

Dairyman

JULY 2016



**Minnesota YC'ers
Tackle D.C.**



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 Cooperative**
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 Editor/ Member Relations Mgr.

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He's 'Bullish' on Iowa Dairy

by Chris Hoeger

During his speech at the recent Dairy Iowa meeting, Dr. Marin Bozic from the University of Minnesota, declared he was “bullish on Iowa” in regard to its dairy processing abilities. I certainly give credence to this opinion, since Dr. Bozic is involved in a massive multi-state research project focusing on analyzing U.S. dairy policy, dairy risk and dairy demand as well as feasibility assessments of new dairy technologies, processing investments and new products.



Dr. Marin Bozic

Dr. Bozic is an in demand speaker these days since he is affiliated with The Midwest Dairy Foods Research Center, which is one of six national dairy centers. The mission of these centers is to develop and transfer new knowledge in dairy foods research that will increase the value of dairy products in the U.S. and ensure its future competitiveness. This Center was established as a partnership among the University of Minnesota, South Dakota State University and Iowa State University. Research there is done in collaboration with academia and industry, both nationally and internationally. As Swiss Valley Farms CEO, I have spoken with Dr. Bozic many times and provided information to him on the productivity of the co-op's Iowa dairy production facilities.

Dr. Bozic said that from 2010 to 2015 there was a 340 million pound increase in dairy production

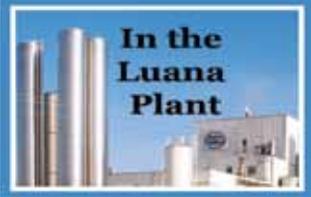
at Iowa-based processing plants. During this same time, milk production in Iowa increased by 500 million pounds. He said Iowa processors need to focus not on the short term, but to look 10 years out. Dr. Bozic is convinced that demand for dairy products will continue to increase as there are three million new customers in the U.S. every year.

He says the fluid milk category is not growing, but the manufactured milk category is indeed growing. “So it is in Iowa’s favor that cheese consumption continues to grow and the bulk of Iowa’s milk (58%) is made into cheese,” he says.

He reported that specialty cheeses have shown the most robust growth in consumption. This is good news for Swiss Valley Farms, as we continue to create and

(ARTICLE CONTINUES ON PAGE 13)

Two-Thirds to the Finish Line



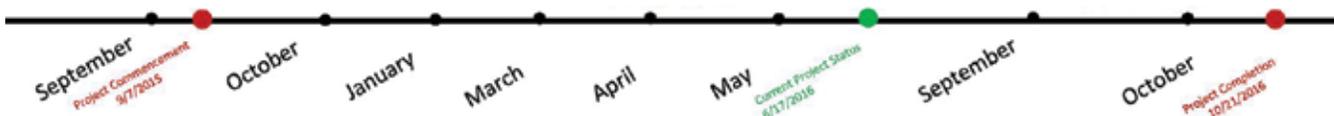
With only 19 days impacted by inclement weather, Swiss Valley Farms largest ever construction project is well past the half way mark to completion. The \$21 million expansion and equipment updating of the co-op's flagship cheese plant is two-thirds finished with construction moving along at a good clip. In fact, the new German-built cheese vats are slated to arrive at the plant in the later part of July.

In the past month, the electrical room has been set up and work continues on roughing in the plumbing and electrical throughout the new addition. The concrete curb has been poured in the new process area.

Roofing is in its final stages and the floor has been poured in the process area and warm room. Workers are laying up block for the lintel in the hot room and the floor has been prepped in the fermentation room.



Clockwise from top:
 Concrete is being poured in the warm room.
 A worker stands on a hoist as he roughs in the electrical in the process area.
 Workers enjoy a scenic vista while finishing up the roofing over the warehouse section of the expansion.



Making the Most of Hauling Milk

by Nancy Feeney

Richard Loeffelholz is what every dairy producer needs --- a tall, ruddy-cheeked milk hauler who grins broadly and says, "I've never had a bad day." However, this statement is quickly followed up with a wise glance and a qualifier. "But some days are better than others."

