

## Some Family Farms Support Many

Some family dairies support 1-3 families. Some support many more. Northern Plains Dairy and New Sweden Dairy in rural Nicollet County are owned by the Davis family of Le Sueur and together these dairies employ 85 people who tend to the milking, barn care, feeding, calf care, herd health breeding, and environmental management of a milking herd of about 6,000 Jersey and Jersey cross dairy cows producing about 350,000 pounds of milk per day. That's a lot of milk providing a livelihood for a lot of families.

"The Davis Family owns and operates the Le Sueur Cheese plants and with dairy production waning, they had to go further and further to source their milk," says New Sweden Dairy manager Sam Mosely. "Rather than move and lose their relationship with local dairy producers, the Davis' decided to go into the dairy business themselves." Today, the Northern Plains Dairy, started in 2004, and the New Sweden Dairy, started in 2008, supply 17% of the milk needed for the Le Sueur Cheese plants' daily cheese-making schedule. The rest comes from local dairies.

Local farmers also provide much of the feed that is consumed by the 7,000 adult animals (including dry cows) between Northern Plains and New Sweden. And in the fall, the manure produced at these two large dairies is spread over much of the land that produces the crops the dairies purchase and consume.

Munson Lakes Nutrition supplies the vitamin and mineral premixes fed to both the milking cows and the dry cows at Northern Plains and New Sweden, as well as their calf feeds. "Our relationship with Munson Lakes has been very positive," says Sam. "Their quality control is

excellent, and we don't have to worry about it."

New Sweden Dairy has a unique relationship with the University of Minnesota, College of Veterinary Medicine which uses it as a real life training ground for their students and for herdsmen around the state. Dormitories, laboratories, and classrooms located on the second floor of the dairy's office building can accommodate up to 24 students and overlook the calving area. "The partnership also gives New Sweden Dairy access to university personnel, and it's been a real benefit to both parties," says Sam.

Both dairies have put into practice some unique, cutting-edge technology. The Northern Plains Dairy is a traditional freestyle barn bedded on manure solids, with a methane digester used to produce energy. The New Sweden Dairy is a sand-bedded, cross-ventilated barn where 50° F well-water flows through a 600-foot long honeycomb wall. Air-flow through the wall drops barn temperatures 10-15° F in the summer and ceiling baffles direct the cooled air down and across the cows.

Both dairies utilize rotary milking parlors. At New Sweden, cows enter the 72-head rotary parlor three times a day at a rate of one every seven seconds. The five-person milking crew includes pre-dipper, wiper, attacher, rover (head milker), and post-dipper. The parlor operates 24 hours a day, with three 45-minute down times for flushing and maintenance. The New Sweden herd currently averages 60 lbs of milk per cow per day, with a 150,000 somatic cell count.

## AMPLI-CALF® BOOSTS JERSEY CALF GAINS

"Unbelievable," exclaimed Dale Smith, the baby calf manager at New Sweden Dairy. Dale was commenting on his first trial with Land O'Lakes® Ampli-Calf Jersey Blend Calf Feed. A group of 10 Jersey calves had gained an average 23.5 lbs more and were 22 days younger than the last group.

These Jersey calves were weighed as babies and then again at 56.6 days old, and recorded an average daily gain of 1.68 lbs on Ampli-Calf. "That's .86 lbs per calf per day more than the previous calf feed," says Mike Foust, MLN dairy nutritionist.

"Ampli-Calf Jersey is the first breed-specific starter on the market," states Melissa Holtz, Land O'Lakes calf and heifer specialist. "It is specifically designed to meet the unique energy needs of Jersey calves.

"The New Sweden field trial is one of over 160 that have all had positive results using the new Ampli-Calf technology," adds Melissa. For more information, call Munson Lakes Nutrition or visit [www.ampli-calf.com](http://www.ampli-calf.com). ●



Dale Smith with  
baby Jersey calf.

