the years to become so much more. It is now the time when dairy producers, communities and the businesses in those communities come together to celebrate the many reasons why dairy makes sense for America's families, our health and our environment.

Today, sustainability in agriculture and dairy production has become a huge talking point for consumers. Food producers and grocery vendors are being called to task to quantify the 'carbon footprint' of their products and find ways to decrease it. While there is always more work to be done, the dairy industry got ahead of the curve on this issue years ago and began assessing its own carbon footprint. The facts are encouraging.

According to Cornell University, the dairy community has already reduced its carbon footprint by more than 60 percent between 1944 and 2007, due to improved cow nutrition, cow



CEO Don Boelens

comfort, quality of the animals and other improvements. Compared to farms in 1960, USDA statistics show that America's dairy farms today are producing almost three times more milk with about half the number of cows. Today's 47,000 dairy operations in America have many reasons to celebrate their sustainability record and low carbon footprint.

Swiss Valley Farms members are among the 8,000 Midwest dairy farm families working 365 days a year to ensure nutritious milk and dairy foods are available now and in the future, all the while using a variety of conservation practices and on-farm efficiencies to reduce their environmental impact. Today,

(ARTICLE CONTINUES ON PAGE 7)

How Do You Qualify For a Quality Award?

by Tom Tegeler, field supervisor

On our recent member survey, Andy Schmitt of Fort Atkinson, Iowa, asked, “Can you review how members qualify to receive milk quality awards?” Since we are over half way through the year on our milk quality awards program, now would be a good time to recap these requirements.

Simply put, to get a yearly quality award a producer must have a positive number when you add and subtract quality payments each month.

When does a member see a negative number for quality? If a member’s SCC gets over 350,000 for the monthly average, this puts him or her in the deduct zone and quality will be lost for sure. A member’s Bacteria and PI must both be below 100,000, or there will be a deduct on the milk check, which could also result in the loss of quality. However, if a member’s SCC is far enough under 350,000 to warrant a premium, that premium amount could possibly offset a deduct on the Bacteria and PI, resulting in a positive number on the milk check. Since the total quality would be a positive number on the milk check, this would mean that the member does not lose quality for that month.

To have a successful milk quality year, members need a positive quality number 11 out of 12 months during the fiscal year, which runs from October 1 to September 30. These years then add up to create a milk quality history that results in the recognition a member receives at the annual winter district meetings in the form of a milk quality award, such as a five or a 10-year trophy.

Another important qualification to point out is that every co-op member gets one ‘grace year’ for each five years quality is achieved when tallying up the consecutive years. This means that if a member fails to achieve quality for 11 out of 12 months during the course of one fiscal year, he or she will get a ‘pass’ or a ‘grace’ on that one year. Instead of being knocked out of their total consecutive year run for quality awards, that year will not count towards the total. In other words, one bad year will not put a member back to square one, or in this case, year one.

If a member gets back on track the next year and achieves 11 out of 12 months of quality, he or she is able to resume the total count. However, there is just one of these

‘grace years’ allowed for any one co-op member every five years after the member has achieved the first five consecutive years. Two years of missed quality in any five-year span after the first five consecutive years means that a member does indeed go back to the beginning on his or her milk quality awards.

This policy of getting one year forgiven was begun about 20 years ago. It was brought to the attention of the Swiss Valley Board that sometimes circumstances beyond the control of the member could result in a failed year of quality. For instance, a barn fire or tornado that results in extreme cow stress and a jump in the counts, or a member moving the dairy to a different location, or perhaps an incredibly bitter cold winter or, the opposite, an excessively hot summer. Factors such as these can all lead to trouble with a herd’s quality counts and are not considered to be the fault of the co-op member.

So the Board agreed that every member deserves one ‘grace year’ to account for these circumstances and this grace-period year exception was added to the program.

If you have any other questions regarding how to achieve milk quality awards, feel free to contact me at: tom.tegeler@swissvalley.com or speak with your field representative.



Roy Johnson
Parkersburg, Iowa



Tom Oberhaus
Waukesha, Wis.

