

Dairymen

JUNE 2016



Iowa Lt. Governor Visits Luana Construction Site



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Dairy Begins to Trend Up

by Chris Hoeger

As every proud American dairy producer settles into celebrating June Dairy Month 2016, we can certainly say we have all seen better years for dairy. However, when I examine recent statistics, I see glimmers of a turnaround on the horizon. Here are some examples.

Sitting as a positive on the Swiss Valley Farms side, our total sales poundage on cheese and whey combined is up 4.7% year-to-date. What also puts the future in a good light are several new, large domestic customers that Swiss Valley Farms has picked up in the past few months. On top of that, our exports are holding fairly strong in the face of a depressed world export market. To top this off, the co-op's whey powder sales volume is up slightly even though national sales are down a tad (-1%).

Here's a summary of the U.S. dairy product disappearance this year-to-date (YTD).

For total cheese, butter, nonfat and skim milk powder sales, there is a 108 million pound positive difference in 2016 sales compared to 2015 YTD. This is a 263 million pound increase over 1014. That's good news!

Let's take a look at March 2016. The March 2016 30-day adjusted disappearance of butter was at 174 million pounds, which is up 23.3% from February and up 8.8% year-over-year (YoY). Total cheese sales



CEO Chris Hoeger

were at 1,021 million pounds for March, up 0.2% from last month and up 1.7% YoY.

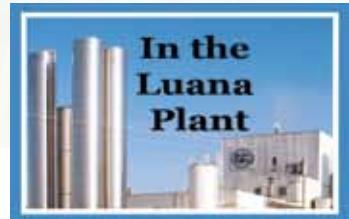
The 30-day adjusted disappearance of milk fat in March was 670 million pounds, up 4.5% from last month and up 2.7% YoY. The commercial disappearance in March 2016 for all cheeses made in America, not including American-style cheese itself, was at 639 million pounds, up 1% from last month and up 5.3% YoY. This is extremely good news for our cheese markets!

Hopefully, these statistics will continue to flourish over the summer months and into the holidays.

Please enjoy Jill's article in this issue on your Faribault, Minn. plant as we continue to see growth in our

(ARTICLE CONTINUES ON PAGE 15)

Lt. Governor Visits Luana Plant



It isn't just co-op members who are enjoying watching the progress of the Luana, Iowa, cheese plant expansion. Joining the list of admirers is Iowa Lt. Governor Kim Reynolds who paid a visit to the construction site on May 4th to view the progress of the \$21 million expansion project.

On hand to greet Reynolds were the Swiss Valley Farms Board of Directors, as well as CEO Chris Hoeger, Luana Plant Manager Rod Kregel and several other plant and co-op employees. Several city officials from both Luana and Monona also attended the event.

Reynolds, accompanied by Hoeger and Kregel, led the small parade of attendees up the dirt slope to reach the entrance to the new construction area. While standing in a roped off area just inside the building, Reynold expressed enthusiasm for the project while chatting with Board Chair Tom Oberhaus and the other co-op directors who gathered there. She expressed enthusiasm for the project that she called a "true partnership between state and local government." Reynolds said she was pleased that Swiss Valley Farms is expanding this major Iowa cheese plant and was committed to the Iowa market.

"We are excited to be a part of the northeast Iowa communities and to add value to our members' milk with the growth and addition to our Luana facility," Hoeger said. "We are investing approximately \$21M in our facility between building and equipment," he

(ARTICLE CONTINUES ON PAGE 11)



Top: Board Chair Tom Oberhaus, left, chats with Iowa Lt. Governor Kim Reynolds while Luana Plant Manager Rod Kregel and CEO Chris Hoeger look on.

Middle: A group of Luana employees in their white work shirts as well as some local officials and media representatives gathered just outside the area where Reynolds surveyed the construction.

At Right: Reynolds visited with several plant employees during the social time. From far left are Lisa Tesar, Chuck Brainard, Carrie Jones, Tom Boose and A.J. Polensky.

