



November 2006

# Dairyman

[www.swissvalley.com](http://www.swissvalley.com)

AN INDULGENT  
NEW FLAVOR  
JUST IN TIME  
FOR THE  
HOLIDAYS!



**MINT CHOCOLATE** a whole new way to look at milk!



# SUPPLIER OF THE YEAR

Swiss Valley Farms receives top honors

Published Monthly by:  
**Swiss Valley Farms, Co.**  
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 Member Relations Assistant

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

- Customers & Consumers
- Owner/Members
- Workforce

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Swiss Valley Farms Sales & Marketing department poses for a photo. Pictured left to right are: Scott Peake, Mike Ramos, Ron Schroder, Gabe Wand, Don Downing, Linda Lee, Tony Anderson, Karen Curran, John Doyle, Chris Hoeger, Stacy Wand, Russ Engles, Sarah Clark and Dean Jasper.

Swiss Valley Farms has been named Supplier of the Year by the Iowa Grocery Industry Association (IGIA)! This is a prestigious award that is given annually to one supplier in the food and beverage industry. The award is based on providing outstanding products, sales support, distribution and customer service to the grocery industry in Iowa, along with participation in the association itself. Swiss Valley Farms was one of the first sponsors of the IGIA, and has been an active participant in the organization for over 10 years. Past winners of the award include Kraft Foods, Quaker Oats, Pepsi and Blue Bunny.

Swiss Valley Farms was recognized as the 2006 award winner at a dinner sponsored by the IGIA in Des Moines on October

26. There were fifteen employees on hand for the event and the award was accepted by Chris Hoeger, Director of Sales.

Receiving this award is a result of hard work and dedication in every area of the company. It takes an entire organization working together to achieve such a high level of customer satisfaction. The company is committed to maintaining this high level of performance and to getting even better in the years ahead.



Jerry Fleagle, President of IGIA presents the Supplier of the Year award to Chris Hoeger, Director of Sales.

# START OF A NEW HOLIDAY TRADITION

This holiday season, there's a new member of the family to welcome to the festivities! Mint Chocolate Milk has been developed and will be the first product of its kind in the Midwest. It has a rich, creamy flavor the whole family will enjoy. It is targeted at consumers who do not like Egg Nog or have never tried Egg Nog, which may be as much as half the population. It tastes great chilled or warmed.

The product is available in paper quarts. It was first processed at the Dubuque bottling plant in late October and is already on store shelves in some areas. It has received a very favorable response from retailers and

will be available in almost every grocery store currently serviced by Swiss Valley. One of our largest customers, Hy-Vee, has committed to distribution of Mint Chocolate Milk in all 230 of their stores, which stretch from southeast Minnesota to Kansas City. It will be featured in the Hy-Vee corporate ad flier in early December.

Based on the response to the product during its development, we believe that consumers who try the product will usually buy it. So we will be doing a lot of in-store demos so that consumers can taste it.

Co-op members will be sampling it at this year's district meetings. It will also be supported with other marketing

activity including radio advertising, print advertising, and signage in the grocery store. The pricing of Mint Chocolate Milk is similar to Egg Nog. The product will be available from late October through early January.

Mint Chocolate Milk follows a number of successful introductions into the fluid milk category during the past several years. New items have included No Sugar Added chocolate milk, Alpine Avalanche chocolate malt milk, 1% strawberry milk in half gallons, and Fat Free Skim chocolate milk in half gallons.

Welcome to the family!

mmm.....

# MINT

Swiss Valley FARMS

[www.swissvalley.com](http://www.swissvalley.com)

The advertisement features a central image of a Swiss Valley Farms Mint Chocolate Milk carton, a glass of the milk topped with whipped cream and chocolate shavings, and a bowl of mint chocolate ice cream. The scene is decorated with pine branches, gold and red ornaments, and peppermint candies. The text 'mmm.....' is written in a cursive font above the word 'MINT' in large, bold, teal letters. The Swiss Valley Farms logo is in the bottom left, and the website URL is below it.

# MR. FOOD VISITS IOWA

Nationally syndicated TV personality “Mr. Food” spent a day in the Swiss Valley Farms booth at this fall’s Taste of Home Cooking School in Waterloo, Iowa.

Art Ginsburg, better known to his millions of fans as Mr. Food, became popular by promoting a practical “anybody can do it” cooking philosophy and food preparation solutions. His cooking segments have been shown for the past 25 years on CBS news programs nationwide. Ginsburg said his love of cooking began while a young boy working in his father’s butcher shop in upstate New York. He now resides in Ft. Lauderdale, Florida.

While visiting with Swiss Valley Farms sales reps in their booth, Mr. Food signed autographs and chatted with show attendees. Swiss Valley Farms helped sponsor him during the Waterloo show.



