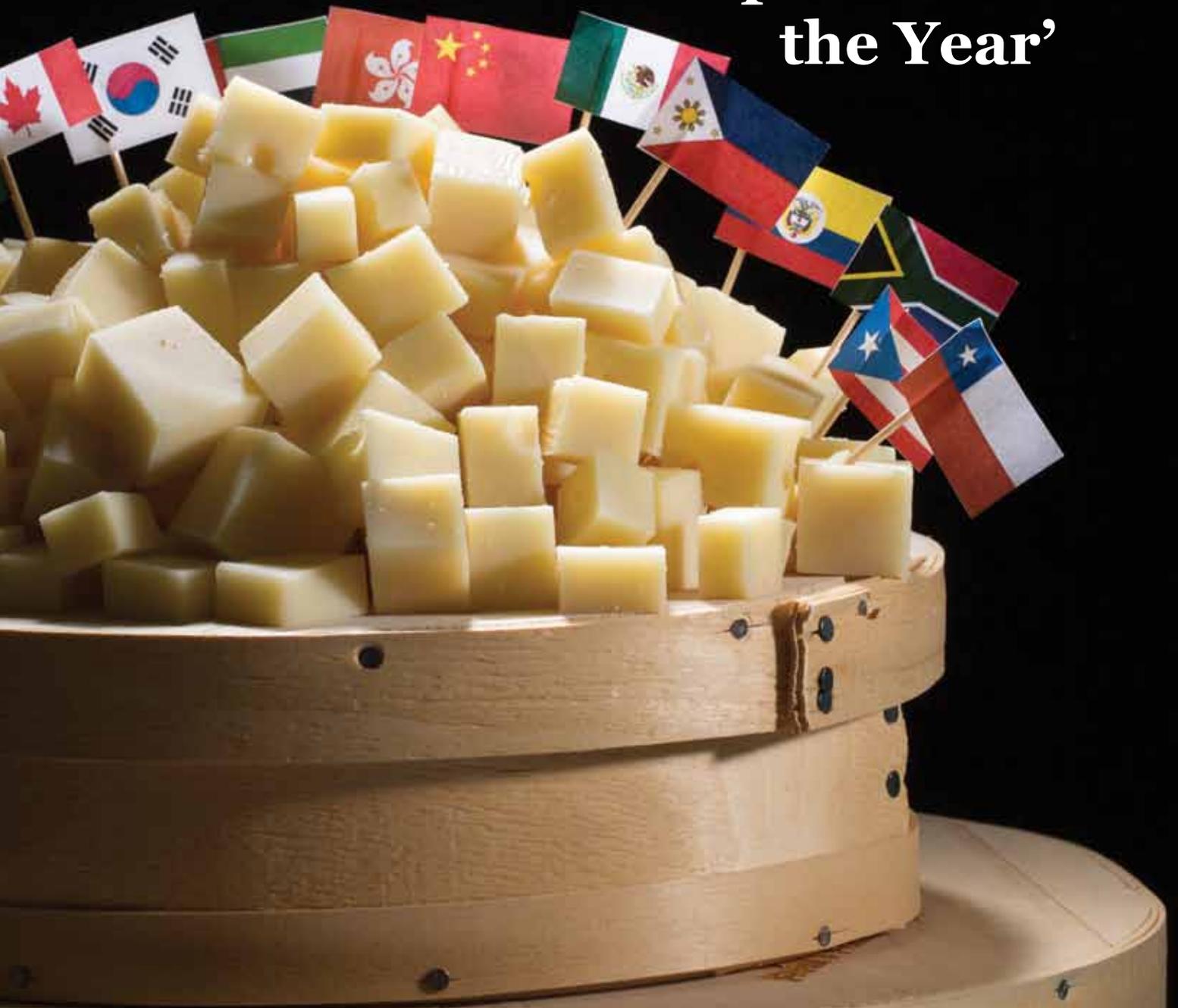


Dairyman

OCTOBER 2016



**Swiss Valley
Farms Named
'Exporter of
the Year'**





More Changes on Horizon

by Tom Oberhaus, Board Chair

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 Editor/ Member Relations Mgr.