All and all, that is an excellent way to feel about life and the job you have been doing since graduating from high school in 1972 — hauling milk in southwestern Wisconsin. In 1975, Richard began picking up milk for Mississippi Valley Milk Producers Association, the forerunner to Swiss Valley Farms while driving for John Dobson Trucking. That means he has worked with co-op members in Wisconsin for the past 41 years.

In another way, milk hauling has provided Richard Loeffelholz with more than just a career. A young woman named Mary Jo Karnopp lived across the street from the Platteville, Wis. garage where the MVMPA milk trucks were housed. It didn't take long for Richard and Mary Jo to notice each other and a relationship bloomed. At this time, Richard was working seven days a week hauling milk. At night, he did maintenance on the trucks.

Loeffelholz Trucking was born on December 1, 1978 when Richard and Mary Jo bought three milk trucks. At that time, Richard picked up milk on 40 farms around Bloomington, Patch Grove, Fennimore and Stitzer.

"In May of 1979, Mary Jo and I got married." Thirty seven years later, we have a son and daughter, two grandchildren and one great-granddaughter. Mary Jo is an employee of the Clare Bank in Platteville.

Richard has put a lot of miles on his trucks in four decades of milk hauling — over 3 million miles to be exact.

What about hauling milk on those cold, snowy winter days in Wisconsin? Richard says his producers have given him some amazing help during bad snow storms. He said he has had milk producers plow out impassable, snow-clogged county roads clear to the main road so he could get to their farm lanes with his truck.

Over the years, ice has been his biggest foe. "I'll chain

up the truck, but I've still gone down icy roads sideways and backwards," he laughs. He told the story of a wild sideways ride down an ice-coated hill that ended up with him sliding off the road, down an embankment and into a farmer's field. Of course he was stuck and had to be pulled out. "I had to look at my deep tracks in that field for the rest of the winter. I was glad to see spring come and that field was plowed up and planted!"

Richard said the hardest day of his milk hauling career was in 2007 when he sold one of his three milk trucks to his brother Larry and turned over the Patch Grove-Bloomington patrons to him. "I wanted to downsize my route," he says. "Business-wise, it was the hardest thing I ever had to do." To this day we still maintain a friendship with those producers.

Richard gets help picking up his route from his full time employee, Jeff Hanson, who has been a long-time, loyal employee.

Richard doesn't let the grass grow under his feet while a patron's milk is pumping onto his truck. He prides himself on doing a few housekeeping chores in the milk houses, such as making sure the tank washer jars are full of the necessary cleaning supplies. "I like to keep busy and help out where I can. Once I even helped milk cows when the producer's barn had burned."

Over these many years, the Loeffelholz couple has hosted patron appreciation picnics to thank their milk producers for everything they do to produce quality milk as well as make Richard's milk hauling job easier.

Quite the needlewoman, Mary Jo surprised her husband years ago with a personalized scrapbook with his milk truck embroidered on the denim cover. The book is overflowing with color photos of the milk patrons and their families as well as black and white newspaper and magazine clippings. It is like a mini-time capsule of his 40-plus years of milk hauling. As you can imagine, the book is straining at the seams.

"There hasn't been anything I wouldn't do for my producers," Richard says. After all these years, I know the feeling is mutual.

Loeffelholz Enjoys His Job & Patrons



*"I've **never** had a **bad** day. But some **days** are **better** than **others**."*

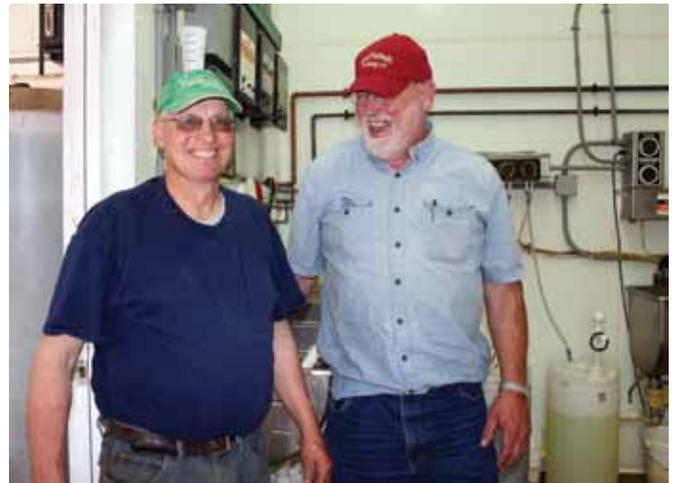
~~ Dick Loeffelholz



(MORE PHOTOS
ARE ON THE NEXT
PAGE)