## Want to Help Your School Raise Money?

### Here's How!

- Sign your school up for Swiss Valley Farms' Cash for Caps program!
- Collect Swiss Valley milk and orange juice caps!
- Turn in the clean and counted caps in and receive 5 cents per cap!



For questions or to get involved call Scott at 563.468.6679

# THIS 3-GENERATION DAIRY HAD HUMBLE BEGINNINGS

by Nancy Feeney



Herman and Peggy Maier, right, gather in their parlor with some of their children and grandchildren.

When Willi Maier immigrated from Stuttgart, Germany in 1951, he dreamed of owning a small dairy in America. In 1966, he started a dairy in Wisconsin with 22 cows. Only in his wildest dreams could he have thought he would someday be a part of a dairy where 215 cows are milked three times a day.

That dairy is Lazy M Farm, LLC, which sits atop a small knoll in the

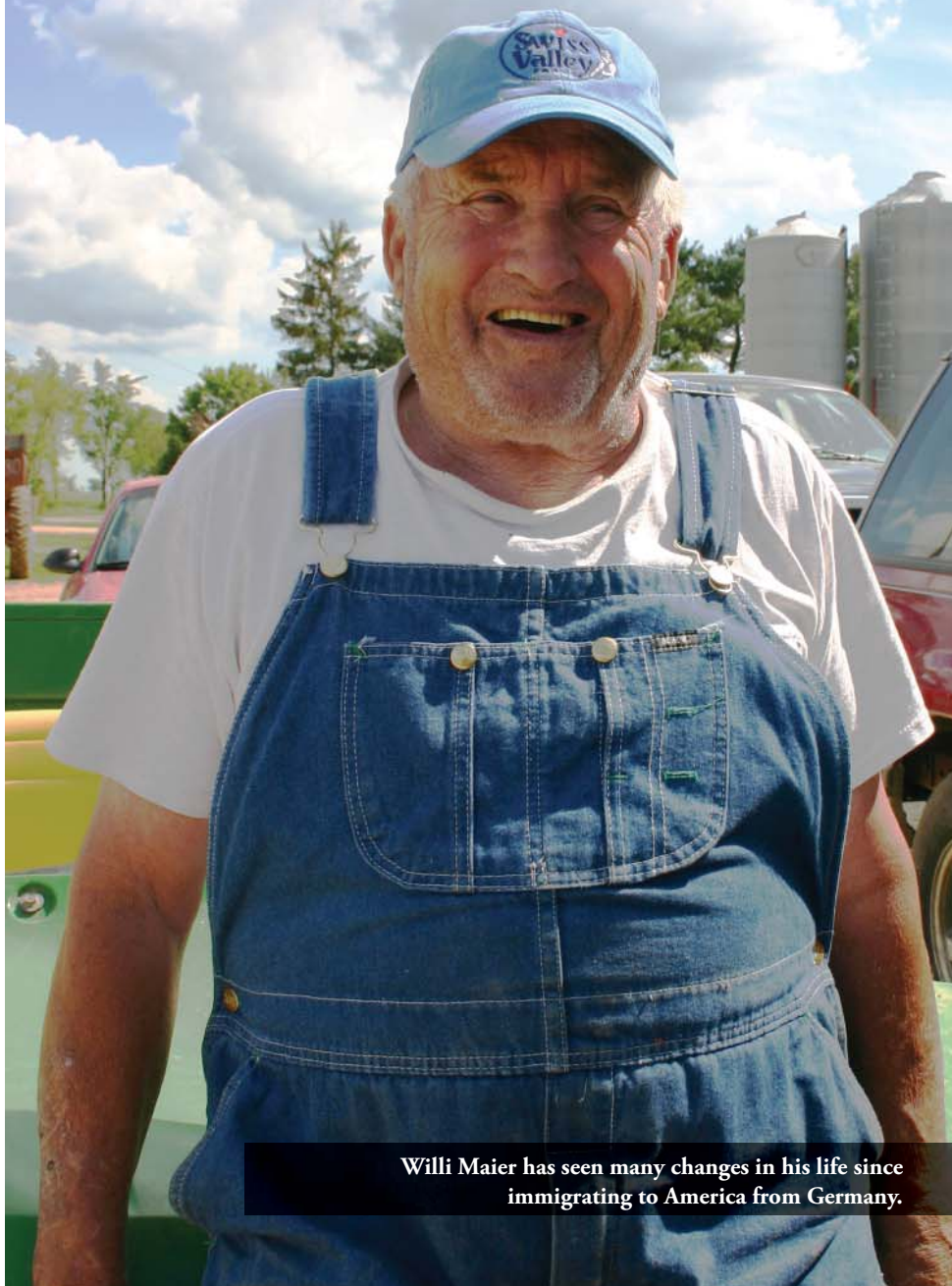
gently rolling hills of Stitzer, a small town in southwest Wisconsin. Swiss Valley Farms members since 1984, the dairy consists of Willi and his son Herman and daughter-in-law Peggy. Also on board at the dairy are grandchildren Dan, Melissa, Emily, Laura and Michael. All of these grandchildren have worked on the farm at some time. Dan works in the dairy full-time. Melissa headed out to Missoula, Montana this fall to

get her Masters in Communications. Emily works at a head start program in Fennimore. Laura milks weekends and works during the day for a local ag input company. Michael graduated from Fennimore High School last spring and works at the dairy and selects which bulls are used. He plans to continue building his own herd of cows and work at the dairy full time.

