

Dairyman

MAY 2016



**Wayne Prier Reflects
on 40 Years of Milk Hauling**



A Change in How You Vote

by Tom Oberhaus

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**Swiss Valley Farms
 Cooperative**

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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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To: SVF Co-op Members,

Your cooperative, like any business, must make changes to survive and thrive into the future. Over the past couple months your Board of Directors has spent a significant amount of time discussing how we can improve member involvement.

For the 58 years this cooperative has been in existence, members had to be present at their district meeting in order to cast their 'one vote per member' for a director.

The Board has taken note that due to a changing industry, including larger geographical districts in some areas, December district meeting attendance has declined. Thus member involvement in the election of our Board has decreased accordingly.

At its May 4th meeting, the Board addressed this situation by adopting an amendment to our co-op bylaws that represents a major change in how we elect our directors.

For a district that has a director election, the District Representatives of that district will serve as a nominating committee to seek out and place in nomination a candidate or a list of candidates from within the District for the Director position. At least 30 days before that district meeting is to be held, a ballot will be mailed to all members in that district, asking each member



Tom Oberhaus
 SVF Board Chair

to vote for one candidate with write-in votes allowed. Members will be asked to return their director ballot in a pre-addressed and postage-paid envelope no later than ten days before that district meeting. The results of the election will be announced at that district meeting.

Since our bylaws require that any Board-approved bylaw amendments be sent to all cooperative members following their adoption, members will soon receive a mailing that includes the Amended and Restated Bylaws, as well as a letter from me explaining these changes.

Your Board of Directors is committed to giving everyone an opportunity to be involved and have a voice in your co-op. We hope that

(CONTINUED ON THE NEXT PAGE)

Here's Your Mid-Year Co-op Update

by Chris Hoeger

Change, change, change! As our Board Chair Tom Oberhaus has stated before, we will need to continue to change to make progress. This month, instead of a column from me on Pg. 2, we are changing things up and giving Tom the opportunity to present to you an idea your Board wants to pursue to get more of your input on how the cooperative is governed. Please check out his article on the previous page.

I want to give everyone a quick update on the company at our mid-point of this fiscal year. Thus far, we are showing a small profit and are projecting to end the year this way. We are seeing strong sales and our Team, which consists of Procurement, Production, Quality, Sales/Customer Service and all of our support departments, has worked diligently to add value to your milk.

Our Sales Team continues to find new opportunities for our plants and our plants continue to produce a high quality product. We look forward to the opportunities ahead. As you can see on page 7, the Luana retooling/expansion project continues to make solid progress and remains on schedule. We are being challenged on the budget, but are working to refine the scope to keep the

project on or near budget without compromising efficiency gains in the plant.

We continue to see many of you expanding your operations and look forward to more milk coming online in the coming months. We are not actively pursuing either new milk or members at this time with the expansions going on with our current members. We are trying to keep our haulers efficient by adding a farm here and there to fill up their trucks if a member retires or so forth.

I hope all is well on the farm and you have a productive planting season.



Chris Hoeger
SVF CEO

Oberhaus *Continued from Previous Page*

all members will strive to attend their district meeting to stay informed and let their thoughts be heard.

Also at our May 4th meeting, we interviewed key employees and reviewed Interim CEO Chris Hoeger's performance to date. Based upon this, the Board decided it was appropriate to remove Interim from his title and name Chris Hoeger as our CEO.

We are excited about the changes that have been implemented and look forward to working with our new CEO to make further improvements in the overall performance of our cooperative.

Proud of our farmer-owned cooperative,

Tom Oberhaus, SVF Board Chair



Wayne Prier Reflects on . . .

Four Decades of Milk Hauling

by Nancy Feeney

What does Wayne Prier have to say about being a Swiss Valley Farms milk hauler for 40 years? “How time flies when you’re having fun, just driving around the country to enjoy the beautiful scenery!”

Wayne’s milk hauling career began on January 1st, 1976, when he was 17. He also drove a school bus route during that first year. Wayne eventually bought a milk route from Gene Kramer, Farley, Iowa, and over the years has continued to grow with more producers. During his 40 years, Wayne has seen the size of bulk tanks increase dramatically. “Farmers went from 150-gallon tanks to a big 500-gallon tank,” he says. “Now the 3,000-gallon tanks are common.”