'Cheese in the Heartland' ***SVF Major Player in Des Moines Conference***

This year's American Cheese Society Annual Conference, dubbed "Cheese in the Heartland," takes place at the Iowa Events Center in Des Moines July 27-30, 2016. These four days are jam-packed with educational seminars, tours, networking, tasting sessions and, of course, lots and lots of cheese. While the conference is geared primarily toward specialty food industry professionals, Swiss Valley Farms members can participate in the Festival of Cheese segment of the program, an event open to the public that takes place Saturday, July 30th from 6:00 p.m. to 9:30 p.m. Because Swiss Valley Farms/Caves of Faribault signed on as the Marquee Sponsor for the event, our company will have an exclusive VIP Room at the Festival of Cheese and all Swiss Valley Farms members are invited!

The Festival of Cheese will feature over 1,700 cheeses of every imaginable style and flavor profile from the 2016 ACS Judging & Competition, highlighting

the winners and celebrating the accomplishments of artisan cheesemakers throughout the Americas. Our VIP Room will be an invite-only access area at the Festival, where guests can sample Swiss Valley Farms Baby Swiss, Maasdam, Grass-Fed Gouda and Mindoro Blue®, as well as Caves of Faribault's AmaBlu® and St. Pete's Select® Blue cheeses and Jeff's Select Gouda to name just a few. This VIP area will be an excellent opportunity to network with Swiss Valley Farms management and employees as well as other industry professionals.

As you exit the Festival, you will have the opportunity to browse the annual ACS Public Cheese Sale. Pick up some incredible artisan cheeses from producers in the USA and Canada at amazing prices, all for a great cause! Proceeds benefit the nonprofit American Cheese Education Foundation (www.cheesefoundation.org), which provides crucial funding for the American Cheese Society's year-round education efforts, webinars,

(ARTICLE CONTINUES ON NEXT PAGE)

The Festival of Cheese will feature over 1,700 cheeses of every imaginable style and flavor profile from the 2016 ACS Judging and Competition, highlighting the winners and celebrating the accomplishments of artisan cheesemakers throughout the Americas.



Come Visit the Swiss Valley Farms/Caves of Faribault VIP Room at the Festival of Cheese during the 2016 ACS Conference

'Cheese in the Heartland' *Continued from Previous Page*

conference scholarships and industry research.

Remember, in order to visit the VIP Room, you must first purchase a Festival ticket. Tickets to the Festival of Cheese are available to Swiss Valley members for \$55/person (a \$5 savings) and include unlimited samples. To purchase your tickets, visit <http://desmoines-cheese-festival.brownpapertickets.com>.

To receive the \$55 ticket price, you will be asked to enter a promotional code.

Please call Nancy Feeney at 563-468-6640 or send an e-mail to her at nancy.feeney@swissvalley.com to obtain this promotional code.

Jeff Jirik To Become President of the American Cheese Society During Conference

The American Cheese Society's mission is to be the leading voice in promoting and supporting American artisanal and specialty cheeses. At this year's conference, Swiss Valley Farms VP of Quality & Product Development Jeff Jirik will work to uphold that mission as he is sworn in as the organization's President. Jeff has been a long-time advocate for the American Cheese Society, attending his first conference in the summer of 2002 in Washington D.C. That year, Faribault's St. Pete's Select® earned a second-place award in the annual cheese competition. "This led to considerable interest among retailers and was a great boost for sales," recalls Jeff. "The camaraderie and commitment of the attendees gave the conference a great community feeling. I was hooked!"

He's since attended every annual conference since 2002, helping out in various volunteer roles from setup to leading workshops. In 2010, he was elected to the Board of Directors as a Cheesemaker and this past spring, the Board elected Jeff as President. Current ACS President Dick Roe will hand down the gavel to Jeff during the conference this summer in Des Moines. For Jeff, the timing couldn't be better.