Top row, from left: Mary Jo created a personalized scrapbook for her husband and it is full of photos and clippings from the past four decades. "My life is in that book," Richard says. Richard does his paperwork in Ken Kohout's milk house and then shares a joke with Ken.



Second row: While the milk is pumping onto his truck, Richard makes sure the tank washer jars are full. Co-op member Judy Breitsprecker, Lancaster, Wis., stops by the milk house for a chat.



Bottom row: Richard enjoys visiting with his patrons' children and grandchildren. Here, Herman Maier's grandson, Britton Allen, enjoys a morning doing the rounds in Richard's truck. Richard and Mary Jo enjoy holding annual patron appreciation picnics.



At the National YC Meeting

Thormans take on D.C. with the YC's

Dan and Jenelle Thorman, YC'ers from Dakota, Minn., travelled to Washington D.C. to participate in the NMPF National YC Advisory Council. At this June conference, it is normal for all the attending YC'ers to receive legislative updates from the NMPF staff and spend an afternoon visiting their legislatures on Capitol Hill. However, this year was a little different.

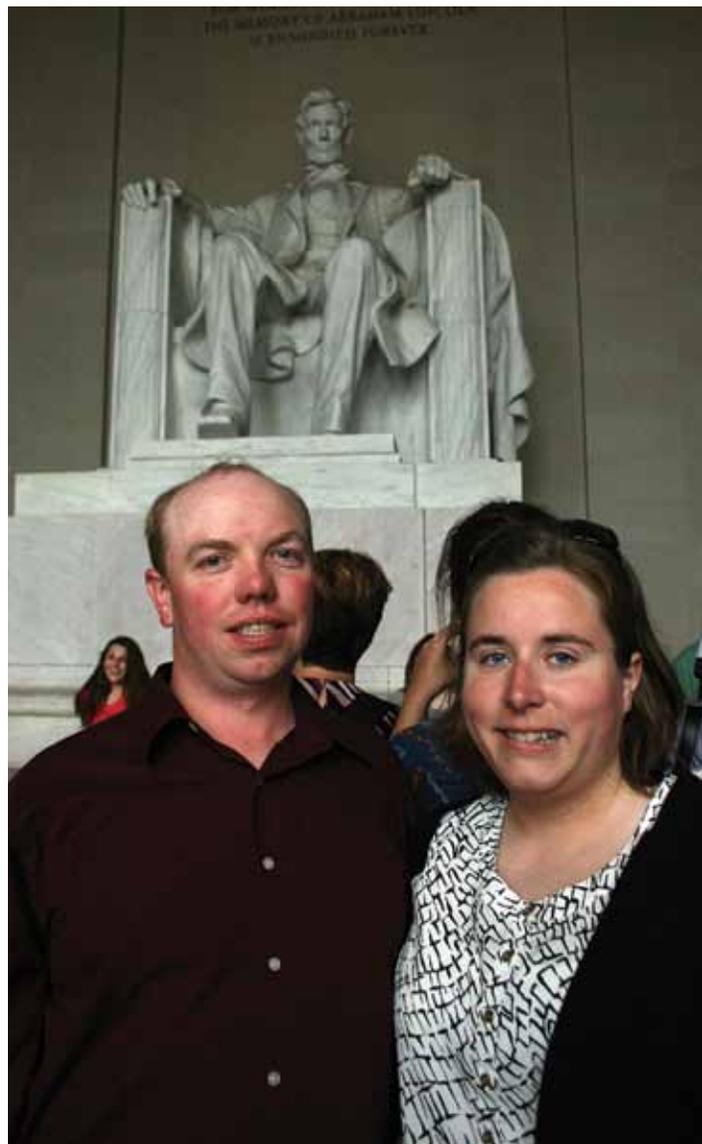
The Thorman's happened to be in D.C. at a critical time in the crafting and the passing of a national GMO labeling bill. A July 1 deadline looms before Vermont's GMO labeling bill takes effect and creates national havoc among food processors. All the NMPF Board members joined the YC'ers in their Hill visits to further drive home the point to Congress that passing a national GMO labeling bill was infinitely preferable to allowing the individual states to establish their own labeling laws.