Wayne has always worked seven days a week. Wayne thanks his little brother, A.J. Prier, who helped him pick up the milk on Sunday mornings in the early years so the job would be done by noon. “This gave me time to explore the rest of the counties or play softball.”

He recalls that his producers liked giving him Dairy Queen gift certificates for Christmas. Little did they know, these thoughtful gifts would lead to a life-changing event for their milk hauler.

It was on a trip to his local Dairy Queen to use one of these gift certificates that he met a special girl -- Beverly. “I took her along on Sunday afternoon to play softball with our neighbors at the New Wine Park,” Wayne recalls. “Somehow, this led to something more!” Wayne and Beverly got married in October of 1985. While still hauling milk, Wayne began working at night to build a house for his bride just outside of Dyersville. Wayne and Beverly moved into that house and proceeded to fill it with children. They eventually had five -- Michael, 30; Roxanne, 29; Valerie, 25; Melissa, 24, and Douglas, 17 -- and they now have six grandchildren, and one due in October.

With the exception of taking time off for his wedding,

(ARTICLE CONTINUES ON PAGE 6)



This is Wayne Prier's 40th year of milk hauling.

***“Happy Farmers
are our Bread and
Butter!”***

~~ Wayne Prier



**Following
Wayne
Around**

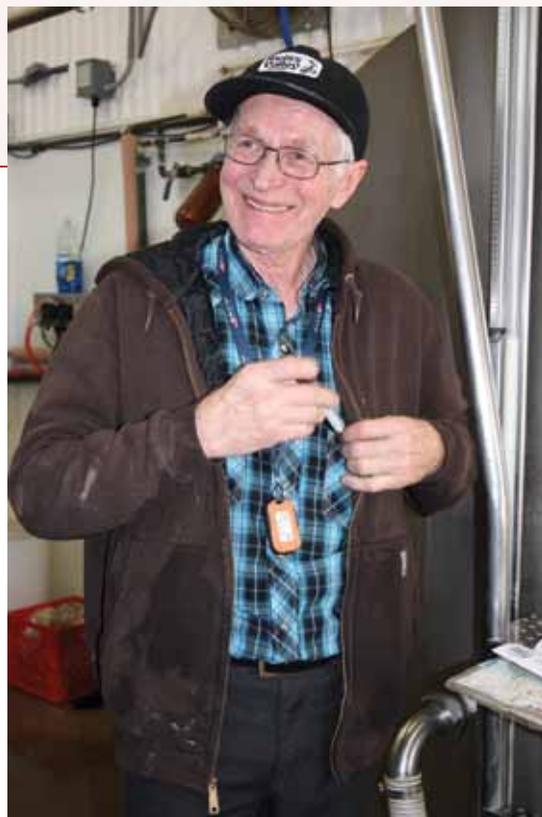


Top, left: Wayne drags the twisting milk hose from the back of his milk truck and into the producer's milkhouse.



At right: After getting the paperwork correctly done and then tucking his favorite pen back into his pocket, he's ready for the next step.

The orange remote control that starts the truck's milk pump hangs around his neck.

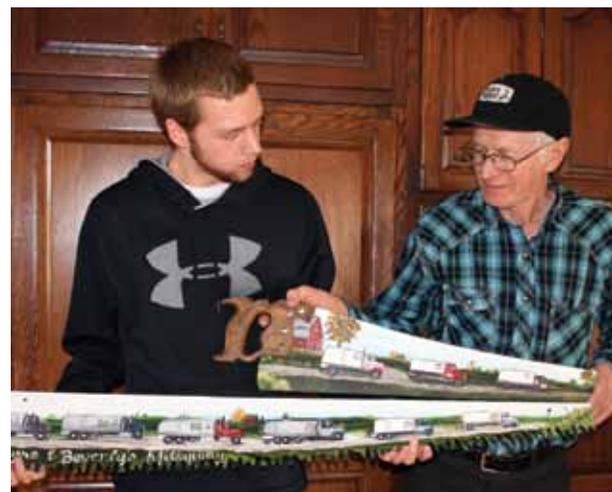


Above: Wayne sits comfortably in the cab of his milk truck as he drives across the Iowa countryside to his next milk stop.



Above, right: Wayne and his wife Beverly in their Dyersville home.

At right: Douglas Prier listens as his father identifies some of the trucks painted on saw blades, made by a friend as a gift.