"In living the Swiss Valley Farms' mission of becoming the Midwest's leading specialty cheesemaker, having the ACS Annual Conference in Des Moines is a rare marketing opportunity," he says. That's because

as the Marquee Sponsor, Swiss Valley Farms and Caves of Faribault will have the opportunity to showcase our high-quality specialty cheeses to an audience of specialty and chain retailers from across the U.S.A., right in our own backyard. "This is especially appropriate for the introduction of the new Alpine-style cheeses developed by the Luana team over the last year," says Jeff. "Our Sales team will be able to network directly with specialty cheese buyers from across the United States – and have fun while doing so!"



Jeff Jirik
V.P. Quality & Product Development

At Kluesner Dairy

Working With Family Is The Best!



Co-op members Leo and Julie Kluesner, Worthington, Iowa, work on the dairy with their oldest sons, Chad, left, and Rob.

Working on the farm side-by-side with family members has always been a part of Leo Kluesner's life . . . quite possibly the very best part.

The second youngest of 13 children, Leo knew what it was like to be part of a large family working on a dairy farm. His parents, Sylvester and Marie Kluesner, operated a small dairy in Worthington, Iowa, and sold their milk to Land O'Lakes out of Cedar Rapids. His parents joined Swiss Valley Farms in 1978, coming in with the co-op's merger with this plant. In 1980, Leo married Julie Kramer and the couple went on shares with Leo's parents that same year.

The couple settled into farming and dairying and, over time, added seven children to their family. Now they are dairying with their two oldest sons, Chad and Rob, with all of their other children helping out on the farm in various ways down through the years.

Their two oldest daughters are married -- Stephanie Kauffmann and Stacie Schemmel -- and off the farm with page 6

their own families, but are frequent visitors. Daughter Samantha works at Schieffer Co. in Peosta and helps milk in the evenings and weekends. Their son Justin is a junior at Western Dubuque High School in Epworth. Their youngest daughter Sydney is an 8th grader at Drexler Middle School in Farley. Both Justin and Sydney help out with morning, evening and weekend chores. Leo and Julie now have six grandchildren who visit the farm.

The Kluesner's herd consists of 225 Holsteins that comfortably thrive on their farm. "They have very good components for a Holstein herd," Leo says. "We get around 80 pounds of milk per cow a day with a SCC average that usually falls around 100,000." They raise corn and alfalfa on the 170 acres they own and another 170 acres they rent. They buy their dry hay. At last year's district meetings, Leo and Julie picked up their 13-year milk quality award and hope to see many more of these awards as the years roll by.

(ARTICLE CONTINUES ON NEXT PAGE)

SWISS VALLEY FARMS DAIRYMAN



At left: Last year, the Kluesners put up an 88-cow free stall barn. Their older barn houses 126 cows.

Below: Julie and Leo picked up their 10-year milk quality award trophy at their December 2012 district meeting.