Herman has been milking cows for 30 years and Peggy has been

## MAIER FAMILY continued

*Willi is now watching a fourth generation grow up around the dairy on Lazy M Farm.*



Willi Maier has seen many changes in his life since immigrating to America from Germany.

milking cows for 10. Their hired man, Gary “Otis” Aide, has been working for them for almost three years and is very dependable. All the Maier’s really appreciate him.

About four years ago, the Maier’s built a new barn and milking parlor. The free-stall barn extends along the top of the hill for 240 feet, and it contains 213 stalls. The parlor is a double-10, rapid exit, all computerized. Milking times are 5 a.m., 1 p.m. and 9 p.m. Herman says it takes 2 ½ hours to milk and clean up.

The Maier herd is half Holsteins. The rest of the herd is a mix of Jerseys, Ayrshires, Shorthorns and one, lonely Brown Swiss.

Herman says they average 74 pounds of milk per cow, per day. Their BF test is 3.9. Their SCC average is usually very low. In fact, Herman proudly proclaims that they got their SCC under 100,000 once! Last winter, they received their third-year Quality Award from Swiss Valley Farms.

What does it take to keep your SCC low? “Determination!” says Peggy. They use sawdust on mats for bedding. Herman said he notices that if his SCC creeps up, it is usually due to not enough sawdust down. Peggy adds that they practice good cow prep and are just plan “fussy” about things.

Their quality awards are proudly displayed in their trophy room/office, which is off to the side of their beautiful milking parlor. This room is lined with dozens of shelves from floor to ceiling, all of them filled with fair trophies won down through the

SWISS VALLEY FARMS **DAIRYMAN**

## “We’re just plan fussy about things,” says Peggy Maier

years by all their children, even though the lion’s share of the trophies were won by Michael and Laura in the last ten years.

Every year, the Maier’s happily make room for yet more trophies. The award they are most proud of is one for being a Class Winner at the 2005 World Dairy Expo.

Willi is now watching a fourth generation grow up around the dairy on Lazy M Farm. Daughter Emily and her husband Cary have three children, Nicole, Cameron and Britton. This youngest generation will win their own fair trophies showing Lazy M cows, so yet more shelves will have to be added in the trophy room. One man’s dreams have certainly traveled far!



Willi, Peggy & Herman stand in one corner of a room filled to the ceiling with fair trophies.

## SCHOLARSHIP AWARDED TO CO-OP MEMBER

The Southwestern Wisconsin Cheese Makers Association recently awarded their fourth annual \$2,000 Young Dairy Producer Educational Scholarship to Katie Schroeder of the Craig Schroeder Family Farm, Wonewoc, WI. The purpose of this individual scholarship is to encourage young dairy producers to pursue educational opportunities that will allow them to continue in the dairy business.

Schroeder, a recent graduate of Wonewoc-Center High School in Wonewoc, will use the scholarship money to attend the Southwest Technical College-Fennimore. Katie was recently elected president of her first year class, and has plans to graduate in the spring of 2008. After graduation, she has a goal of operating her own 60-80 cow operation.

She currently owns six registered Holsteins, and is in the process of purchasing several more animals.

Katie has enjoyed working on



Katie Schroeder  
Wonewoc, Wis.

their family dairy farm. When she was younger, she would always be out in the barn helping her father with anything and everything. Her father Craig currently milks 180 cows and markets the milk to Swiss Valley Farms.

Katie has been showing dairy cattle for the last seven years, both at the local and state fairs.

Growing up and working on the family farm provided Katie with a strong work ethic. In addition to working at home, Katie was also a certified nurse’s aid and worked at the St. Joseph’s Nursing Home in Hillsboro, WI. Katie also does volunteer work every Friday afternoon by tutoring elementary students in math.

# BOHNERT RECEIVES

## National Dairy Shrine Award

**G**enetics, cow comfort, feed quality and management consistency are business cornerstones for 2006 National Dairy Shrine Progressive Dairy Producer Award winner Scott Bohnert of East Moline, Ill.