Picking up a milk quality award at the co-op district meeting always comes with big smiles. And why not? Being recognized for a year’s worth of hard work is definitely something to smile about.

Here's Our 2015 Scholarship Winners

Each year, Swiss Valley Farms gives out eight scholarships to co-op members. Five of these are for students pursuing an agriculture-based degree and three are for students pursuing any degree. The co-op's Board is pleased to sponsor these scholarships to assist members' in their dreams of achieving higher education.

Judging this year's Swiss Valley Farms scholarships was Joan Smith of Sauquoit, New York. "I married 'my' dairy farmer in 1969," Joan says. "I have always worked

with him on our farm and part-time as an RN. We have 300 acres and milk 55 registered Holsteins with a few registered Milking Shorthorns, Brown Swiss and Guernseys." Joan has been a member of her county dairy promotion committee since 1969 and a director on the American Dairy Association and Dairy Council (ADADC) of New York since 1995. She represented ADADC Inc. on the United Dairy Industry Association (UDIA) board for 13 years. Thanks, Joan!



Rebecca Lyons, Clinton, Iowa

Rebecca Lyons of Clinton, Iowa will receive a \$1,000 ag scholarship. The daughter of co-op members Patrick and Marlys Lyons, Rebecca will attend Iowa State University in the fall where she will major in Global Resource Systems and minor in Agriculture Education in the College of Ag and Life Sciences.

"Agriculture is my passion. Instilling an appreciation for agriculture is critical in a society where there are children who believe that milk simply 'comes from the store' and in a world where food security is a growing issue. Seeing firsthand the importance of this field and having the desire to sustain our planet has motivated me to spend my life passing on good farming skills to others. I plan to live abroad and teach others how to cultivate the land and raise livestock in their own country."

Alex Holdorf of Walcott, Iowa will receive a \$1,000 ag scholarship. The son of co-op members Roger and Norma Holdorf, Alex will be a senior at the University of Wisconsin in Platteville where he is majoring in animal science and minoring in agri-business. He hopes to eventually go in partnership with his parents on the family dairy.

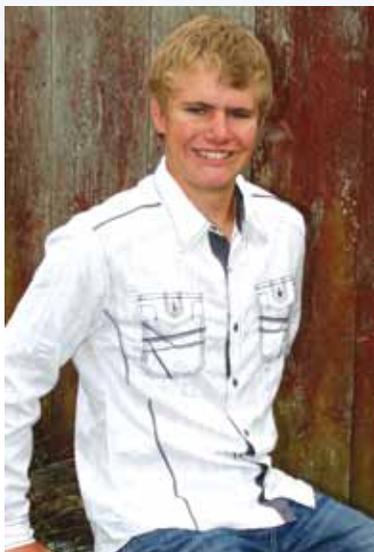
"I have worked with my parents on the dairy farm all my life. I enjoy so many aspects of dairy farming, from picking sires to breeding a new heifer to the excitement of the birth of a new calf. Seeing the milk just makes me think of 'liquid white gold' because I know it is so packed full of nutrients. I think about taking care of a dairy cow's needs and then milking a cow for the nutrition she supplies for mankind plus flushing of embryos to improve upon her greatness. I feel like I am in the hands of God who sent me here to take care of his animals."



Alex Holdorf, Walcott, Iowa

“I will be able to help all the area farmers get everything possible out of their land.”

-- Joshua Heims



Joshua Heims, Edgewood, Iowa

Joshua Heims of Edgewood, Iowa, will receive a \$500 ag scholarship from Swiss Valley Farms. The son of co-op members Tom and Sue Heims, Joshua will be attending Iowa State University in the fall where he will study agronomy. Just like his parents, Joshua’s grandparents on both sides of the family farmed all their lives. “I want to continue our family legacy.”

“I have been involved in both FFA and 4-H for many years. They have given me countless opportunities to become a leader and have taught me so much. The reason I decided to get a degree in agronomy at Iowa State was because of the growing demand for food. Our human population has been growing exponentially and we are going to need more and more food. We are losing the amount of ground we have to grow food on and we need to increase yields. If I work as an agronomist, I will be able to help all the area farmers get everything possible out of their land. I want to do this in a safe and conserving manner; that way the soil will be there for generations to come.”