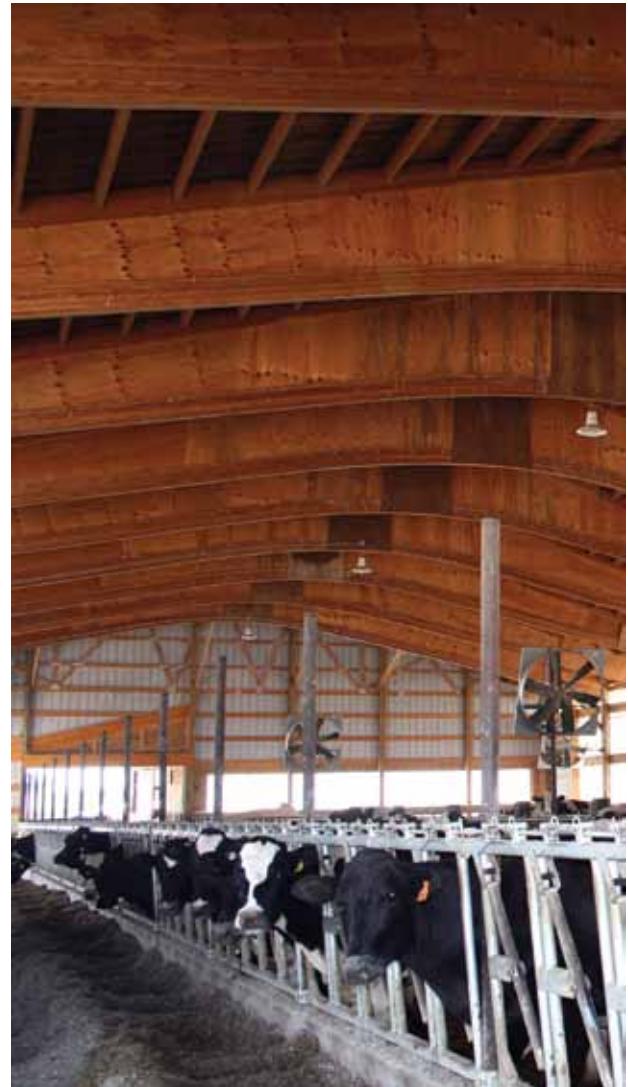


To save on energy expenses and to increase the dairy's sustainability, they use a plate cooler to chill the warm milk. They also use a free-heater to get extra hot water from the compressors, so those run at maximum efficiency as well. "We take Freon from the compressors that we cool milk with and run it through a water tank," Leo says. "We get so much hot water from this that we don't have to heat very much other water." He says they use the heat from the compressors in the winter to heat the milking parlor.

Leo and Julie said the best change they ever made on their dairy farm was updating to a free stall/parlor set-up in December 2002. "We went to a double-8 parlor at that time." Last year, they added a new free stall barn that holds 88 cows. The older barn holds 126 cows.

Leo says for him, the best part about being on the dairy is he gets to work with his wife and children. "We were able to watch our children grow up on the farm." Leo reflected that his sons are not getting the same experience that he and Julie did. Chad and Rob don't live on the farm and their children go to daycare.

Looking back over his long membership with this co-op, Leo says, "I think over the years we've gotten a fair and decent price with Swiss Valley." He spoke about his personal pride of seeing the Swiss Valley Farms logo on the fluid milk in the dairy case. "You knew that was your milk in that bottle," he says. His milk still goes to the Dubuque bottling plant, which Swiss Valley sold to Prairie Farms in 2009. "Everyone still knows that the PF milk is the best to buy. It is our milk."



Co-op Offers 8 Scholarships

Our 2016 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.

Scholarships are awarded at the conclusion of the 2016 Fall semester after the winners' grades have been

submitted. Any co-op member student who has not yet won a scholarship may apply every year they are attending college or technical school.

Judging this year's Swiss Valley Farms scholarships was Bruce Reynolds, an economist at USDA/Rural Development Cooperative Programs in Washington D.C. Thanks, Bruce!

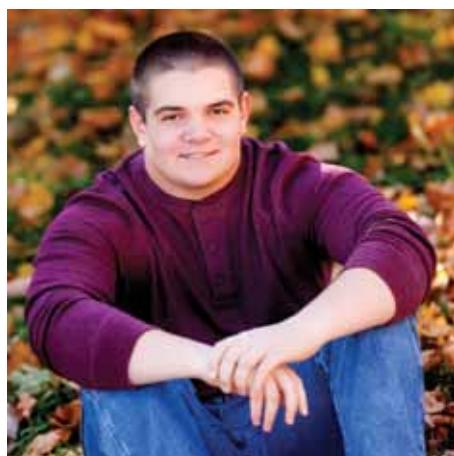
Katelyn Goldsmith of Earlville, Iowa, will receive a \$1,000 ag scholarship. A graduate of Beckman Catholic High School, Katelyn is the daughter of co-op members Jim and Kristi Goldsmith of Earlville, Iowa. She will be attending Iowa State University in the fall, majoring in Dairy Science. Katelyn was the 2015 Delaware County Dairy Princess. During her eight-year involvement with 4-H, she participated in dairy quiz bowl and dairy cattle showing.

During high school, Katelyn was involved in numerous extracurricular activities, including National Honor Society, student government, student ambassadors, math and science clubs and drama. From a very young age, she has helped her parents on the farm with the milking, feeding, cleaning and animal health tasks. For her high school biology class, Katelyn conducted a research project on her family dairy involving heat stress and evaporative cooling systems.