Although “progressive” may conjure up images of automation and technology, it is more Bohnert’s constant drive for improvement, coupled with keen attention to detail and the basics that have helped Bohnerts Farms grow and thrive. From zero cows 22 years ago, the dairy currently milks

140 Jerseys that were the eighth highest producing herd in the breed in 2005.

Together with his brother, Brian, and their parents, Jim and Wanda, Scott takes a hands-on, dawn-to-dusk role in breeding better cows, improving how they are cared for, and growing the best feed possible for them. The cows, in turn, have responded with eye-popping production that has hovered just over or just under 20,000 actual pounds of milk per cow each of the last nine years. Remarkably, this has come on just twice-a-day milking.

It is excellence that did not come

by accident.

The herd began in 1984 when Jim Bohnert bought two cull Jerseys at the local sale barn for the young boys. Needing only enough animals for 4-H and show projects, their herd didn’t begin selling milk until the end of 1989, when it had shot up to 10 head.

Scott and Brian did all the work, including bucket milking in a 4-stall flat barn the family built. A pipeline went in a year later. Since they had big dreams, a 40-cow free stall barn went up shortly thereafter. They had no idea how quickly those dreams would come true.

Total mixed ration (TMR) feeding often regarded as being “just for big herds” began long before the new barn was full. This decision was an early hint at Scott’s willingness to incorporate efficient, progressive tools into his own management methods, especially those that would do something more for the cows or do it better.

Close attention to dairy basics “heat detection, breeding, calf raising and cow comfort” resulted in the new barn filling up faster than expected. So, in 1994 the brothers built an automated double-3 side-opening parlor to handle what they thought were all the cows they would ever have.

New horizons arrived later in the decade when Scott did a junior college work-study internship at a large, high



Calvin Covinton, National Dairy Shrine board member is pictured with Scott & Karen Bohnert.

### SNAPSHOTS:

L-R: Brian & Scott, with big smiles milking in 1989; Tara, Brian & Scott in their younger days showing at the Rock Island county fair; Scott milking in the old double-3 side-opener parlor in 2001; Bohnerts Berretta June Fancy, E-94% and Scott with his wife Karen and their two children: Tyler & Cassie in July 2006.





## 2006 progressive dairy farmer award winner

producing, genetically progressive Jersey dairy in California. It was an experience he says dramatically changed his thinking and sharpened his vision.

"This was a tremendous opportunity to work with a Jersey herd that had proven success with outstanding production, and had an excellent breeding program," Scott explains.

"I was able to learn a great deal about embryo marketing, nutrition programs, and overall sound management programs. Coming back home, I was able to utilize my hands-on education and apply it to our farm."

Upon his return, plans were set into motion to expand the herd to

100 cows, which was accomplished in 2000. Herd size gradually increased to its current 140 head, all the while maintaining or increasing production per cow and reducing somatic cell counts. Production efficiency has also soared to one million pounds of milk produced per employee per year.

Virtually all growth has come from home-raised animals, which reflects their passion about genetics and animal husbandry, and conservative business approach to debt load. In fact, keen attention to the maternity process and newborn care produces a regular surplus of animals, and helped fund in 2004 a new double-12 parallel parlor with

automatic takeoffs and milk meters.

This parlor was actually step one in a long range plan that will take Bohnerts Farms to 500 cows milking. This summer, the family invested in the first of two 250-head free stall barns and a concrete manure storage facility with one-year capacity. They hope to add the other 250-head barn in 2008.

"As we expand and progress, we don't want to jeopardize our management strategy," says Scott. "Our goal, regardless of size, is to maximize production by breeding high quality Jerseys, providing sound cow comfort, and producing top quality feed."



*"I thank my parents for all that they have done. Without their efforts and guidance, Bohnert Farms wouldn't be where it is today."*

SCOTT BOHNERT, EAST MOLINE, ILLINOIS



# HIGHER COMPONENTS

can help pay the bills

a message from **Mike Hutjens** university of illinois, urbana

**A**s milk prices remain below break-even, finding additional sources of milk income can be a plus. Most federal milk marketing orders are based on the value of the pounds of milk protein, pounds of milkfat, pounds of other solids, and a somatic cell adjustment.

The exceptions are the fluid-based orders.

- Look at overall milk protein to milkfat ratio for the entire herd by month. Doing this helps you identify seasonal effects that must be managed for or corrected such as heat stress, lush spring pasture, or feed changes.

- Analyze milk protein/fat ratios based on days in milk. This approach tells you whether transition diets are not optimal, cows are losing too much weight in early lactation, acidosis is occurring, or dry matter intake limits components.

- Consider milk protein/fat ratios based on lactation number. Evaluate whether age, size, growth requirements, competition between cows, overcrowding, or grouping patterns are leading to negative impacts.

- Also, look at milk component shifts during the past three years. Determine whether milk production has gone up faster than milk component yields or whether genetic selection has had an impact.

## What about genetics?

Heritability of milk components is high with milkfat percent at 0.58, milk protein percent at 0.49, and lactose percent at 0.55. The heritability of milk production is lower at 0.27. Other correlations between milk components and production are:

- Correlation between percent fat and

percent protein is between +0.45 and +0.55.