Valerie Christine Girot of Elizabeth, Ill. will receive a \$500 ag scholarship. The daughter of co-op members Paul and Debra Girot, Valerie will be a junior at Northeast Iowa Community College in Calmar where she is studying how to be a large animal veterinary technician. This past year, one of Valerie’s jobs was milking cows and caring for calves at the Dairy Research Center in Calmar. She participated in the 2015 Swiss Valley Farms Young Cooperator conference in Decorah, Iowa.

“I have always been around dairy cattle, even as a baby in the stroller. When my mother was milking the cows, the milk pump would put me to sleep. My career goals include working as a large animal technician on a large dairy farm, specializing in the care of calves and milk cows. After that, my next step would be to go back to school and become a veterinarian. My experiences in 4-H and FFA motivated me to make this career choice.”



Jessica Steger, Prairie du Chien, Wis., accepts her scholarship certificate at her senior awards ceremony from her director, Loyde Beers, Eastman, Wis.



Valerie Girot, Elizabeth, Ill.

Jessica Steger of Prairie du Chien, Wis., will receive a \$500 ag scholarship. The daughter of Swiss Valley Farms members Tim and Char Steger, Jessica will attend the University of Wisconsin at River Falls next year where she will study animal science. Jessica says she has been in the show ring every year since she was six years old, loving every minute of it. She has been involved with Prairie du Chien FFA as an officer for three years, a member of the dairy judging team and participated in the creed speaking contest. She earned the FFA outstanding freshman award in 2012.

“As I was looking around at university websites, I came across ‘animal science with a vet tech emphasis’. This degree will give me the power to do everything I am interested in. I enjoy working with animals and doing lab work. I would like to work as a vet tech on a large dairy operation or work in a lab for a dairy genetic company.”

“I would not be who I am today without having FFA in my life.” -- Rose Strait

Rose Strait of Preston, Iowa, will receive a \$500 scholarship for a non-ag major. The daughter of co-op members Robert and Tammy Strait, Rose will be a sophomore next fall at the University of Iowa where she is working toward admission to the nuclear medicine program.

“I would not be who I am today without having FFA in my life. Agriculture is everything to my family. It made me a leader and pushed me to expand my horizons. I am still a member of FFA and am recording the hours I spend working on the farm to receive my American Degree. I have dreamed of being a part of the Nuclear Medicine Program at the University of Iowa since I was in junior high and had surgery at the hospital. Nothing makes my day more than knowing I have made someone else happier. I know that a career as a Nuclear Medicine Technologist will allow me to help people, to do something that I am passionate about.”



Rose Strait, Preston, Iowa



Kelli Schmitz, Norwalk, Wis.

Kelli Schmitz of Norwalk, Wis., will receive a \$500 scholarship for a non-ag major. The daughter of co-op members Steve and Sue Schmitz, Kelli will be a senior at Winona State University, where she is pursuing a nursing degree. She says she has helped out on the family farm since she was a small child.

“The past three years, I have held a part-time job as a certified nursing assistant to help work my way through college. I believe the work ethic that I had instilled upon me by my parents while growing up on the farm has proven to be a valuable asset. I watched my parents and our family farm persevere when the weather and uncontrolled elements seemed to challenge their strength and beliefs. Watching them weather the storm made me believe that anything is possible. I chose nursing as a career to continue to provide assistance, education, support and encouragement to those who are ill. I look to instill upon those in my care that even when the odds seem to not be in their favor, a positive outlook and focusing on those things that are within their control is what will help them through tough times.”

Molly Schmitt of Hawkeye, Iowa, will be receiving a \$500 scholarship for a non-ag major. The daughter of co-op members Steven and Connie Schmitt, Molly will be a junior at Wartburg College in Waverly, Iowa where she is pursuing a degree in communication arts with emphases in organization/public relations and multimedia with a leadership minor.