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# 35 Years Supplying Our Customers

Congratulations to Munson Lakes Nutrition employees Elroy Boehlke and Rob Painschab. Both experienced drivers, Elroy and Rob are celebrating their 35th anniversary with our company in December. Each has driven more than two million miles to keep our customers supplied with feed.

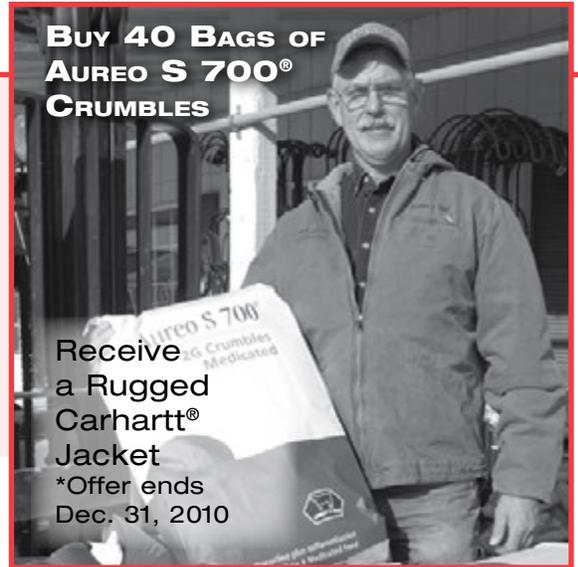
Elroy was hired on December 10th and Rob was hired on December 15th in 1975. ●



Elroy Boehlke and Rob Painschab

BUY 40 BAGS OF  
AUREO S 700®  
CRUMBLES

Receive  
a Rugged  
Carhartt®  
Jacket  
\*Offer ends  
Dec. 31, 2010



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But the truly amazing aspects of the New Sweden and Northern Plains Dairies are their family emphasis and their educational aspect.

“The Davis family prides itself on treating their employees well,” notes Sam. “Everyone here is eligible to participate in the same benefits package as the employees at our cheese plants and in our office.”

“We all have a strive-for-excellence mentality, and each day we set new goals because we’ve reached the ones we set yesterday,” says Irene Cancino, who manages 50 people working in New Sweden’s parlor and barns.

“Large farms are still family farms,” says Maya Kuratomi, New Sweden’s staff veterinarian. “This dairy is family owned, and we all have families. Even though we aren’t the owners, we still love dairying and care about the cows.”

“Because of its educational focus,” Maya adds, “we hope that this dairy can make the whole Minnesota dairy industry better.”

*NOTE: Representing Minnesota’s dairy industry, New Sweden Dairy has hosted public, private, and University tours of its facilities totaling 5,000 people in the past two years. ●*



DVM Ricardo Chebel readies Brazilian veterinary students for surgery at New Sweden’s teaching lab.

From the left, MLN Ray Munson with New Sweden staff Dale Smith, Maya Kuratomi, Sam Mosely, and Irene Cancino.



One cow steps on New Sweden’s 72-cow rotary milking parlor every seven seconds.

# Another Year of Growth

By John Zander, General Manager

It has been another year of growth for Munson Lakes Nutrition. By the end of 2010, we'll have produced 20,000 tons more feed than the previous year.

Again this year, we made many improvements to our Howard Lake mill:

- We erected five new loadout bins to help us get feed to the country faster.
- We installed a corn screener to deliver a better whole corn product—both in bags and in our calf feeds that use whole corn
- We added a semi and a tri-axle truck to our delivery fleet this year, to handle the increased production.

We're thankful for the great weather our farmer-producers were given to complete the harvest. After early rains that made everyone a little nervous, the weather cleared for over a month and you harvested an excellent crop, both in quantity and quality. Last year's corn crop presented some nutritional challenges that will be erased now that we're using the new crop.

As we move into 2011, we hope you continue to give us the opportunity and honor of working alongside you to help you be successful.

Have a blessed and warm Holiday Season. ●



Kenny Loebertmann with MLN's new tri-axle delivery truck. The 16-ton delivery truck has seven different compartments to help make sure we're leaving the mill with full loads.