"I enjoyed it so much that throughout high school I continued to conduct research projects with my family's dairy farm. These projects sparked my interest in the science behind dairy animals and the dairy industry and influenced my college and career decisions." She says her career goal is to find a job where she can perform field research with dairy animals. "I would then relate the findings of this research to farmers in order to continually improve the industry."



Katelyn Goldsmith
Earlville, Iowa



Payton Duitscher, Rolfe, Iowa

Payton Duitscher of Rolfe, Iowa will receive a \$1,000 ag scholarship. The son of Dan and Nancy Duitscher, Rolfe, Iowa, Payton is a recent graduate of Pocahontas Area High School and will attend Iowa State University in the fall majoring in Dairy Science and Pre-Vet. While in high school, Payton participated in football, track, FFA, band, vocal, mock trial and speech. He has been in 4-H for seven years, serving as president and treasurer of his chapter. With his church group, Payton has made four trips to an orphanage in Guatemala to help with construction projects.

"I have done many tasks on my family's dairy, including treating cows, breeding, milking, feeding, and trimming feet. I ultimately plan on returning to our family dairy farm. Before coming back, I plan to work on other dairies in Iowa or Wisconsin for a few years. If I go to vet school, I would like to start practicing in Wisconsin before coming back home to our farm in Iowa."

Jaden Schmitz
Norwalk, Wis.

Jaden Schmitz of Norwalk, Wis., will receive a \$500 ag scholarship. The son of co-op members Brian and Roxane Schmitz of Peaceful Valley Dairy, Norwalk, Wis., Jaden is a recent graduate of Cashton High School and will be attending Southwest Technical College, Fennimore,

Wis., in the fall where he plans to study an agri-business related field. He has been in 4-H for four years and an FFA member for six years, where he earned the Discovery Degree, Greenhand Degree and Chapter Degree. He shows swine and crops at the county fair.

"Our food sources are important to the future of our lives, so I want to be able to be a part of helping provide quality milk, grains and animal products, such as meat, for consumers. I also want to educate consumers about the quality care that farmers provide; therefore, I want to be a part of helping to take care of the environment I live in and teaching about agriculture."



"I want to educate consumers about the quality care that farmers provide."

~~ *Jaden Schmitz*

Zach Lensmire, Cleveland, Wis.

Zach Lensmire of Cleveland, Wis., will receive a \$500 ag scholarship. A 2015 graduate of Kiel High School, he is the son of Tom and Jane Lensmire, Cleveland, Wis. Next fall, Zach will be a sophomore at the University of Wisconsin in Madison, where he is majoring in Dairy Science. In high school, Zach participated in FFA.

"My FFA supervised agriculture experience was based on my involvement with our installation of our hydroponics system. We needed a new way to produce feed for our cows in a cost efficient way. Growing wheat fodder hydroponically seemed to be the best route to take. I was active in the installation as well as the daily operations of planting and harvesting the racks of fodder. I was fortunate enough to receive a 3rd gold at our Wisconsin State FFA Convention for my SAE and am very proud of the work that I put into it."

Zach says he plans on specializing in animal reproduction and genetics and would like to work for a genetics company analyzing sires and daughters of the sires.

Hannah Burken
Clinton, Iowa



Hannah Burken of Clinton, Iowa, will receive a \$500 ag scholarship. The daughter of Swiss Valley member Marty Burken and Lisa Burken of Clinton, Iowa, Hannah is a 2016 graduate of Clinton High School. She will be a freshman at Iowa State University this fall where she plans to major in Animal Science and Ag Business.

The 2015 Clinton/Jackson County Dairy Princess, Hannah has been a member of the Goose Lake Jr. Feeders 4-H club where she participated in many Clinton County ag events and cattle shows. In high school, she was active in sports and many student organizations. On her father's dairy, she has been calf care manager, where she helped create a secure and sanitary living area for the calves to help prevent diseases.