Swiss Valley Farms District 5 Director Keith Blake, Eldridge, Iowa, was also in D.C. attending the NMPF summer board meeting and was the only Iowan there. While the Thorman's visited the Minnesota Congressional offices accompanied by another YC couple and several NMPF Board members, Keith went solo to visit the Iowa Senators.

On the plus side for dairy, NMPF officials said that the Vermont labeling law excludes dairy from GMO labeling. If cows consume GMO feed, the milk is not considered to contain GMO. However, under the Vermont law, other ingredients combined with dairy to create food products, such as corn syrup and sugar, for instance, would be subject GMO disclosure labeling.

Other topics discussed during the Hill visits included: the Trans-Pacific partnership (TPP) and child nutrition programs. NMPF strongly supports the TPP legislation, seeing many benefits to American agriculture and dairy as long as the trade deal is properly enforced and the trading partners stick to their commitments.

These Hill visits came the day after the YC Council members from across the country discussed possible speakers and activities for this year's national program, which will be held in Nashville, Tenn., this fall. Later



On a hot, muggy night in Washington, D.C., Dan and Jenelle Thorman and the rest of the YC'ers took a guided bus tour of the monuments.

that evening, the YC group listened to brief reports from key NMPF staffers before boarding a bus for a whirlwind visit to several D.C. monuments.

(MORE PHOTOS ON THE NEXT PAGE)

Lots of Visits on ‘The Hill’ in D.C.

Clockwise from top right: Along with one other YC couple and several NMPF Board members, Dan and Jenelle Thorman visited four Minnesota Congressional offices on Tuesday afternoon. At right, Sen. Al Franken’s aide Susannah Marshall, in blue dress, chatted with the group in the hallway beside Franken’s office. Two aides from Sen. Amy Klobuchar’s office, Anne Knapke and Brian Werner, sat down in a conference room to hear what the dairy representatives had to say. Congressman Tim Walz, right, met the group in the hallway outside his office as he came running into the building after flying back to D.C. His aide, Randolph Briley, stands between Walz and the Thorman’s. Joe Stanoch, legislative assistant to Congressman Richard Nolan, met with the group. Swiss Valley Board member and NMPF representative Keith Blake chatted with Sen. Chuck Grassley in his office. He also visited with an aide from Joni Ernst’s office.



What's Happening 'In the Plant' at Mindoro

Welcome to the Swiss Valley Farms Mindoro Blue Cheese Plant! I am Don Sapp, the Interim Plant Manager for the Mindoro plant. I started here in Mindoro as an Assistant Plant Manager this past February, bringing over 25 years of cheese plant experience to the Mindoro team! I am also a licensed cheesemaker!

The Mindoro facility is nestled in the gorgeous bluffs of Mindoro, Wis., approximately 20 miles NE of Onalaska, Wisconsin. Starting out as Mindoro Creamery in 1896, this plant has come a long way with additions over the years. The plant is now approximately 35,000 square feet and sits on 8 acres of land in the middle of this small community. We employ 47 full-time employees here who produce Blue and Gorgonzola cheese. Cheeses are produced seven days a week with a 12-hour production time.