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

- Customers & Consumers
- Owner/Members
- Workforce

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- Eric Lyon.....Toledo, IA

Once again, change is upon us. As I've written before, there have been many changes within the co-op this year. Now, let me tell you about more changes your Board just made.

One change was the result of the recent retirement announcement by longtime Board member Loyde Beers from Eastman, Wis. Loyde is the longest serving Board member for this co-op, having clocked nearly 35 years of service to this cooperative. His presence in the boardroom will surely be missed and the Board and I all wish him the best in his retirement. You can read more about Loyde and his long career in this issue.

Following this retirement announcement, the Board consulted with district reps from both Districts 3 and 7 to seek input on a possible consolidation of the two districts. As a result, the Board decided the interests of all these members would best be served by merging District 3's western Wisconsin counties in with District 7's counties in southeast Minnesota. This year, there will be a combined district meeting of 3 and 7 in LaCrosse, Wis., and it will be chaired by both directors. You will learn more about this district consolidation at this meeting.

In other redistricting action, after listening to input from co-op members in Iowa's Delaware County, the Board decided to add that county, which was formerly



Tom Oberhaus

included in District 5, in with Dubuque County to expand District 4. The District 4 meeting will be held in Farley. A complete list of the 2016 district meetings can be found on Pg. 12 of this issue. Please mark your calendars now and make plans to attend your meeting.

The Board made yet another change, one that should attract more input from all the co-op members in the district director elections. Starting with this year's elections, the voting procedure will undergo a significant change that will ensure that every single member has the chance to cast a vote for his or her district director.

While this is a milestone change for Swiss Valley Farms, the Board believes it is necessary to do this to secure more input from the

(ARTICLE CONTINUES ON PAGE 5)

Longest-Serving Director to Retire

Over the Years With Loyde Beers

by Nancy Feeney

For nearly 35 years, Loyde Beers has served his District 3 patrons in southwest Wisconsin. He is the guy with the quick and infectious smile and a joke on his lips. When anyone asks him, "How are you?" he enthusiastically replies, "Just perfect!"

It was a sad day this past month when Loyde, 78, announced he will be retiring from his Board position at this year's district meeting. He will retire as the longest-serving director on the Swiss Valley Farms Board – 35 years – leaving a record that will be daunting for anyone to ever break. His legacy on the Board will also be long lasting.

Dairy History

Over the decades, Loyde built quite the life for himself surrounded by his family, his friends and his dairy farm in Eastman, Wis. He is the second generation to live on the aptly named "Breezy Acres," which sits on a hill 12 miles north of Prairie du Chien. His parents, Francis and Leone Beers, moved to this farm in 1952 when Loyde was in high school. When he was 22, Loyde married Pat, who he often refers to as "that woman I board with." They bought the farm from Francis and Leone in 1971 and raised their six children there -- Loyde Jr., Bob, Judy, Jim, Sandy and Deb. Now they enjoy visits from their 12 grandchildren and four great-grandchildren. In June, Loyde and Pat celebrated their 56th wedding anniversary.

In 1979, Loyde got cancer and he asked Loyde Jr., who was a senior in high school, to stay on the farm to work. After his father's recovery, Loyde Jr. went into partnership with him. Loyde Jr. and his wife Penny raised their own family of two daughters and one son on this farm. Now, his grandson Michael works there, making him the fourth generation on the farm. Grandson Michael and his wife Teresa have three children: Danielle, 4; Brooke, 2½ and Brendan Loyde, born in August.

With three generations working together, the Beers family milks 60 Holsteins on the 460-acre Breezy Acres. They have 40 beef cows on another farm and also rent 300 more acres.

Family Memories

Pat Beers reflected on her many years on the farm with Loyde. "It takes teamwork to run a farm and raise a family for all those years," she said. "We had a good support system, keeping the farm going and getting the chores done. The trips we took for Swiss Valley and NMPF were when the family took

care of things."

"Things didn't always go smoothly while we were gone," Pat recalled. "But we never came home to the next generation having sold the cows or burning things down."

Loyde Jr. shared one particularly vivid memory of working with his father.