- Correlation between percent fat and solids-not-fat percent is +0.40.

- Correlation between percent protein and solids-not-fat percent is +0.81.

- Correlation between milk yield and milkfat percent is between -0.15 and -0.30.

- Correlation between milk yield and milk protein percent is between -0.10 and -0.30.

## How can I optimize milk protein?

If milk protein yield, percent, or both are low, evaluate sources of amino acids needed by the mammary gland to make milk protein (casein).

Sources of amino acids for milk protein include microbial synthesis (over 60 percent of the total amino acids provided), dietary sources (rumen undegraded protein or RUP), and mobilized animal tissue (a limited source). Strategies to optimize amino acid production are listed below:

- Maximize microbial protein synthesis and passage to the small intestine.

- Optimize your cows' intake of feed and energy, which drives microbial growth.

- Ensure adequate physically effective fiber (10 percent on the top box of the Penn State separator) to avoid rumen acidosis.

- Provide 24 to 26 percent total starch in the ration.

- Add 2 to 4 percent sugar, with a total of 4 to 6 percent.

- Feed digestible RUP sources to reduce fecal losses.

- Consider the first pound of protein supplement from soybean meal as a source of peptides and rumen available amino acids.

- Blend different RUP sources to balance



amino acid composition and reduce feed variability.

- Consider adding protected amino acids if indicated by a computer-based amino acid model (such as Dairy NRC 2001, Cornell-Penn-Miner, or Amino Cow).

- Lysine and methionine are considered as first limiting amino acids.

- Ratio of lysine to methionine should be 3:1.

- If protected amino acids are supplemented, milk production, milk components, or both should respond within two weeks.

- Make sure protein nutrition of close-up dry cows is met (amino acids can be used as a source of glucose, which is neither desirable nor economical).

## What factors impact milkfat?

If milkfat test is low or high, investigate the sources of milkfat causing this response. Rumen volatile fatty acids (primarily acetic and butyric acid) produce more than 50 percent of the milkfat. Supplemental fat and oil (such as oilseeds and animal fat) and mobilized body fat (in early lactation) also are sources for the mammary gland to make milkfat. The following factors can impact milkfat tests.

If milkfat tests seem low:

- Are you feeding polyunsaturated fatty acids (PUFA) as free oil (not contained in a seed cell such as distillers' grains or extruded soybeans)?

- Adding 300 to 350 mg of monensin

maintains fat test but only when rumen conditions are not optimal.

- You maybe should try longer forage particle size.
- Check to see whether milk yield has gone up.
- Is the herd experiencing heat stress?
- Consider whether there's a shortage of energy (lower milkfat test with lower milk protein test).
- Guard against rumen acidosis or subacute rumen acidosis (lower milkfat test with higher milk protein test).

• Milking procedures may need improvement.

- Your starch levels may be over 28 percent.
- Try to balance starch in the 24 to 26 percent range.
- It is important to remember that shifting from dry to high-moisture, pelleted, or steam-flaked corn can lower milkfat test if starch levels are high.

To improve milkfat tests:

- Shift to a total mixed ration (TMR), if possible.

• Feed a higher forage level.

- Guard against cows losing too much body condition.
- Add sodium bicarbonate buffer at 0.75 percent of the ration dry matter (if rumen pHs are marginally low).
- Feed more frequently, or push up feed more often.
- Try to reduce sorting of your TMR.
- Feed more saturated fat sources.
- Feed only recommended levels of oilseed (less than 1 pound added oil).
- Check your herd's ketosis status.

## RON PAASKE RECEIVES A.G. 'WHITIE' THOMSON AWARD

**R**on Paaske, Brierwood Farms, Port Byron, Ill., was honored with the A.G. "Whitie" Thomson award during World Dairy Expo in October.

This award, exclusive to World Dairy Expo, is presented to the herdsman/showman who exhibits exemplary leadership and sportsmanship throughout the current World Dairy Expo. An anonymous committee makes the selection, with the recipient being honored at the Saturday Supreme Championship Presentation. The award was presented to Paaske by the Thomson family.

Brierwood Farms milk 40 Registered Brown Swiss who ranked sixth for the breed in the nation for his herd size. His cows have a rolling herd average of 22,000 pounds of milk and an average appraisal score of 86.5%.

Brierwood Farms has been on the show circuit for many years, which has led them to much blue ribbon success. This year was no different. They were honored with the Premier Breeder and Exhibitor for the last four years at the Illinois State Fair. This year at World Dairy Expo, Brierwood Farms won the Junior Three-Year-Old production class. In addition, they placed fifth in the Junior Two-Year-Old class and fourth place in the Junior Best Three-Year-Old Class.

Swiss Valley Farms congratulates Ron Paaske and Brenda Besse of Brierwood Farms!