Every day, we take in three loads of farm-fresh, quality milk from our co-op members and turn it into cheese as quickly as we can. Mindoro Blue® cheese is a Danish-style, hand-crafted Blue cheese that ages for 60 days. This Blue cheese has a rich and buttery, piquant flavor. Blue cheese pairs extremely well with fruits, especially pears, and salads, as well as beef. Mindoro Gorg® is another cheese produced here in Mindoro. This cheese ages for 90 days and is prized for its creamy, milder flavor profile.

The Mindoro plant is making preparations for two new custom heat-treat brine tanks to be installed in mid-to-late August. These new tanks are a little larger than the ones we are now using so we should be able to produce more vats each day.



Above: Interim Plant Manager Don Sapp displays the fruits of everyone's labor at the Mindoro, Wis., cheese plant . . . a wheel of beautiful and flavorful Blue cheese.

Below: This cheese plant dates back to 1896 and has grown by leaps and bounds over the many years to reach its present size.



At Swiss Valley Gals meeting The What Of's and How To's of Barn Quilts

You see them all over the countryside. You probably know someone who has one. Now you can find out how they all got started and how to get one yourself.

“Barn Quilts” is the topic of the next Swiss Valley Gals meetings. Roger Helmrich is the Chair of Barn Quilts of Delaware County and he is well versed on the history of barn quilts, how they are made and displayed and how they promote tourism and contribute to the local economy.

According to their website: <http://www.barnquiltsofdelawarecounty.org/>



“The Barn Quilts of Delaware County is organized to educate, promote, and celebrate the unique agricultural

heritage of Delaware County through the visual combination of barns and quilts. Barns are vital to the economic well-being of the rural community, and the comfort of hand-made quilts provide warmth, beauty and an outlet for individual artistic expression.”



You don't need to be a quilter to display a barn quilt. It's actually all about the wood, paint and your own creativity. You will learn how to make one yourself or how to find someone to make one for you.

The Sept. 14th meeting will be held in Manchester, Iowa. A Wisconsin meeting will be held Sept. 15th in Prairie du Chien. As always, all Swiss Valley Gals are invited to attend either or both meetings.

Make a fun day-trip out of it with your fellow SVGals. Carpooling is always fun and energy efficient!

Count the barn quilts you see along the way!

At left: A barn quilt with an Irish theme is proudly displayed on Swiss Valley member Marty Costello's new barn in Long Grove, Iowa -- a gift from his family.

Above: This barn quilt is displayed on the barn of our speaker, Roger Helmrich.rn.



Fall 2016 Swiss Valley Gals Meetings

September 14 – Fireside Pub, Manchester, Iowa

205 S 12th St., 1 mile off Hwy 20, along Hwy 13

September 15 – Huckleberry's, Prairie du Chien, Wis.

1910 S Marquette Rd., right off Hwy 35

11 a.m. – Registration Begins 11:45 a.m. – Lunch

12:30 p.m. – Speaker 2 p.m. – Adjournment

Who is a Swiss Valley Gal?

Any woman who is a Swiss Valley Farms member or who works for a Swiss Valley Farms dairy is a Swiss Valley Gal and is invited to attend these meetings. The Swiss Valley Gals is a unique women's organization founded in 1980 by several co-op women who were eager to gather together

other female co-op members to discuss topics that would advance the business interests of the women's dairies, inform them about their cooperative and possibly improve their lifestyle. “Farm Business off the Farm” is the motto of the organization.

Member Security -- An Unsung Hero of Co-op Benefits



Barn Fire at Hazzard's Results in Milk Income Loss

The Hazzard family of Pecatonica, Ill., was pleased when Swiss Valley Farms Field Rep Ken Ley delivered their Member Security check, which compensates them for milk production loss due to a barn fire this winter. The Hazzard's milk about a 100 Holsteins and crossbreds on this multi-generation family farm. While grandpa Glen Hazzard was not around to be in the photo, his son Tom, left, and daughter and son-in-law, Heather and Ben Wurster, were. Tom's wife, Carla, helps out with the milking and calf chores.

Swiss Valley Farms Member Security Program was designed over 50 years ago to help co-op members bounce back when their milk production is adversely affected by the forces of nature. According to Swiss Valley Farms field supervisor Tom Tegeler, who calculates all of these claims, a Member Security check covers a portion of the milk production lost due to stress on the cows for the 60 days following an incident, like Hazzard's barn fire.