"I remember baling hay and us boys driving tractor between bales and dad throwing bales onto the wagon," he says. "Since we couldn't reach the pedals yet, Dad had to jump onto the tractor at the

end of the field to turn it around so we could go back to the other end of the field. Sometimes, we would run over a bale or two with the tractor and a few choice words were loudly spoken by dad as he couldn't figure out how we could run over bales with all the room we had in the field."

"As time progressed," Loyde Jr. continued, "We got older and were able to pull the baler along with a wagon with dad taking them off the baler and stacking them on the wagon. One time, while baling on a particularly steep hill, the wagon and all got to sliding and dad fell off the front of the wagon and got run over by the wheel of the empty wagon. He got up and all I remember is seeing his nice, white t-shirt with a wheel track across the back of it."

Grandson Michael had his own story to tell on Grandpa. "Grandpa always preferred a tractor without a cab on it," Michael said. "I started riding tractors with Grandpa when I was pretty little. I would want to ride on the fender, but Grandpa always said 'No'. As soon as we got to where Grandma couldn't see us, Grandpa would let me ride on the fender."

"Grandpa taught me everything I know about baling hay," Michael said. "And I have never got run over by a wagon!"

Loyde Jr. summed up their working relationship. "Dad and I and Mike have always worked very well together, as long



Loyde Beers

(ARTICLE CONTINUES ON PG. 5)



Top right: Loyde Beers, Eastman, Wis., will be retiring from his director position at his December district meeting.

B & W Photos: Retired long-time Swiss Valley CEO Carl Zurborg worked with a young Loyde Beers in the '80's.

At right: Three generations of Beers pose in front of the cabin they built on the back side of their farm. From left to right, Loyde, Pat, Loyde Jr. and Michael.

Bottom row, left to right: Loyde and his son Loyde Jr. smile as they pick up another milk quality award at a District 3 meeting.

Pat and Loyde represented the co-op at several NMPF Dairy Summits.

Loyde was proud to award one of his patron's children, Jessica Steger, a Swiss Valley Farms college scholarship.



More Changes Continued from Pg. 2

members. Throughout the nearly 60-year history of this cooperative, a member had to be present at the district meeting in order to cast a vote for a director. It has become apparent that life has done nothing but get busier over the years, which has led to fewer co-op members being able to find time to attend their district meetings. With such low attendance, it is not always possible to achieve a quorum, or 10% of the members in that district, which is the amount required to hold a legal director election according to the co-op bylaws. With attendance dropping at most of the meetings, member input on these important director elections is often low.

To address this issue, the Board decided that every member residing in a district where a Board director election is taking place will receive a ballot via the mail. There are five director elections on the docket for this winter. District reps from these districts were asked by

their directors to nominate candidates for these director positions with the goal of trying to get at least two candidates on each ballot. These nominated candidates will be put on a ballot and members in those five districts will be mailed election ballots one month prior to the date of these district meetings. Every voting member will have two weeks in which to mark his or her ballot, or 'write-in' a candidate, and mail the ballot to the Board Secretary using the enclosed postage-paid, addressed envelope.

The results of these elections will be announced at the district meetings and then in the January 2017 Dairyman. Co-op members in Districts 4, 5, 6, 9 and 10 should be on the lookout for these director ballots in the mail in November.

That's enough changes for now, but please stay tuned. I'm sure there will be more to come.

Loyde Beers Continued from Pg. 3

as we all knew who the boss was . . . or at least we let him think he was."

For certain, without all of this well-trained help on the home front, Loyde could never have devoted so much time to the business of his dairy cooperative.

Board Memories

Several directors worked with Loyde on the Swiss Valley Board for many years. Pat Schroeder, District 1 director from Lancaster, Wis., worked with Loyde on the co-op Board for 13 years. "When my Grandpa (former co-op Board member Burdette Staver) died, Loyde became my mentor," Pat recalled. "I would call him if I had a concern and needed advice. He sort of became my adopted grandpa."

"Loyde's smart wit and his love for Swiss Valley Farms are priceless," Pat said. "He leaves a legacy behind that Crawford County should be proud of. Oh, yeah! He is from Wisconsin!"