“I am excited about my choice of major because I know there are endless opportunities. I enjoy a variety of things including agriculture, dairy, journalism, photography, public speaking, designing and event planning. I know that a career involving agriculture communications will suit all of my interests. After living on my parents’ dairy farm since I was born, I cannot imagine giving up that important part of my life. Throughout my life, I have always made a point to promote dairy. One of my favorite things about going to school at Wartburg versus an agriculturally based school is having the opportunity to talk about agriculture.”



Molly Schmitt, Hawkeye, Iowa

Why can't farming look like it did 40 years?

From the Midwest Dairy Association

Farming – also referred to as production agriculture – is about feeding the world. According to U.S. Census Bureau data, the world population in 1961 was about 3 billion people; today it exceeds 6.9 billion. By 2050, it is estimated that more than 9 billion people will inhabit the planet. In 1961, the U.S. population was about 184 million people. In 2010, it was more than 308 million, a 67 percent increase.

If agriculture today were no more productive than it was in 1961, it would require expanding farm land by more than 60 percent, or the food supply per person would be that much smaller. Today, it takes less than half as much

land on a per person basis to produce our meat, dairy and poultry supply compared to 45 years ago. Increases in agricultural productivity have made this possible.

American farmers provide people with more high-quality food than ever before. In fact, one farmer now supplies food for more than 150 people in the U.S. and abroad compared with just 25.8 people in 1960 — and on less land every year. Production of food worldwide rose in the past half century, with the World Bank estimating that between 70 and 90 percent of the increase resulted from modern farming practices rather than more acres cultivated.

Efficiency is one of the core elements of sustainability.

Zurborg Hands Out Scholarship To Co-op Member



Retired Swiss Valley Farms CEO Carl Zurborg had the pleasure to present the Carl and Norma Zurborg Scholarship in Dairy Science to Kimberly Strait at this spring's Iowa State Dairy Science banquet in Ames.

Kimberly is the daughter of co-op members Robert and Tammy Strait, Preston, Iowa. She is a dairy science major at ISU and hopes to eventually enroll in veterinary school.

"I had a short visit with her after the meeting and am confident she will be a real asset to the dairy industry," Zurborg says.

ON THE COVER:

Aiden Wingert of South Lane Farm in Epworth, Iowa, gets ready to show some affection to one of his favorite cows. His mother, Lynne Wingert, took the photo for last year's Swiss Valley Farms calendar contest.

Are you taking photos on your dairy for this year's calendar contest? Get the facts on Pg. 12.

June Dairy Month *Cont. from Pg. 2*

producing a pound of milk takes three times less methane than it did in 1924. Researchers and dairy producers themselves are continually discovering even more ways to increase efficiencies and lower dairy's carbon footprint. I believe we have only scratched the surface of what can be achieved in sustainability.

Dairy is essential to the health and well-being of Americans. It is also important to the economic health of America. Where milk goes, jobs and money follow.

From farm to processor to distribution and retail, dairy creates jobs that support the economic well-being of both rural and urban America. Even under the nation's current economic challenges, dairy farmers and companies are responsible for a million jobs in America.

So when you raise your glass of milk, slice of cheese or cup of yogurt in a salute to June Dairy Month, pat yourself on the back for being a part of such a vital and responsible industry. Cheers!

In Producer Payroll

She Was the Voice on the Phone

by Nancy Feeney

Co-op members, have you ever added a new assignment to your producer milk check? Have you ever signed up for direct deposit? How about creating a split to pay your son or daughter a percentage of the milk check?

If you are a co-op member who has ever done any of these things or anything else related to your bi-monthly producer milk check, then chances are good that at some time you spoke to Trish Horn over the phone.

Trish has handled thousands of issues such as these in the 35 years she has worked in the Swiss Valley Farms Procurement Payroll department in the corporate office in Davenport, Iowa. On May 29, Trish put in her last day and now begins her retirement.

Back when Trish started working in the accounting department, the co-op was called Mississippi Valley Milk Producers Association. She started doing a few things in producer payroll to help out and eventually took over the payroll a few years later. Trish recalls how nervous she felt

when she first began working in producer payroll. “It was scary to be the one to answer the farmers’ question and to feel so responsible for their paychecks.” Trish soon got the hang of it and became a good friend to many producers.