**“Help was
always around
the corner
somewhere.”**

~~ Wayne Prier

In 1985, Wayne and Beverly Prier's wedding party posed for a memorable photo on top of the groom's milk truck.



honeymoon and the birth of his children, Wayne is in his truck picking up milk. He says he did take one vacation sixteen years ago. “I took time off so we could drive out to my brother-in-law’s wedding in Virginia.” He and Beverly expanded that trip by visiting several sites along the east coast, including a memorable stop to see the ocean.

Wayne’s best memories are:

“The daily friendships with our farm families are the best. Happy farmers are our bread and butter! I have so many wonderful memories of watching these families growing up to become the future of farming or whatever else was brought into the wonderful years ahead.”

“One of the best memories is giving the producers’ kids chocolate milk on the holidays. One year, this 3-year-old girl tells me she didn’t like my chocolate milk. I said, ‘Why not?’ and she said ‘Our cows only give white milk. I want white milk.’”

“I enjoyed my time serving as president of the Delaware County Dairy Council in the early 80’s.”

“I am proud that my whole family pitches in to help when needed, with even driving the milk truck. This is much appreciated and has been a big help to me over the years.”

“I can’t forget all those wonderful winter months! My farmers have always worked together with me during those snow storms. All those snow blowers that came out of the sheds to clear the snow so I could get the milk truck

in. Once I got stuck for three hours on a gravel road in a snowstorm and it took two farmers with snow blowers, a wrecker and one big John Deere tractor to get my milk truck out again.”

“One other time, there was a big ice storm and I pulled the truck back into the truck shed to put tire chains on all wheels. Just as I was ready to leave again, I fell off the truck step and sprained my ankle. But I still went out and hauled the milk for our farmers while using a cane.”

“My mother raised chickens and sold eggs. Just a couple of months after she passed away, I had 10 dozen eggs from her chickens in the cab. Unfortunately I put the truck on its side, but I never broke a single egg thanks to my little angel, Mom.”

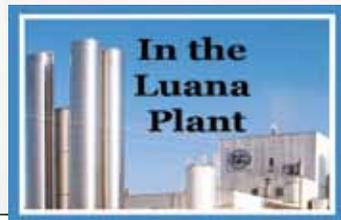
Wayne wanted to express his thanks to all of the Swiss Valley field rep staff he has worked with over his 40 years. “I worked with Dale Pettlon, Irv Marx, Francis Schilling, Lynne Melchert, Kara Koopmann and Tom Tegeler,” he says. “With the help of these people working together with me over the years, it sure makes my job much more rewarding and much easier to deal with issues if something goes wrong.”

“Help was always around the corner somewhere,” Wayne says. “We were all working together, making a wonderful future.”

Wayne hopes to enjoy many more years of milk hauling. “I still feel young!”



Inside Rooms Taking Shape



According to Luana plant manager Rod Kregel, the construction there is really moving along. “We can actually see the inside rooms as all the footings are complete. Most of the external walls are erected. The roofing contractors are scheduled and workers continue to install drains to the process areas.”

He says openings recently were cut in the existing block walls for the entrances into the new addition. “This is always exciting because we can start to visualize just how this will connect to our process.”

“We have scheduled our factory acceptance testing for the new equipment, which means we will be communicating to the equipment vendor that we accept the equipment and they can ship this equipment to us,” Rod says. He expects this to happen at the end of May.

Overall, Rod says they have seen the construction site go from a very wet, messy area to dry, hard ground in the last two weeks. “This was very welcome from the spring rains and cold weather.”

On the home front, Rod tested out the old farmer’s wisdom regarding planting potatoes on Good Friday. “I planted some potatoes on ‘Good Wednesday’ as they had predicted rain and snow for ‘Good Friday,’” he says. “This was a mistake because as of today none of them have grown. I do not remember the last time the potatoes did not come up.”



Above, right, cooler panels being installed.

Below that, walls are now up around the new addition at Luana.

At right, detailed work being done on the bar joists.

Far right, wood blocking has been installed.



Right, underground plumbing is being installed.



At Dutchland Dairy

Innovations Create Energy Sustainability

Dan Duitscher, center, stands with his father Dean, left, and brother Dave in the tanker load out bay with an in-floor heating system that circulates water warmed first in the milk chiller plates and again by the refrigeration systems.



Saving energy on your dairy can improve your bottom line. However, combining creative thinking with existing energy-saving technology can deliver a truly stunning impact on your energy bill.