(ARTICLE CONTINUES ON PG. 10)



Ana Schmitt
Durango, Iowa

Ana Schmitt of Durango, Iowa, will receive a \$500 scholarship for a non-ag major. A graduate of Wahlert Catholic High School in Dubuque, Ana is the daughter of co-op members Tom and Donna Schmitt of Durango. Ana will be a junior this fall at Iowa State University where she is studying elementary education.

She was active in basketball, softball and volleyball during high school and she has continued that in college. During high school, Ana estimates that she spent over 400 hours volunteering at sports camps, blood drives and church events. She continues to volunteer her time for good causes during college as well.

"My personal goal as an educator is to inspire my kids to love learning and to never cease to keep learning myself."



Jamie Schmitz, Norwalk, Wis.



Jared Gerner, Garber, Iowa

Jared Gerner of Garber, Iowa, will receive a \$500 scholarship for a non-ag major. A 2016 graduate of Clayton Ridge High School, Jared is the son of co-op members Loras and Patti Gerner, Garber, Iowa. He will be attending Iowa State University in the fall to study engineering.

"I have been in 4-H since 4th grade." Recently serving as vice-president, Jared credits 4-H with teaching him many life and social skills, such as making presentations in front of a crowd, organizing meetings and working with others. He has been the treasurer for his class for four years, managing the funds for his class.

"I want a career that is related to engineering, science and math. One career I thought about pursuing is Chemical engineering. It is interesting to me how a chemical can make a crop have a higher yield and grow without weeds or bugs disrupting the development of the crop. I believe chemical engineering can benefit the world and help farmers produce the best crops possible."

Jamie Schmitz of Norwalk, Wis., will receive a \$500 scholarship for a non-ag major. A 2016 graduate of Cashton High School, Cashton, Wis., Jamie is the daughter of Steve and Sue Schmitz of Peaceful Valley Dairy in Norwalk, Wis. She has been the president of the National Honor Society and Student Council as well as a sports captain in volleyball, basketball and track. All through high school, she has volunteered with the Salvation Army as a bell ringer for the Red Kettle Campaign. She will be attending the University of Wisconsin, Stevens Point and is considering either a biology major or math education.

"I am currently assisting the middle school mathematics teacher as a teacher's assistant. I work with the students in the eighth grade class and provide assistance to the students. I find this a very rewarding experience." Jamie has been active on the family dairy farm by assisting with the chores before going to school and on weekends. "I enjoy being a part of the farm, by doing chores, helping with field work, or wherever needed."

Get In On The FUN!

Lt. Gov. Visit *Cont. from Page 3*

said. "We have a great group of employees there that help turn our members' quality milk into wonderful cheese for consumers to enjoy."

Here are some quick facts about the Luana expansion:

- This will increase the capacity for the plant by six tankers of milk per day of additional milk volume.
- This will equate to approximately 4,000 new dairy cows' milk production coming into the plant every day.
- Based on Iowa State Dairy Association and Iowa State University analysis, this is valued as an annual economic impact to the Luana and surrounding areas of approximately \$24,000 per cow.
- This extra production is expected to begin in late 2016/Early 2017 after construction is complete and new equipment has been installed.
- Swiss Valley Farms already has a market lined up for this new cheese.



ON THE COVER AND ABOVE: Visiting with Lt. Governor Kim Reynolds at the construction site are, from left to right, Luana Plant Manager Rod Kregel, Board Chair Tom Oberhaus, Waukesha, Wis.; Director Robert Horst, Bristow, Iowa; CEO Chris Hoeger, Kim Reynolds, Board Vice Chair Pat Schroeder, Lancaster, Wis.; Directors Dan Duitscher, Rolfe, Iowa; Ted Domeyer, Holy Cross, Iowa, and Dale Humpal, Ridgeway, Iowa. Standing in the background are Directors Eric Lyon, Toledo, Iowa; Asst. Treasurer Francis Leibfried, Cuba City, Wis., and Steve Klug, Spring Grove, Minn.