District 8 Director Dale Humpal from Ridgeway, Iowa, worked with Loyde on the co-op Board for 20 years. "Loyde has always been a good director. He was well educated and had a very good mindset when it came to business decisions," Dale said. "He brought spirit to the Board meetings with his personality and jokes. He was uplifting when things were down and he always tried to find a happy place."

Francis Leibfried, Cuba City, Wis., served on the Board

with Loyde for 14 years and said that Loyde mentored him. "When I was the new person on the Board, he was very helpful to me, guiding me through all the stages."

Francis recalls long talks with Loyde while riding with him back and forth to meetings. "During those drives, he told me the history of Swiss Valley Farms and I really appreciated that. It was so interesting! It was eye opening to see how the co-op grew while he was on the Board, things like when this and that co-op merged in with us. I can hardly remember what happened yesterday and Loyde remembers all of these details from 30 years ago!"

Former District 5 Director Randy Schaefer, Blue Grass, Iowa, says he met Loyde in the late '80's when he and his wife Kathy were in the YC program. "Loyde was on the YC Committee when we won the contest in 1988. That's when we first got to know him." Randy became a director in 1991 and worked with Loyde on the Board for the next 24 years.

"He has such a big heart and is a friend to everyone," Randy said. "Loyde didn't say a whole lot in the Board room, but when he did speak, it was a well-thought-out comment and you trusted his judgement."

Randy's last comment seems to sum it up well for Loyde's legacy on the Board.

"He is one of Swiss Valley's biggest cheerleaders."

Swiss Valley Is 'Exporter of the Year'

Swiss Valley Farms is proud to announce that it is the recipient of the 2016 Tom Camerlo Exporter of the Year Award. This award, which is presented annually to a U.S. dairy supplier that exemplifies leadership in advancing U.S. dairy exports, demonstrates commitment to export market development and makes exports an integral part of its overall growth strategy, is sponsored by the U.S. Dairy Export Council and presented by Dairy Foods magazine. Kevin Stiles, former Sr. Vice President, Business Development & Partnerships at Midwest Dairy Association, nominated the cooperative for its reputation of quality and ability to succeed in the export arena despite its geographic disadvantage.

"The company can be admired for the progress made in a short period of time, developing the market for their products while overcoming challenges in transportation distance, packaging and consumer preferences, along with occasional obstacles presented by new and different languages and cultures," said Stiles.

Swiss Valley's first experience in exports came in 2008 with sales in Mexico and by 2012 export sales began to emerge as a significant part of the company's business, accounting for nearly 10% of the company's sales in

2015. The full product line of exports includes Swiss, Gouda, Blue Cheese, Gorgonzola and especially Cream Cheese, one of the company's primary export products typically used in bakery goods and appetizers. Swiss Valley also exports a significant amount of whey, which is used primarily in ice cream and yogurt drink applications. Both cream cheese and whey are manufactured at the company's largest facility in Luana, Iowa. Over the last five years, export sales have grown by 422%. It is great strides like these that earned the company this honor.

Tom Oberhaus, Chairman of Swiss Valley's Board of Directors, expressed delight at the co-op receiving this award. "For some time, the Board has strongly felt that in order for our cooperative and the U.S. dairy industry to thrive in the future, we need to put ourselves in a position to market our products outside our borders as well as within. It takes a long-term commitment along with careful analysis as to which markets can be good for our membership for the long term," he said. "We are happy to see some of this work coming to fruition and we are certainly very pleased to be honored with this award."

"We're extremely honored and grateful for the recognition," said Swiss Valley Farms CEO Chris Hoeger.

(ARTICLE CONTINUES ON PAGE 8)



“We need to put ourselves in a position to market our products outside our borders as well as within.”

~ ~ ~ Tom Oberhaus



On far right and above: Swiss Valley Farms participated in food shows in the Phillipines and Malaysia where our cheeses were showcased.



At right: In Mexico, Mike Ramos, Sales Manager for Swiss Valley's Ingredient & Export Division, meets with customers from Grupo Abilac.