Some innovative energy-saving methods used by Dan Duitscher at Dutchland Dairy in Rolfe, Iowa, take sustainability efforts on the dairy to new heights. As a result, Dutchland Dairy will be recognized for its “Exceptional Project in Energy Efficiency in Agriculture” at the Alliant Energy’s annual Energy Summit in June.

“This is cutting edge stuff,” says Dave Warrington, the agricultural representative energy advisor from Franklin Energy who works solely for the Alliant Energy Rebate Energy Efficiency Program. “I’ve never seen another dairy do what Dan has done there.”

“Dan is really proactive on energy efficiency,” Dave says. “I don’t know if he ever slows down. I usually have to sell an energy-saving project to a farmer. I don’t have to

do this with Dan Duitscher. He comes to me with these ideas.”

Re-using Heat

According to Dave, by recovering and then re-using the heat from the cows’ milk as well as the refrigeration system, Dutchland Dairy is heating two buildings and saving \$11,500 per year on its energy bill. Here’s how it is done.

As on many other dairies, cold well water is run through one side of a large plate cooler and milk from the pipeline is pumped on the backside. This commonly used milk chilling method brings the temperature of the milk down to about 55 degrees. The second part of the plate cooler has chilled glycol water going through it that cools the milk to 37 degrees before it is loaded onto the tanker. The now warmed well water is diverted to storage tanks and fed to the cows.

(ARTICLE CONTINUES ON PAGE 10)

SWISS VALLEY FARMS **DAIRYMAN**



Energy savings begin at the plate cooler system, above on the left. With the use of well water, the warm milk is chilled down to 55 degrees. The second part of the plate cooler has chilled glycol water going through it that cools the milk to 37 degrees before it is loaded onto the tanker. The warm well water goes to the back room to a 3,000-gallon holding tank.

Dan has his hands on water that is coming from the plate cooler water storage tank. This water will come in at about 50 degrees before it goes over the coils of the compressor. It leaves at about 105 degrees.

This is the GEO therm unit in the shop. Dan has his hands on the plate cooler water. This GEO therm will have the plate cooler water go over the coils instead of the coils going out in the ground as most Geo therm units do.



Notice the small plate exchanger on the right. The white PVC lines going in to this carry the 105 degree water coming from the compressors. The brass lines disappearing into the cement on the left contain the heated glycol water that circulates in the in-ground heating system in the large truck bay, keeping the temperature at 65 degrees even on a bitter cold February day.



Dutchland Dairy Continued from Pg. 8

But that is not the end of the uses for this warm water. In the large 108' X 72' machine shop, a 'pump and dump' geothermal heat system is used. This system normally pumps well water up over the coils in the heat unit. "We don't do this," says Dan Duitscher. "We hooked into the warmed plate cooler water that goes to the cows. This water then goes over the coils of the geothermal heat unit and returns to the tank it originally came from." Dan says that in February of 2014, when it was brutally cold, it cost less than \$9 a day to light and heat this machine shop to 65 degrees.

Heated Truck Bay

Another creative and efficient way of using the warm cow water goes into heating the new 5,000 square foot truck bay that holds up to four direct load milk tankers. "Glycol water cooled by compressors cools milk from 55 degrees to 37 degrees," Dan says. "A 15 hp unit and a 6 hp unit use water to go over the coil to take the heat generated by the unit instead of the radiator air system on many units."

"We use the plate cooler water here also. If both units are running, this water will return at about 105 degrees at 15 gallons a minute. This water will go through a small plate exchanger in the back room of the load out bay. From there it will go back to the plate cooler water tanks where it is pumped to the cows."

"We have a glycol water system that will be pumped

through tubes by 2 tenth hp motors under the floor of the load out bay. Water in the floor is heated to about 78 degrees, which maintains the tanker bay at 65 degrees."

Dan says a thermostat controls when the pumps come on and off. "There is a backup inline boiler that can be used if we do not get enough heat from the units. This backup unit will only run if we have a cooling unit go down." He says they are able to heat the 5,000 square-foot load out bay for the cost of 2 tenth hp motors running by recovering the heat from these two cooling units.

Eyeing the Kilowatts

Dan keeps a sharp eye on the electric meters he had installed so he can regularly monitor his kilowatt usage. No doubt he continues to imagine more ways to use existing tools to further trim the energy bill and reduce the carbon footprint of his dairy.