During all her years working in producer payroll, Trish trained several new people to work with her. “I think they all ‘got it’, but it is nerve wracking for me! I’m always proud that I’ve done it and they caught on to what I’ve taught them.”

In recent years, it has been Trish and her co-worker Jolene Pingel who are responsible for handling the producer payroll. According to her current supervisor Adrian Pehler, Procurement Controller, here is what Trish and Jolene do in a typical month:

- Handle problems and answer questions from members, haulers, field reps and outside raw milk customers.
- Maintain the database for each member so check splits and assignments are paid correctly and members are

Below: Several Swiss Valley Farms retirees joined Trish Horn for a luncheon to wish her well in her retirement. From left: Julie Bredow, producer payroll department, Carl Webster and Bill Hawk, retired field reps; Carl Zurborg, retired longtime CEO; Trish Horn and Richard Walgrave, retired Member Relations Director.



(ARTICLE CONTINUES ON PG. 11)



Above: In a photo taken in 2007, Trish Horn, left, and now retired producer payroll employee Julie Bredow pose at Trish's desk.

paid for their milk either through a printed check or ACH (direct deposit) -- all going to the correct destinations.

- Check the pickup weights of the farms to make sure all the pickups are accounted for and the milk pounds are accurate.
- Balance what milk a plant receives and then bill the plant for this milk.
- Enter prices to pay the members for their milk and prepare the checks for members, haulers and assignees.

Trish's reliable work has not gone unnoticed over the years. Her co-workers have plenty of good things to say about her. Here are just a few comments.

"She never complains," says Pehler. "She just comes to work every day, does her job and always has a smile on her face. She does everything you ask her to do. She was more than a co-worker; she was a dear friend to all of us."

Tom Tegeler, field rep supervisor from Dyersville, Iowa, says, "Trish always knew what you could and could not do with the producers' milk checks. I think we all learned a lot about splits, partnerships, corporations, LLC's, etc. from Trish answering our questions. If Trish said you could not pay a producer an assignment, or set up a direct deposit that way, she was always right."

"I have had the privilege to work with Trish for the past 16 years," says former field rep Kara Koopmann, Epworth, Iowa, who now works in the field information office as a logistics specialist. "I knew I could ask her for anything and she would never let me down. She was fast, friendly and reliable."

"Trish was always very helpful when I would call to ask a question or needed anything," according to field rep Lynne Melchert, Hopkinton, Iowa. "I enjoyed working with her."

Field rep Roger Lenius, Waverly, Iowa, says, "She has been my 'go to' person over all these years to get all my questions answered quickly and correctly. She will be greatly missed. I hope she has a long, fun-filled retirement!"

Retired Swiss Valley Farms CEO Carl Zurborg worked with Trish for 20 years. "Trish has always been the

kind of person who quietly and diligently served members and management with the information that was needed to help make the organization work well," he said. "She made a real difference during her 35 years on the Swiss Valley Team."

Trish knows she will miss the many people she works with. "I work with some very dear friends and I love working with them every day! I know we will keep in close contact but it's not the same as seeing each other almost every day." She says she will also miss the field reps and farmers who call in. "I guess I'm really a people person!"

Trish and her husband Gene, who retired a few months earlier, are busy planning camping trips out West and visits to see their two children, Scott and Kristen, and five granddaughters, Haley, Kyra, Megan, Julia & Amber. Trish, we all wish you the best!

Here's Who You're Talking To Now

Jolene Pingel is now the voice on the other end of the phone for co-op members calling in with questions about their milk checks.

Jolene began working in the Producer Payroll department over two years ago.

Jolene and her husband Gary operate a small cow/calf operation in New Liberty, Iowa. They crop 250 acres planting corn, beans and hay. She has four grown daughters and three grandchildren. Her hobbies include embroidery, cycling and watching her children and grandchildren play sports.

You can reach Jolene at the Corporate Headquarters by phoning 563-468-6645 or at jolene.pingel@swissvalley.com.