Above: Korean broker Peter Park, right, is walked through the canyons of the Luana warehouse by Plant Manager Rod Kregel.



At far left: After giving a plant tour, Rod Kregel, right, Luana cheese plant manager, and his co-workers Tom Boose, cream cheese department manager, left, and Kevin Hanger, assistant plant manager, pose in front of the Luana cheese plant milk silos with Peter Park, center, from Delifood, Swiss Valley's Korean broker, and a customer.

On left: Kelly Panther, Sales Manager for Swiss Valley's Ingredient & Export Division, and Tim Prichard, Director of Quality Assurance for the co-op, held a meeting in the Luana cheese plant conference room with broker Peter Park and a customer from South Korea.



In the office of the Luana cheese plant, Swiss Valley Farms CEO Chris Hoeger preps for an interview with Dairy Foods magazine & USDEC about the co-op's Exporter of the Year Award.

Exporter of the Year *Continued from Pg. 6*

As a farmer-owned cooperative, Hoeger notes the company's focus has always been providing members with a secure market for their milk. "With today's ever-evolving marketplace, sometimes those markets can be found on the other side of the world," he noted.

Today, Swiss Valley Farms products can be found in Canada, Taiwan, China, Japan, Singapore, Malaysia, Indonesia, Philippines, South Korea, South Africa, Colombia, Chile, Mexico, Puerto Rico, Saudi Arabia, Dubai, Iraq, Morocco, Dominican Republic, Australia, Vietnam, Panama and Hong Kong and the list continues to expand.

Hoeger was quick to point out that what the company lacks geography-wise, it makes up for in structure.

"Swiss Valley Farms has a dedicated export sales team and staff in both the Quality and Customer Service departments who are skilled at handling the unique requirements of export paperwork/documentation," Hoeger said.

"Maintaining a consistent level of extremely high quality production in our cheese plants is a huge part of our exporting success. I have to give a great deal of credit to our employees for the hard work they put into the

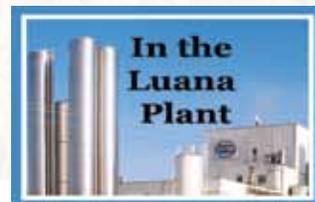
quality cheeses they produce as well as dealing with the product requirements of our exporting partners."

Swiss Valley Vice President of Sales & Marketing Jay Allison noted that Swiss Valley has invested in equipment and materials at the plant level to ensure it has the robust packaging necessary to endure overseas shipments. "Our team has been working hard for many years to build business both domestically and abroad and we're proud to be recognized for the successes we've had in growing our business globally," Allison said.

"There was something of a learning curve to the entire process of shipping dairy products abroad that had to be mastered and successfully handled day after day. Even our customer service team and billing department had new procedures to adapt and follow," Hoeger said. "I can't say enough about how proud I am of everyone at Swiss Valley Farms who are involved in our exporting endeavor in any way."

The Exporter of the Year award will be presented to Swiss Valley Farms executives on October 13th during the USDEC Annual Board of Directors and Membership Meeting in Arlington, Virginia.

More Equipment Put Into Place



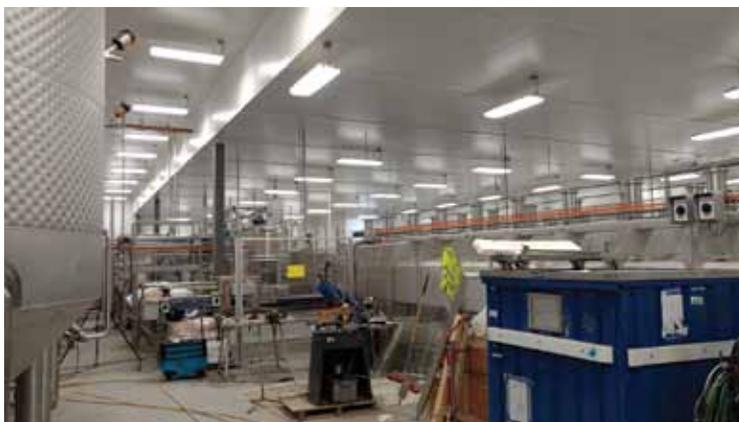
This has been an amazingly busy month with all the equipment arriving and being put into position in the new addition.