The Member Security Program was developed by the co-op's Board of Directors in 1962 to help protect co-op members' milk check income under certain hardship conditions. It has helped hundreds of members since then. Claims must be recommended by the director in the district where the loss occurred and are approved only by the co-op's Board of Directors at their monthly meetings.

Members who feel they have a claim should contact their field representative who will help get it filed. Individual claims have been capped at \$25,000.

Some of the losses covered include:

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

New Overtime Rule Change Might Affect Your Operation

Co-op members who employ full-time, salaried help on their farms need to be aware of a change to the country's overtime rules. A new rule that takes effect on December 1st will double the salary threshold—from \$23,660 to \$47,476 per year—under which most salaried workers are guaranteed overtime. This rule only affects salaried workers since hourly workers are generally guaranteed overtime pay regardless of their earnings level.

In the past, salaried workers who made under \$23,660 per year were entitled to be paid overtime wages when they worked over 40 hours per week. Now, any salaried

employee who makes under \$47,476 per year is entitled to this same benefit. This rule change could affect as many as 15 million American workers who were not previously offered this benefit.

The last time the overtime threshold was significantly raised was in 1975, when the \$23,660 per year figure covered a full 61 percent of salaried employees.

If you need more information on this new law, go to: <https://www.whitehouse.gov/blog/2016/05/17/email-president-obama-ive-got-news-you-overtime>

Kregel Receives Ralph Keeling Award

During the June Dairy Iowa meeting in Waverly, Iowa, co-op member Gary Kregel of Kregel Farms in Guttenberg, Iowa, was honored by being named the recipient of the 2016 Ralph Keeling Award. This prized Iowa dairy award was established in 1967 to recognize those individuals whose leadership efforts contribute significantly to Iowa's dairy industry.

Gary and his wife, Darlene, reside on a farm that was started in 1874. In 1982, the couple purchased the farm from Gary's parents, Virgil and Louise, becoming the fifth generation involved on the family farm.

At the time, 90 cows were milked in a 66-cow tie stall barn. In 1997, they decided to advance and invest in a low-cost parlor option where the herd of Holsteins, Jerseys and crossbreds grew to 260 cows.

In 2013, the family took the leap into robotic milking and designed a new barn where six robotic units were installed. The new facility is tunnel ventilated, has headlocks throughout and a flume manure system to recycle the manure into bedding solids.

Gary is a long-time believer in conservation and has been practicing no-till, cover-cropping and double-cropping since the 1990's. Today, Gary, Darlene,



Swiss Valley Farms member Gary Kregel received the 2016 Ralph Keeling Award at the Dairy Iowa summer meeting. His daughter Megan, who is the Dairy Center Coordinator at Iowa's Dairy Center in Calmar, was on hand to congratulate him.

and their children, Maureen, Travis and Megan, are all actively involved on the farm.

Gary has served as a board member of the Northeast Iowa Dairy Foundation, Dairy Lab Services, Three Rivers FS and the Clayton County Conservation Board.

"Gary's farm has been a leader in

many technologies such as management intensive grazing, low cost parlors, robotic milking and dried manure solids for bedding," says Dr. Larry Tranel, Dairy Field Specialist for the Iowa State Extension. "His leadership in both the dairy industry and on his own dairy farm has been phenomenal to say the least."



At the recent Dairy Iowa meeting, G. Joe Lyon, Toledo, Iowa, was presented an appreciation plaque by Midwest Dairy Association for his many years of leadership and service to the Iowa dairy industry. Larry Shover, left, treasurer for the Iowa Division Board of Midwest Dairy, and Don Hotvedt, right, chairman of the Iowa Division Board of Midwest Dairy, presented the award to Lyon. Don told the crowd that Joe helped to start the Dairy Iowa group five years ago as an organization that developed better ways to use dairy promotion dollars to promote dairying in Iowa. "Joe wanted to bring dairy to the attention of Iowans and build a sense of pride in dairying in Iowa."