TAKE PHOTOS FOR THE 2017 SWISS VALLEY CALENDAR CONTEST

2017!! Can you believe it!?

It's time to take photos for the Swiss Valley Farms **2017 Calendar Contest!** Anytime is a great time to take photos on the farm! We need photos from all the seasons to make a good calendar. Don't miss out. Get out those cameras and start shooting.



**Cash
prizes
awarded
for the top
3 photos!**

Remember, 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 good 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.

- Entry deadline is Sept. 15, 2016

What's Happening 'In the Plant' at Faribault

My name is Jill Ellingson and I am the Plant Manager at the Caves of Faribault. I have been with the Caves for five years. Each month, you have had the chance to hear more about the co-op's plants. This month, I am excited to share more about the Faribault plant in Minnesota.

Welcome to the Caves!" This phrase and the story of welcoming customers, community members, cheese mongers, board members, farmer/member owners, students, interns and fellow cheesemakers has remained consistent and long standing for 15 years as The Caves of Faribault welcomes all to share in its story. Acquired in 2010 by Swiss Valley Farms, today all of our farmer members can also proclaim "Welcome to the Caves."

The Caves' story is rich in heritage, not only in Faribault, but across the cheese world. What a story, dating back to 1936, as a Blue cheese plant! America's first Blue cheese continues to be made with pride today with great care taken to maintain the unique St. Peter's sandstone cave

environment and make premium cheese.

At the Caves, we believe whole-heartedly in the mission of Swiss Valley Farms, working hard as passionate cheesemakers to create premium, award-winning Blue and Gorgonzola cheeses that begin with our members' high quality, wholesome milk.

There are many stories entwined in the rich fabric of our history. One story tells of Henry Ford using the sandstone from the Caves to make windshields for his cars in the late '30's and '40's. Caverns were being carved out by hand in the Caves during this time. My grandfather, Charles Sammon, delivered fresh milk to the Caves beginning in 1945 and my father continued to make the delivery of milk from the family farm in cans to the Caves on his way to school each day circa 1965.

Another story of our passionate cheesemakers begins with Jeff Jirik, starting his career at the Caves in 1979 scraping cheese and then making his way to the Quality Assurance Lab.

(ARTICLE CONTINUES
ON NEXT PAGE)

"Welcome to the Caves!"

Plant manager Jill Ellingson opens the door to the entrance of the Caves of Faribault.



Then & Now ...

One of the many hand-carved sandstone caverns rises up like a church ceiling. Racks of Blue cheese wheels rest under the dome.

Above: Jeff Jirik, in his early days as a Caves' employee, pushes a cart of cheeses through a close-fitting canyon of aging cheeses.

The team of proud Caves employees gathers in front of a much older Caves entrance in the hillside behind the plant.



Treasure Cave closed the plant in the 1990's. Over the eight years that progressed while the Caves remained dormant, Jeff's passion to make cheese remained and eventually he re-opened the Caves in 2001, again making premium American Blue and Gorgonzola cheeses. Our present day cheesemakers, who have a combined total of more than 175 years of experience working on the Caves team, continue this tradition.

Our premium brands -- AmaBlu®, AmaGorg®, and St. Pete's Select® -- are found at retailers, in foodservice at restaurants and featured on menus. Our re-branding and updated packaging artwork was launched in conjunction with the Winter Fancy Foods Show in January. Our affinage (the art of aging cheese) program remains strong with solid, steady sales of our award-winning Jeffs' Select Gouda, St. Mary's® Grassfed Gouda and Fini™ Cheddar.

If you are in the area, be sure to stop by and say "Hi" and be sure to visit the Cheese Cave Store, online or in person for a wide array of cheese offerings, including the fresh white Cheddar cheese curds we make each week.

Today, we proudly carry on the traditions, as we work collaboratively with our sister plants to co-pack smaller retail formats (crumble cups) with Mindoro, a cross-dock Grass-Fed Baby Swiss for distributors whose weekly routes arrive at the Caves' dock, and sample new cheeses made in Luana at

the Cheese Cave such as Maasdam and Havarti, in addition to our local bakers' favorite Cream cheese!