On top of this, the announcement that Swiss Valley Farms won Exporter of the Year meant that a film crew from USDEC came on site to film the plant as well as an on-site interview with CEO Chris Hoeger. There was a lot going on that day!

Check out the photo of the 'Zamboni-like' device driving over the newly poured cement floors in the cooler room. The machine drives up and down the floors to 'densify' them. "This is just like sealing a deck on your home," says Luana plant manager Rod Kregel.

"They apply a liquid that will completely seal all open pores in the cement to curb any moisture getting into the surface of the cement. This will extend the life of the cement and also make the cleaning much easier."

The fermentation room is up and running. Permanent lights are installed throughout. Completing the warm room and getting it up and running is a critical item right now, as well as closing up the building. Cold weather is on the way, so workers have been setting door frames, hanging door slabs and insulating.



Top Photo: Equipment in the fermentation room is installed and running.

Middle Photo: Permanent lights are all installed and working through the new addition.

At Left: A 'Zamboni-like' device drives over the newly poured cement floors in the cooler room.

Look What's Happening at the Cheese Cave

by Jill Ellingson, plant manager

Hard to believe that fall is already upon us, and harvest is ready! There is a buzz around the plant and Cheese Cave Store with many events, preparations and planning underway for the Holiday season!

The Cheese Cave, Swiss Valley's premium, gourmet cheese shop, offers much more than a wonderful selection of cheeses for purchase. Its delightful ambiance offers each and every customer a unique experience. A light menu to please the palate, paired with a wine or beer, compliments the wide variety of premium cheeses for sale at the cheese case.

As the Holiday season approaches, remember to place your orders for a cheese tray for your gatherings, and order holiday gift boxes to be shipped anywhere within the U.S. Gift boxes start at \$30 each and every order can be customized for your needs. Give the store a call at 507-334-3988 for more information.

Later this month the Caves, alongside the Cheese Cave store, are hosting cheese specialists from Lunds & Byerly's for their annual training. Jeff Jirik (also President of ACS) and Pat Ford of Beehive Cheese were asked by L&B corporate to train their L&B cheese specialists. This is quite an honor for these award-winning cheesemakers, and makes for a perfect opportunity to surround our product line with L&B's enthusiasm!

The Cheese Cave will be offering a Cheese Tasting educational class this fall in preparation for the holidays! Mark your calendars, and watch for the pre-registration information to join us on November 3, 7-8:30 p.m. for a fun evening. Be sure to like "The Cheese Cave" on Facebook to keep up to date with specials and fun events happening!

Grocery Store Demos

The Caves' plant team also works hard to build excitement among cheese specialists,

cheese enthusiasts and consumers by giving these great people the opportunity to meet our cheesemakers in stores. We take part in several "Meet the Cheesemaker" demos throughout the year at various retail locations.

Everyone remembers a good story! Sharing our rich heritage and story of the Caves, as well as being a resource and educating our consumer about our cheeses adds value through brand loyalty.

Meeting with the cheese specialists in stores allows us to stay current with consumer trends and what it takes to



build a quality cheese case. This also allows us to hear firsthand the feedback they are receiving on our cheese from consumers as well.

Recently we were at the HyVee in Marion, Iowa, taking part in their 100 Cheese Extravaganza in August where consumers had the opportunity to meet our cheesemaker. We also had the opportunity to take part in the 'Meet the Cheesemaker' demo at the grand opening of the elite HyVee store in Lakeville, Minn., where our presence lead to our products being sold out of the case in two days! In September we attended Lunds & Byerly's 'Meet the Cheesemaker' event at their Plymouth store.

In addition to making and packaging cheese, we at the Caves believe it to be very important for everyone in the plant to take part in sharing our story within our families and communities. Our rich, entwined history in Faribault as well as Minnesota and nationally is something to be very proud of!

Wishing you a bountiful, safe harvest season.



Above: Tara Schaal set up a Cheese Cave promotional display at the grand opening of a HyVee in Lakeville, Minn.