Ron Paaske (right), Brierwood Farms, Hillsdale, Ill. receives the "Whitie" award at World Dairy Expo.

# COLORFUL T-SHIRTS MAKE GREAT GIFTS!



## Junior T-Shirts in Two-Tone Blue with capped sleeves.

Great for the young ladies. These ladies' sizes run **VERY** small.

**S - XL = \$9 2XL = \$10**

## Light Yellow T-Shirts with SVF logo.

**S - XL = \$7.50**

## Red T-Shirts with SVF logo.

**S - XL = \$7.50 2XL & 3XL = \$8.50**

**Brown T-Shirts** with SVF name across front and small cow logo on back below neckline "Better Cows. Better Milk". Darker brown cuffs and neck binding.

**S, L & XL \$9 3XL \$10**

**Youth Sizes S-M \$8**

**Light Blue Golf Shirts.** Stripes on cuffs and collar. Embroidered logo.

**M - XL = \$17 2XL = \$19 3XL = \$20**

**Blue Denim Long Sleeve Shirts** look great anytime. Logo embroidered left front pocket.

**Adult 2XL = \$20 XL- S = \$18**

**Sage Green Golf Shirts** Still Available. Logo embroidered left front.

**Price: Adult 3XL, 2XL \$25 S \$22**

**"Swiss Valley Sunrise"** note cards featuring the Bonnie Mohr print: 10 cards in a pack. Great for "Thank you's" and invitations.

**Price: 2 packs for \$5**

**Royal Blue Padded Portfolio** with SVF logo embossed on the top. **Price: \$4**

**White Plastic Cheese Wire** with two cutting sizes. SVF logo on the handle. **Price: \$2**

**White Plastic Cutting Boards** 9 by 7 inches plus 5-inch handle. **Price: \$5**

**SVF Stocking Cap** warm, knit stocking caps, navy blue with red stripes & SVF name woven into cuff.

**Price: \$5**

**Barbeque Tool Set** large metal spatula, fork and tongs in gift box. **Price: \$5**

ITEM	QTY	SIZE	PRICE	TOTAL
Two-Tone Blue				
Yellow				
Red				
Brown				
Light Blue Golf				
Sage Golf				
Denim				
Bonnie Mohr Notecards				
Wire cheese cutters				
Cutting board				
Porfolio				
Stocking Hat				
Barbeque Tool Set				
TOTAL AMOUNT ORDERED				
ADD SHIPPING CHARGES				
TOTAL AMOUNT DUE				

Shipping Charges	Purchase Amount	Add
	Up to \$20	\$5
\$20.01 to \$40	\$7	
\$40.01 to \$60	\$8	
\$60.01 to \$80	\$9	
Over \$80	\$10	

## SEND CHECK OR MONEY ORDER TO:

Swiss Valley Farms, Sales Items

P.O. Box 4493, Davenport, IA 52808

All prices include tax. Allow 3 weeks for delivery.

# 2006 DISTRICT MEETING SCHEDULE

plan now to attend your co-op meeting

<b>Wednesday Dec 6</b>	<p>Time <b>12:00 Noon</b> <b>District 15 Meeting</b> Director <b>Loyde Beers</b></p> <p><b>Father Baer Hall</b> Eastman, WI</p>	<p>Time <b>12:00 Noon</b> <b>District 17 Meeting</b> Director <b>Dale Humpal</b></p> <p><b>Community Presbyterian Church</b> Postville, IA</p>	<p>Time <b>7:30 pm</b> <b>District 2 Meeting</b> Director <b>Francis Leibfried</b></p> <p><b>Banfield's Swiss Haus</b> Cuba City, WI</p>	<p>Time <b>8:00 pm</b> <b>District 20 Meeting</b> Director <b>Steve Klug</b></p> <p><b>Good Times Restaurant</b> Caledonia, MN</p>
<b>Thursday Dec 7</b>	<p>Time <b>12:00 Noon</b> <b>District 23 Meeting</b> Director <b>Jeff Nimtz</b></p> <p><b>Cardinal Country Inn</b> Brodhead, WI</p>	<p>Time <b>12:00 Noon</b> <b>District 21 Meeting</b> Director <b>Pam Bolin</b></p> <p><b>Doc's</b> Clarksville, IA</p>	<p>Time <b>7:30 pm</b> <b>District 1 Meeting</b> Director <b>Pat Schroeder</b></p> <p><b>Eagle Creek Inn</b> Fennimore, WI</p>	<p>Time <b>7:30 pm</b> <b>District 6 Meeting</b> Director <b>G. Joe Lyon</b></p> <p><b>Reinig Center</b> Toledo, IA</p>
<b>Friday Dec 8</b>	<p>Time <b>12:00 Noon</b> <b>District 13 Meeting</b> Director <b>Randy Schaefer</b></p> <p><b>Der Sommerkuche</b> Kalona, IA</p>	<p>Time <b>12:00 Noon</b> <b>District 19 Meeting</b> Director <b>Don Kowalski</b></p> <p><b>Ponderosa Steakhouse</b> Beaver Dam, WI</p>		
<b>Monday Dec 11</b>	<p>Time <b>12:00 Noon</b> <b>District 5 Meeting</b> Director <b>Bill Strief</b></p> <p><b>KC Hall</b> Cascade, IA</p>	<p>Time <b>12:00 Noon</b> <b>District 16 &amp; Cumberland Meeting</b> Director <b>Don Peterson</b></p> <p><b>Club 16</b> Sparta, WI</p>	<p>Time <b>7:30 pm</b> <b>District 16 &amp; Cumberland Meeting</b> Director <b>Don Peterson</b></p> <p><b>Club 16</b> Sparta, WI</p>	<p>Time <b>7:30 pm</b> <b>District 4 Meeting</b> Director <b>Jim Schmitt</b></p> <p><b>New Vienna Community Hall</b> New Vienna, IA</p>
<b>Tuesday Dec 12</b>	<p>Time <b>12:00 Noon</b> <b>District 22 Meeting</b> Director <b>Jim Oelfke</b></p> <p><b>Hillcrest Cafe</b> Norwood, MN</p>	<p>Time <b>7:30 pm</b> <b>District 3 Meeting</b> Director <b>Don Berlage</b></p> <p><b>Buck's Barn</b> Thomson, IL</p>		