Jolene Pingel

Meet your field reps:

CAREER BEGAN IN A CHEESE PLANT

Swiss Valley Farms field rep Mike Howald has deep roots in the northern Illinois area, most of which are centered on a particular cheese plant. Mike was raised in Forreston, Ill. and grew up watching his father Walter make cheese at the Forreston Cheese Company. Walter, who brought his cheese making knowledge with him when he emigrated from Switzerland as a young man, owned this plant for 35 years and made a variety of popular Italian cheeses: Romano, Parmesan, Asiago, Provolone and Mozzarella.

“I got my start in the dairy business in 1970 by dumping can milk at my father’s cheese plant,” Mike says. He eventually helped his father run the plant. “I acquired my dairy industry skills ‘hands on’ while working with my father,” he says. “I could run any piece of equipment in the plant.”

When his father retired and closed the plant, the milk went to Avonmore Cheese in Kent, Ill. and so did Mike, where he was a field rep for the next two years. When Avonmore closed and Swiss Valley acquired the milk supply there, Mike joined the Procurement Department as the field rep in that same area. He has been with Swiss Valley for 16 years.

Mike’s member area covers northwestern and north central Illinois and southern Wisconsin and was recently expanded to cover parts of eastern Iowa.

Mike is amazed that

the dairy farms just keep getting bigger. He believes his most important role as a field rep is helping his producers solve their quality problems. “Getting their lab counts texted to them is a huge help for my members,” Mike says. He also believes that Swiss Valley Farms’ most important role is to continue furnishing their co-op members with a strong, secure market for the quality milk they produce daily.

Mike owns a small crossbred cow-calf operation in Forreston where he finishes out his steer calves. Over the years, he has enjoyed watching his two children, Michaela and Jacob, helping him with the chores. His children are adults now. Michaela attends Western Illinois in Macomb and Jacob works at the Chrysler plant in Belvidere, Ill.

In his spare time, Mike enjoys fishing for walleye at Lake of the Woods.

You can reach Mike at mike.howald@swissvalley.com.



Mike Howald

FDA STEPS UP ANTIBIOTIC DETECTION

by *Tim Genthe*

The consumer expects the food they purchase be a wholesome product, and they are in the market place asking questions regarding what assurances they have that the food they consume is free of antibiotics.

In a recent FDA study, where 1,800 samples were tested for a variety of drug families, it was concluded that America's milk supply was found to be very safe. But the Food and Drug Administration (FDA) continues to find antibiotic residue in beef (mainly dairy beef cows). As a result, the FDA is stepping up its testing protocols in meat processing plants to ensure that antibiotic-contaminated meat products do not make their way to our dining table.

Likewise, the FDA will be expanding the raw milk screening process to include other families of drugs in the near future. As a reminder, all families of antibiotics have a long withholding time when the meat is sold for processing and before introducing the milk from treated animals into the milk supply. If you are unsure of how long the milk or meat needs to be withheld, you should consult with your veterinarian.



Tim Genthe is Field Information and Logistics Manager for Swiss Valley Farms. He works out of the co-op's Procurement office in Dubuque, Iowa. You can reach him at tim.genthe@swissvalley.com.

Tim Genthe

We at Swiss Valley Farms Cooperative can ensure the consumer that we have a vigorous testing program for the milk that is received at the processing plants that turn our members' milk into dairy products that are sold in stores. Every plant tests every load for beta-lactam drugs before the load is accepted at the plant. Swiss Valley Farms Cooperative field staff and veterinarians work with our members to educate them on the proper storage and usage of all antibiotics on their dairy. We encourage our members to have the milk tested for the specific antibiotic used before allowing the milk to be put into the food chain. These are good practices to ensure wholesome dairy products.

But the consumer is asking more of our regulatory agencies and the agencies are responding. Regulatory agencies are looking at implementing additional testing for loads of milk before they are accepted at the processing plants. This may include, but is not necessarily limited to, testing for NSAIDs (flunixin), Amphenicols (florfenicol), Sulfonamides and Tetracyclines drugs and possibly other drug families that may be available to the dairy producer.