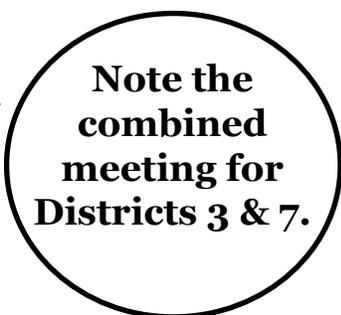
On the left: The Cheese Cave prepares cheese gift boxes and delicious cheese party platters at its store front in downtown Faribault.



Cheese Cave store employees gather for a photo with Jeff Jirik, V.P. of Quality & Product Development, and Jill Ellingson, plant manager, in front of the old cave entrance. Front Row: Dede Howie, Mary Meyers, Sarah Ellingson, Anna Ochs. Back Row: Jeff Jirik, Jill Ellingson, Jacob Rothstein.

Plan now to attend your

2016 DISTRICT MEETINGS

TUES Nov. 29	Noon Dist. 10 – Tom Oberhaus Ponderosa, <i>Beaver Dam, WI</i>	7:30 p.m. Dist. 1– Pat Schroeder Happy Joe’s, <i>Lancaster, WI</i>	
WED Nov. 30			
THUR Dec. 1			Noon Dist. 3 & 7 – Loyde Beers & Steve Klug Stoney Creek Hotel, <i>LaCrosse, WI</i>
FRI Dec. 2			Noon Dist. 8 – Dale Humpal Community Presbyterian Church, <i>Postville, IA</i>
MON Dec. 5	Noon Dist. 2 – Donald Berlage Wheel Inn Restaurant, <i>Shullsburg, WI</i>	7:30 p.m. Dist. 4– Ted Domeyer Farly Memorial Hall, <i>Farley, IA</i>	
TUES Dec. 6	Noon Dist. 9 – Robert Horst Waverly Civic Center, <i>Waverly, IA</i>		
THUR Dec. 8	Noon Dist. 5 – Keith Blake Buzzy’s, <i>Welton, IA</i>		
THUR Dec. 8	Noon Dist. 6 – Eric Lyon Reinig Center, <i>Toledo, IA</i>		

Starting This Year . . .

Important Change In Co-op Director Election Procedure

The Board recently approved a significant change in how co-op members will elect their district directors. The voting procedure will work like this:

District Reps from the districts where director elections are scheduled will meet in the early fall to nominate candidates for this position.

Then, a month before these district meetings will be held, **ballots will be mailed** to every voting co-op member in that district.

Every member will be given two weeks to check a candidate’s name on the ballot or write in

a person’s name, if they so choose.

The member then mails the ballot back to the Board secretary at the Corporate Headquarters in the furnished postage-paid and addressed envelope.

On the day of that district meeting, the election results will be announced.

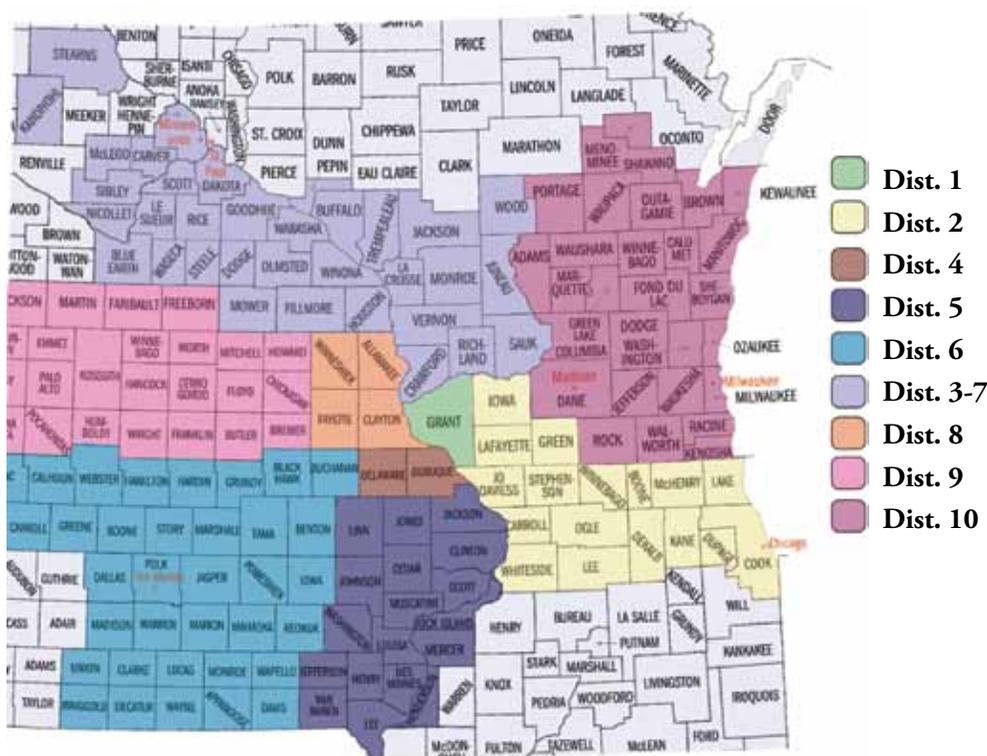
There will be no voting for directors during any district meeting.