Dutchland Dairy supports three generations: Dan and his brother Dave and their families as well as their father Dean Duitscher. Dan and his wife, Nancy, have two children: Derek, 20, and Payton, 18. Dave and his wife, Jolene, have five children: Addie, 17, Chaiden, 15, Annika, 13, Akaysa, 10, and Ashlyn, 5.

Dean and Dave have DVM degrees from Iowa State University. Dean retired from vet practice in 1989, but Dave still maintains a small vet practice, with his biggest customer being the family dairy. The dairy milks 1,140 cows with a crossbreeding program that involves Holsteins, Jerseys, Brown Swiss and Norwegian Reds.

The dairy employs 20 full and part-time workers and uses several employee incentive programs. A month without lost time for accidents means a 25¢ per hour bonus for the next month. Employees receive a \$1.25 per hour bonus for less than 100,000 SCC for a month.

"We want the employees to feel a part of the success of Dutchland Dairy," Dan says. "If the dairy does well, so do they."

As this dairy continues to move forward into the third generation, and perhaps even a fourth, its successful energy sustainability efforts will be a huge part of its bright future.

"I've never seen another dairy do what Dan has done there."

~~ Dave Warrington

What's Happening 'In the Plant' at Rochester

This month's feature plant is RCS Acquisition, LLC (Rochester Cheese), your fully owned subsidiary in Rochester, MN. My name is Jim Kutchma and I am the Plant Manager for the site. I began my career with Swiss Valley Farms as a rookie Plant Manager in 2007 with RCS and am proud to consider Swiss Valley my home. Rochester Cheese is a fairly unique business unit within the cooperative and I suspect that there are members who may not know as much about us as they do about our sister facilities. The major difference between our site and other Swiss Valley manufacturing sites is the absence of silos. That's because our main ingredient is not milk – it's cheese.

Our process starts with a diverse supply of ingredients and raw material cheeses purchased throughout the domestic U.S. and internationally. The facility procures approximately four to five truckloads of cheese per day, and this cheese arrives in a variety of industrial sizes including 40-pound blocks, 500-pound barrels and 640-pound blocks packaged in wood or plastic crates.

We use that cheese to produce innovative and cost-effective food ingredients for our customers, including cold-pack club Cheddar, pasteurized processed cheese, and enzyme-modified cheese. Customer satisfaction is our main priority and our customer base has very diverse needs. All of our production, therefore, is made-to-order. Because of this, our daily routine can be anything but routine. Thankfully, we have a dedicated staff of hard-working employees that can get the job done. These employees personally pull, push and toss over 100,000 pounds of cheese each day. We have had production weeks and even months where it seemed our mission was impossible and

(ARTICLE CONTINUES ON PAGE 12)



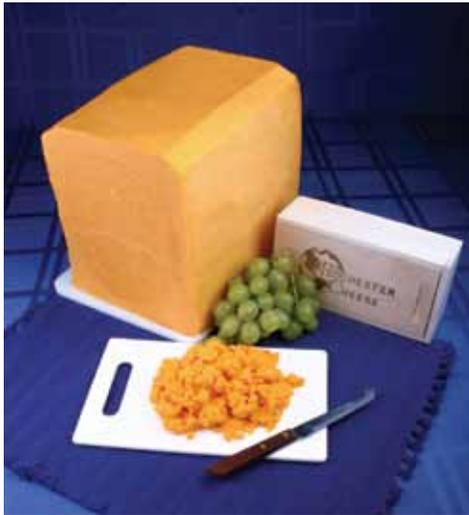
Jim Kutchma stands on the deck of the club blender in the Rochester plant. Above, the front of the plant, located on the north end of Rochester.





Rochester Continued from Pg. 11

Rochester Cheese manufactures cold-pack club Cheddar to meet the different specifications of their customers.



Matt Lamp, right, stands with Mike Knode, PPC Operator on the job at Rochester Cheese.

orders would never be done in time. Just when it feels like a week is going to be easy, an order changes, something breaks down, or a snow storm hits. We calmly assess the situation, change what we can and refuse to accept what we can't. Although our team has evolved over the last several years, I continue to be impressed with our growth and ability to adapt to change.