A safe, wholesome food product needs to be the concern of everyone from the producer to the processor to the consumer. If the consumer loses faith in the food products we deliver to the stores, then everyone loses -- the producer, the processor and the consumer.

Let's all be extra vigilant to keep antibiotics out of the market place.

Deadline is Sept. 15th

GET IN THE CALENDAR PHOTO CONTEST

TAKE PHOTOS FOR THE 2016 SWISS VALLEY CALENDAR CONTEST



Cash prizes awarded for the top 3 photos!

Have you taken any photos yet for the 2016 Swiss Valley Farms Member Calendar? There is still time to capture that perfect moment before the Sept. 15th 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

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. 15, 2015 to:**

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: _____



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

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



Where Can I Buy Swiss Valley Farms Cheeses?

Need Swiss Valley Farms cheese for your next get together? Here's how to get it.

1. The Luana, Iowa cheese plant operates a cheese store. Phone 563-539-7201.
2. A variety of Swiss Valley Farms packaged cheeses is 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. Phone (507) 334-3988.
4. Get Swiss Valley Farms cheeses shipped to your door. Order on-line at www.cheesecave.com.

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.



Liquid assets.

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*Ref. #1763. 10lb Executive Summary. Elanco Animal Health, Data on File.

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swiss valley farms FIELD PERSONNEL & STATISTICS

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

ALDINGER, ROGER	78,000
BAILEY, MICHAEL & JEAN	86,000
BENNETT, JOHN & CHARLENE	54,000
BREITSPRECKER, GERALD & JUDY	84,000
BREUCKMAN, CHAD	71,000
BRIMEYER, DANIEL & DEB	90,000
BRIMEYER, DEREK	90,000
BRIMEYER, MATTHEW	95,000
BRIMEYER, RICHARD	95,000
BRIMEYER, THOMAS & NOAH	75,000
CADDEN, GEORGE & JUDY	61,000
CALVERT, KYLE D.	91,000
CAROLAN, KEVIN & DONNA	61,000
DIETER, KAREN	58,000
GORHAM, FLORIEDA EST.	86,000
HALL, LARRY & ROXANNE	85,000
HENDEL FARMS	42,000
HESSENIUS, CRAIG	90,000
HOFA PARK DAIRY FARM LLC	84,000
JOHNSON, DUANE	85,000
JOHNSON, ROY A.	85,000
KAISER, TOM & JULIE	84,000
KETCHUM, ROBERT C & TERRI A	83,000
KOHOUT, KENNETH & ANITA	74,000
KOOPMANN, BRENT	92,000
KOOPMANN, CHAD	92,000
MEIER, BRIAN	65,000
MEIER, MIKE & CHERYL	65,000
MILNES, THOMAS	72,000
OPPRIECHT, GERALD & DIANA	97,000
PREW, NATHAN & BRITA	80,000
SCHMITT, JAMES & LORIE	96,000
SCHMITT, ALAN	94,000
SCHUSTER, CRAIG	70,000
SCHUSTER, ROBERT & NANCY	70,000
SPERFLAGE, DEAN & DANA	97,000
STAUFFER, TITUS	66,000
STOEHR, ADELINE V.	97,000
STOEHR, FRANK	97,000
STRIEF FARMS	97,000
VAN VARK, BRYCE & VERLA	80,000
VLASAK, STEVEN & SHERRY	71,000

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

Farms	
0-100,000.....	8%
100,001 - 200,000.....	39%
200,001 - 300,000.....	26%
300,001 - 400,000.....	16%
400,001 - 500,000.....	8%
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.



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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.

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.

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Dairyman



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Quick Facts To Share About June Dairy Month

- Dairy farms support rural communities in all 50 states and Puerto Rico.
- 97% of U.S. dairy farms are family-owned & operated.
- There are about 9.25 million dairy cows in the U.S.
- The average herd size on a dairy farm is 196 cows.
- The value of all milk products sold from U.S. farms is about \$40,276,900,000.

*Note: These statistics were compiled from the following sources:
State Departments of Agriculture, USDA National Agricultural Statistics Services and
dairy industry sources, including the International Dairy Foods Association and Dairy Management, Inc*