# Take a look at Field Personnel & Statistics at **SWISS VALLEY FARMS, CO.**

## Field Department & Procurement Division Directory

### J. GORDON TOYNE V.P.

#### MEMBERSHIP & PROCUREMENT

LeClaire, IA 52753 Office: 563.468.6644  
Home: 563.289.3535

### NANCY FEENEY MEMBER RELATIONS

Bettendorf, IA 52722 Office: 563.468.6640  
Home: 563.359.9100

### KAREN BOHNERT MEMBER RELATIONS

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Mobile: 563.320.2895

### TIM GENTHE LAB & SAFETY MANAGER

803 S. School St. Office: 563.583.7669  
Cuba City, WI 53807 Home: 608.744.3515

### MARV THOMPSON

#### RAW MILK SALES & TRANSPORTATION

617 Monroe St. Office: 608.366.1770  
Sparta, WI 54656 Home: 608.269.4850

### RON BRENNER FIELD SUPERVISOR

204 Goddard St. Office: 608.366.1770  
LaCrosse, WI Home: 608.782.0012

### THOMAS TEGELER FIELD SUPERVISOR

1320 1<sup>1/2</sup> St. S.W. Office: 563.583.7669  
Dyersville, IA 52040 Home: 563.875.2059

### DOUGLAS ANDERSON

451 Clayton Ave. W Home: 715.948.2183  
Clayton, WI 54004

### RANDY HEISEL

259 E. Lakeview Dr. Home: 608.625.2045  
LaFarge, WI 54639

### MIKE HOWALD

7105 N. Freeport Rd Home: 815.938.2651  
Forreston, IL FAX: 815.938.9151

### FRED IMDIEKE

36356 Roanoke Lane Home: 320.256.4932  
Melrose, MN 56352

### KARA KOOPMANN

6142 Roller Coaster Rd. Plant: 563.563.7669  
Epworth, IA 52045 Home: 563.876.3900

### ROGER LENIUS

319 9th St. Office: 319.352.5463  
Waverly, IA 50677 Home: 319.352.5015

### KEN LEY

225 S. Clifton Plant: 608.348.3932  
Livingston, WI 53554 Home: 608.943.6240

### LYNNE MELCHERT

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Hopkinton, IA 52237 Home: 563.926.2794

### JIM MURPHY

430 Linden Home: 563.422.5789  
West Union, IA 52175 Mobile: 563.380.0393

### MARK J. PINCH

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Livingston, WI 53554 Plant: 563.583.7669

### JIM SCHMITZ

202 Bechner St. Office: 563.925.2321  
Greeley, IA 52050 Home: 563.925.2015

### CHERYL ZABLOCKI-WAGNER

W1919 Hofa Park Dr Office: 920.822.2933  
Seymour, WI 54165 Home: 920.822.2887

### BOB ZIELSDORF

309 North Street Office: 608.366.1770  
Sparta, WI 54656 Home: 608.269.5452

Somatic Cell Range % of **A** Farms

0 - 100,000.....	3 %
100,001 - 200,000.....	14 %
200,001 - 300,000.....	26 %
300,001 - 400,000.....	23 %
400,001 - 500,000.....	17 %
500,001 and above.....	17 %

Somatic Cell Range % of **B** Farms

0 - 100,000.....	2%
100,001 - 200,000.....	10%
200,001 - 300,000.....	16%
300,001 - 400,000.....	21%
400,001 - 500,000.....	17%
500,001 and above.....	34%

During the Month of September,  
these Swiss Valley Farms  
Members averaged below  
100,000 for their somatic cell  
count.