A brief history:

RCS became part of the Swiss Valley Farms family in 2001. RCS originally consisted of two manufacturing sites, a dry and fresh grated Parmesan plant in Dalbo, MN and a club Cheddar, pasteurized process cheese and enzyme-modified cheese facility in Spring Valley, MN, as well as a storage and distribution center for the two sites located in Rochester, MN. Beginning in 2013, RCS proceeded with a relocation project to build a state-of-the-art manufacturing facility in the west warehouse building in Rochester, and final commissioning of the production lines concluded in June of 2014. This new facility was designed to drive quality throughout our production process. Now that our new site is approaching the end of its second full year of production, I take this as an excellent opportunity to thank the hard working members of this cooperative for the capital investment that made a showcase plant possible. The plant has received accolades from our customer base and allowed new business opportunities to be achievable. All of this continues to add value to the cooperative.

Michael "Matt" Lamp

Matt Lamp is a staple of RCS and currently holds the title of Manufacturing Support Service Manager. He began working production and warehousing roles dating back to our earliest days in 1986 when Spring Valley Cheese made a single club Cheddar product and the operation involved just seven employees. His role shifted and grew from the line to warehousing and continued to a role of Assistant Plant Manager. His knowledge of our customers is second to none and Matt is integral in R&D and customer service duties at the plant. Matt is the epitome of adapting to change and we sincerely thank him for his years of service!

Are You Taking Photos for the 2017 Swiss Valley Farms Calendar Contest?

Have you taken any photos yet for the 2017 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 on the bottom right.



Cash prizes awarded for the top 3 photos!

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 Photo Contributor: _____

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, 2016 to:**

OR

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

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



swiss valley farms

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

| | |
|----------------------------|--------|
| BAILEY, MICHAEL & JEAN | 81,000 |
| BENNETT, JOHN&CHARLENE | 35,000 |
| BOWERS, KERRI | 99,000 |
| BOWERS, MARK & KATHY | 99,000 |
| BREITSPRECKER, GERALD&JUDY | 80,000 |
| BRENNEMAN, MARCUS D | 98,000 |
| BREUCKMAN, CHAD | 64,000 |
| BRIMEYER, DANIEL & DEB | 67,000 |
| BRIMEYER, DEREK | 67,000 |
| BRIMEYER, JIM&MARY KAY | 80,000 |
| BRIMEYER, MATTHEW R | 94,000 |
| BRIMEYER, RICHARD | 94,000 |
| CALVERT, KYLE D. | 69,000 |
| CAROLAN, KEVIN&DONNA | 73,000 |
| DEAVER, MIKE | 72,000 |
| DUTCHLAND DAIRY | 94,000 |
| FISCHELS, JEFF | 84,000 |
| FLIKKEMA, HUBERT A. TRUST | 94,000 |
| GORHAM, FLORIEDA EST. | 81,000 |
| GUDEX, TONY | 44,000 |
| JOHNSON, DUANE A. | 88,000 |
| JOHNSON, ROY A. | 88,000 |
| KAISER, TOM & JULIE | 74,000 |
| KOHOUT, KENNETH & ANITA | 94,000 |
| KRUSE DAIRY FARM LLC | 93,000 |
| MCGINNIS, SCOTT T | 98,000 |
| MCGINNIS, THOMAS J | 98,000 |
| MEIER, BRIAN | 85,000 |
| MEIER, MIKE & CHERYL | 85,000 |
| MILNES, THOMAS | 65,000 |
| OBERHAUS, THOMAS&JOAN | 96,000 |
| PEARCE, RICHARD J. | 97,000 |
| SCHUSTER, CRAIG | 81,000 |
| SCHUSTER, CHRIS | 81,000 |
| SCHUSTER, LEONARD | 81,000 |
| SCHUSTER, ROBERT&NANCY | 81,000 |
| SCHUSTER, RONALD | 81,000 |
| STAUFFER, TITUS | 63,000 |

Welcome
**NEW SWISS
VALLEY FARMS
MEMBERS**

PETER B. MORHARDT
Elizabeth, Ill.

KEITH ELSBERND
Calmar, Iowa

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

| | |
|------------------------|-----|
| Farms | |
| 0-100,000..... | 8% |
| 100,001 - 200,000..... | 35% |
| 200,001 - 300,000..... | 30% |
| 300,001 - 400,000..... | 15% |
| 400,001 - 500,000..... | 8% |
| 500,001 and above..... | 4% |



**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 15-ton bulk bin. No auger. \$2,800 Call Jerry Kauffmann, Farley, Iowa 563-543-3052.

**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**.

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 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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