'Bullish' on Iowa Dairy *Continued from Pg. 2*

market several specialty cheeses. Our Luana cheese plant expansion will enable us to produce even more types of specialty cheeses to meet changing consumer demand.

Dr. Bozic mentioned four Iowa dairy companies who were in the process of expanding or upgrading their operations. Our expansion at the co-op's Swiss cheese plant in Luana, Iowa was the major expansion on his list.

Our Luana project, when complete, will be processing approximately six more loads of milk per day or about 100 million pounds annually and we currently have a customer for this new production of cheese. Swiss Valley's milk supply is in balance thus leaving plenty of room for our members to grow production on their farms.

Dr. Bozic concluded his comments by reiterating that

he is bullish on Iowa and sees all signs pointing to milk prices improving in early 2017.

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.



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

Posilac[®] is a registered trademark for Elanco's brand of recombinant bovine somatotropin.
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swiss valley farms

FIELD PERSONNEL & STATISTICS



Field Department & Procurement Division Directory

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

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Mobile 563.599.2397

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Ken Ley

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Bob Zielsdorf

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Mobile 563.599.2399
Home 608.269.5452
Fax 608.366.1772

BAILEY, MICHAEL & JEAN	90,000
BENNETT, JOHN & CHARLENE	38,000
BREITSPRECKER, GERALD & JUDY	82,000
BREUCKMAN, CHAD	71,000
BRIMEYER, DANIEL & DEB	71,000
BRIMEYER, DEREK	71,000
BRIMEYER, JIM & MARY KAY	92,000
BRIMEYER, MATTHEW R	88,000
BRIMEYER, RICHARD	88,000
CALVERT, KYLE D.	49,000
CAROLAN, KEVIN & DONNA	61,000
DUTCHLAND DAIRY	93,000
GARBES, BRENT N	91,000
GAUL, MICHAEL G	92,000
GAUL, PETER & KIM	92,000
GIBRALTER FARMS LTD.	95,000
GIBSON & SONS	91,000
GILBERT, JOHN C & SARAH	95,000
GORHAM, FLORIEDA EST.	90,000
KIRSCHBAUM, ALAN	73,000
KLOSTERMAN, JACK	93,000
KNOPLOH, REECE	90,000
KOHOUT, KENNETH & ANITA	90,000
KRUSE DAIRY FARM LLC	92,000
KUDERER, JOHN & ANTON	57,000
MEIER, BRIAN	81,000
MEIER, MIKE & CHERYL	81,000
MILNES, THOMAS	74,000
PEARCE, RICHARD J	89,000
REPS, TRAVIS & ALYSSA	93,000
SCHUSTER, CHRIS	86,000
SCHUSTER, CRAIG	85,000
SCHUSTER, LEONARD	86,000
SCHUSTER, ROBERT & NANCY	85,000
SCHUSTER, RONALD	86,000
SPERFLAGE, DEAN & DANA	99,000
SVENDSEN, LARRY & MARY	79,000
THOMPSON, LARRY & LIANE	82,000

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

0-100,000.....	8%
100,001 - 200,000.....	38%
200,001 - 300,000.....	33%
300,001 - 400,000.....	13%
400,001 - 500,000.....	6%
500,001 and above.....	2%

VANDERHAM DAIRY, LLC	85,000
ZIMMERMAN, MERVIN H	85,000

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
plus the cost of disposal.**

Net load = total pounds on the load minus the member's pounds.

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Dairyman



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Have You Seen The New Farm Signs?

They're springing up all over the Swiss Valley Farms member area! New co-op member farm signs are here!

The new farm signs are simple and bright featuring a colorful Swiss Valley Farms logo with the member's farm name printed below.

The signs come with an easy-to-install white PVC bracket. Both the bracket and the sign are free to co-op members.

Don't miss out! Contact your co-op field representative to get your farm sign ordered and delivered to your dairy.



Terry, left, and Wayne Steffen, New Vienna, Iowa, put a little patriotic bling in with the landscaping below their new Swiss Valley Farms sign.