Darwin & Dulci Arends	87,000
Chad Breuckman	96,000
George & Judy Cadden	65,000
Mike Deaver	45,000
Deetz Bros	78,000
Larry Gilbertson	61,000
Clara Harter	70,000
James Harter	70,000
Hendel Farms	93,000
Robert & Patricia Horst	87,000
Leon & Connie Jaeger	85,000
Bernard Jorstad	61,000
James Kabara	99,000
Robert Ketchum	89,000
Anthony Koopman	86,000
Brad Koopman	86,000
Koty Laufenberg	88,000
Cheryl Meier	41,000
Mike Meier	41,000
Randy Mikshowsky	62,000
Robert & Loree Nies	97,000
Neal Nowaskey	81,000
Oat Hill	86,000
David & Linda Rego	96,000
Philip Schneider	94,000
Steven & Sherry Vlasak	98,000
Leighton Yoder	60,000

## Swiss Valley Farms Welcomes **NEW MEMBERS**

### Miracles Can Happen Boys

Wilton, IA

### Reuben & Vera Nolt

Alta Vista, IA

### Chad Jordan

Orangeville, IL

### Mike & Karen Thurm

Sumner, IA

### Jason Ubersox

Gratiot, WI

# WHILE YOU WERE FARMING

## September 2006 Board Minutes

The regular Board of Directors meeting of Swiss Valley Farms, Co. was held September 28, 2006 at the Wheel Inn in Shullsburg, WI. President Donald Peterson, Cashton, WI, called the meeting to order at 10:45 a.m. All Board members were present. The Co-CEO Team of J. Gordon Toyne and Donald Boelens also were present.

The Board toured the Shullsburg Creamery plant before the Board meeting.

The following business was transacted:

Director Loyde Beers, Eastman, WI, opened the meeting with the invocation.

The minutes of the August 29, 2006 Board of Directors meeting were read and approved as read.

Toyne addressed communications to the Board.

- The Board approved to pay the dues for the IA Institute of Coops.

- The Board approved to pay the dues to WI Federation of Coops.

- The Board approved to pay the dues to the MN Association of Coops.

- The Board approved to nominate Don Berlage, Elizabeth, IL for the IL Milk Producers Association Dairy Industry Service Award.

- The Board approved to donate \$100 in products for the 21st Student Hunger Drive in the Quad Cities.

- The Board approved Toyne to block vote for the co-op in favor of the order 30 & 32 ballot.

- Directors' concerns and comments were addressed by Toyne.

- The Management and Financial reports were presented by Boelens and approved.

- Toyne reported on the comparative

milk report.

- The Board approved the capital budget through September 28, 2006.

- The Executive Session was opened and closed.

- Jim Schmitt, Sherrill, IA reported on the Budget Committee meeting.

- Boelens presented the 2007 Budget and 2007 Corporate Goals.

- The Board approved the year end write-offs.

- Toyne reported on CMPC.

- Pam Bolin, Clarksville, IA and G. Joe Lyon, Toledo, IA reported on the MDA meeting.

- Berlage reported on IL Milk and ILPA meeting.

Upon motion and second, the meeting was adjourned at 3:10 p.m.

Respectfully submitted by Pam Bolin.

## SWISS VALLEY FARMS, CO ANTIBIOTIC PROGRAM

Effective March 15, 2004

### 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.

# PERFECT 100'S

from co-op members

**C**ongratulations go out to the following co-op members who recently received a perfect 100 score on their state survey.

Jason and Carmen Steffensmeier,



Farley, Iowa were pleased to receive a perfect score on their last state survey. The Steffensmeirs milk 90 Holstein cows and farm about 160 acres. They are pictured with their two sons, Jared and Cody.

Dennis and Chris Paszek, Juneau, Wis., milk 40 cows. Chris also "moonlights" as a high school guidance counselor.

Dennis and Chris pasture and



graze their cows as much as they can through the summer months. Their SCC usually runs between 100,000 and 150,000.



Owen and Christine Breitzkreutz, along with their partner Judy Schuster, Black Oak Farms, Neosho, Wis. received a perfect 100.

Owen and Christine Breitzkreutz have a RHA of 26,600 pounds and a SCC of usually less than 100,000. Judy has been working with Owen for 7 years now and is in the process of taking



over the herd. She owns some of the cows and all of the youngstock.

Neal, Amy and Steven Holewinski, Pulaski, Wis. milk Registered Red and White Holsteins. The RHA is 22,900 and they usually run an SCC of around 100,000.

Also, Brad Kemp, Janesville, Wis. and Moore Farms Inc., Elkhorn, Wis. both received a perfect 100. Congratulations to you all!

Your copy of **Swiss Valley Farms Dairyman**

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