If you have any questions regarding this new procedure, please consult with your district director.

The Holidays Are On The Way!! Here's how to get Swiss Valley Farms Cheeses on your table!

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 Farms 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. Co-op members receive a 25% discount both at the store or online. To get your co-op member discount code, send an e-mail to nancy.feeney@swissvalley.com or call Nancy at 563-468-6640.

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.



Please Note the Changes in Swiss Valley Farms District Map

~ ~ ~

***Districts
3 & 7 have been
combined***

~ ~ ~

***Delaware
County has been
added to
District 4***

swiss valley farms

FIELD PERSONNEL & STATISTICS



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

BAILEY, MICHAEL & JEAN	93,000
BENNETT, JOHN & CHARLENE	98,000
BOWERS, KERRI	98,000
BOWERS, MARK & KATHY	98,000
BREUCKMAN, CHAD	88,000
CALVERT, KYLE D.	78,000
CAROLAN, KEVIN & DONNA	96,000
DEAVER, MIKE	46,000
DEKLOTZ DAIRY INC	78,000
DUTCHLAND DAIRY	89,000
GORHAM, FLORIEDA EST.	93,000
HALL, LARRY & ROXANNE	93,000
MEIER, BRIAN	97,000
MEIER, MIKE & CHERYL	97,000
STAUFFER, TITUS	94,000
THOMPSON, LARRY & LIANE	82,000

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

Farms

0-100,000.....	3%
100,001 - 200,000.....	23%
200,001 - 300,000.....	31%
300,001 - 400,000.....	23%
400,001 - 500,000.....	11%
500,001 and above.....	9%

**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:

26 milk cows, some Holstein, some Jersey, and some Holstein/Jersey cross.

70 lbs. tank average, 4.00 BF, 3.3 Protein, 120 SCC

They have been in a tie stall barn.

18 bred heifers that are due from Dec. – February.

Two of these heifers are purebred Brown Swiss.

8 open heifers of breeding age.

17 calves and yearlings.

Call 563-243-9981 --Clinton, Iowa

How to Make Your Future Milk Contracts

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 a.m. 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 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, your cell number and cell provider to tim.genthe@swissvalley.com.

Swiss Valley Farms

ANTIBIOTIC POLICY

Antibiotic Policy

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

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

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

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

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

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

Full cost of net load

Your copy of

Dairyman



PRESORTED
STANDARD
US POSTAGE
PAID
SWISS VALLEY
FARMS COOP

Post Office Box 4493
Davenport, IA 52808

Address Service Requested

Swiss Valley Farms Offers 8 Scholarships Every Year!

Do you have a son or daughter who plans to attend college or a technology school full time next year? As always, Swiss Valley Farms is proud to offer eight college scholarships to its co-op members and their children.

Getting an application is as easy as going on the internet. The 2017 Swiss Valley Farms Scholarship application can be downloaded now at swissvalley.com under "Member" then "Procurement" then "Member

Benefits." It is available as a Word document or a PDF.

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 or their families.

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