We are very excited to be celebrating our 15-year anniversary as the Caves of Faribault! We look forward to summer and all the busyness that comes along with it: June Dairy Month, county fairs, Dairy Princess contests, breakfast on the farm events as well as ACS coming up in Des Moines. Enjoy the summer months, the time with your families and your community.

Thank you for the opportunity to share a little more about us here at the Caves, and again, as always, "**Welcome to the Caves!**"

* * * * *

Did you know? Swiss Valley Farms producers receive a 25% co-op member discount when they shop at the Cheese Cave, either at the Faribault, Minn. store or online at www.cheesecave.net.

You can visit the cheese store at: 318 Central Avenue N in downtown Faribault. Or you can shop by directly calling the store at 507-334-3988. While shopping online, put the code in the "promotional code" box when you check out.

To receive your co-op member code, send an e-mail to: nancy.feeney@swissvalley.com or call Nancy at: 563-468-6640.

swiss valley farms

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

BAILEY, MICHAEL & JEAN	87,000
BENNETT, JOHN & CHARLENE	37,000
BREITSPRECKER, GERALD & JUDY	77,000
BRENNEMAN, MARCUS D	77,000
BREUCKMAN, CHAD	61,000
BRIMEYER, DANIEL & DEB	86,000
BRIMEYER, DEREK	86,000
BRIMEYER, JIM & MARY KAY	84,000
BRIMEYER, MATTHEW R	90,000
BRIMEYER, RICHARD	90,000
CALVERT, KYLE D.	91,000
CAROLAN, KEVIN & DONNA	62,000
DUTCHLAND DAIRY	98,000
GORHAM, FLORIEDA EST.	87,000
KIRSCHBAUM, ALAN	90,000
KOHOUT, KENNETH & ANITA	77,000
KRUSE DAIRY FARM LLC	83,000
MEIER, BRIAN	86,000
MEIER, MIKE & CHERYL	86,000
MILNES, THOMAS	71,000
OBERHAUS, THOMAS & JOAN	97,000
REPS, TRAVIS & ALYSSA	91,000
SCHUMACHER, PAUL & JENNIFER	82,000
SCHUSTER, CRAIG	79,000
SCHUSTER, CHRIS	82,000
SCHUSTER, LEONARD	82,000
SCHUSTER, ROBERT & NANCY	79,000
SCHUSTER, RONALD	82,000
SPERFSLAGE, DEAN & DANA	85,000
STAUFFER, TITUS	93,000
SVENDSEN, LARRY & MARY	79,000
THOMPSON, LARRY & LIANE	54,000
WESTHOFF, NICHOLAS & JESSIE	83,000
VANDERHAM DAIRY, LLC	81,000

Welcome
**NEW SWISS
VALLEY FARMS
MEMBERS**

ADAM & BETSY LASCH

Lake Geneva, Wis.

JAMES P. ANDREW

Mineral Point, Wis.

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

0-100,000.....	7%
100,001 - 200,000.....	37%
200,001-300,000.....	31%
300,001-400,000.....	16%
400,001-500,000.....	6%
500,001 and above.....	3%

Have Your Lab Counts Texted to You

Dairy Trending Up Cont. from Pg. 2

Blue cheese category. The employees at Faribault, as with all of your cheese plants, have the same passion you do in creating a high quality product.

Help keep the momentum going on cheese demand by asking your friends and family to buy a sandwich with Swiss cheese on it at Culver's Restaurant. This will be supporting yourself along with your cooperative.

Hope all is well with your field work and we have a pleasant summer ahead.

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.

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.

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.



small farms
BIG SUCCESS




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- Transition Assistance
- Veterinarian & Agronomic Support
- Feed & Forage Sourcing

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Swiss Valley Farms is on Facebook and Twitter!
Like us on Facebook by searching “Swiss Valley Farms”
in the search bar and look for the official logo.
Follow us on Twitter by searching for our handle,
@SwissValleyFarm.



It's a great way
to stay connected with your co-op!