## Man Behind the Pallets of Bags

One man handles most of the bags delivered direct from our Howard Lake mill to our farm and wholesale customers. That man, Dusten Wilking, has worked at Munson Lakes Nutrition for over eight years, and transitioned to full-time after graduating from Dassel-Cokato high school in 2004. He worked at our Country Store for five years, before moving to the mill as a driver.

"The bag truck is mine, but I drive semi and tandem as a fill-in," says Dusten, whose record is delivering feed with four trucks in one day. In a good week, he delivers 30-40 tons of bags to farmers and stores that sell Munson Lakes and Land O'Lakes® bagged feed. "Sometimes I get help unloading, but most of the time I just move it into the barn or warehouse with a cart or a skid steer loader," he states.

"It's nice getting to drive different trucks," says Dusten. He also enjoys the variety and challenge his position provides. "I can never plan my day and with three times as many

customers (because he drives bag, semi, and tandem trucks) I have to remember where everyone lives."

When he worked at the Country Store, Dusten enjoyed seeing the customers who stopped in regularly. Now, he enjoys seeing and talking to many of those same customers as he delivers to their farms.

"I know I'm doing my job well when I have everything delivered by the end of the day, and it was delivered on time," he states.

Dusten and his wife, Jessica, recently bought a house in Maple Lake. In his free time, he enjoys duck and deer hunting and fishing for Northern Pike, and he's restoring a couple of vintage snowmobiles. "My wife's family has a 50-cow dairy farm near Maple Lake, and I try to help them out whenever I can," he says. ●



Dusten delivers bagged feed to farms and country stores from the Howard Lake mill.

### Our Mission

Some things never change—  
even after 75 years.

The values that shaped our heritage will remain. Munson Lakes Nutrition will continue to:

- Manufacture a great product at a fair price.
- Give great customer service.
- Base every decision on fairness and decency.

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 Howard Lake, MN 55349

**MUNSON LAKES  
 NUTRITION DIRECTORY**

**Howard Lake**

Office . . . . . 800-245-7717  
 320-543-2561

The Country Store . . . . . 800-663-9177  
 320-543-3517



## Christmas at Howard Lake Country Store

Saturdays in December (except for Christmas) 8 a.m. – 4 p.m.

Enjoy Free Coffee, Cookies, Cider and Hot Chocolate

Find Unique Ideas for the Whole Family, including:

- Carhartt® Clothing
- Redwing® Boots
- Bird Feeders and Supplies
- Weaver Leather® and Tack
- Farm Toys
- Country Style Gifts

Join us for some holiday cheer on Dec. 4, 11, and 18.

## COUNTRY STORE HOURS

Weekdays – 8 a.m. to 6 p.m.  
 Saturdays – 8 a.m. to 4 p.m.  
 Sunday – Closed

**HOLIDAY HOURS**  
 Christmas Eve – 8 a.m. to Noon  
 Christmas Day – Closed

**MILL HOLIDAY HOURS**  
 Friday, December 24 – Closed  
 Friday, December 31 – Closed

## HAPPY HOLIDAYS FROM THE EMPLOYEES OF MLN

**Daryl Adickes  
 Tami Bangasser  
 Kirk Bengtson  
 Glen Berglund  
 Elroy Boehlke  
 Ed Brabec  
 Mark Dahlman  
 Mike Foust  
 Ron Gilbert  
 Trevor Gottschalk  
 Nathan Gruenhagen  
 Mathew Hart  
 Daryl Hoof  
 Aaron Horsch  
 Kim Junczewski**

**Dan Keehr  
 Breck Krueger  
 Kevin Lent  
 Ken Loebertmann  
 Brian Luebke  
 Cathy Maynard  
 Desiree Meintsma  
 Maynard Moen  
 Eric Munson  
 Ray Munson  
 Lisa Nygaard  
 Matt Olson  
 Maureen Ogle  
 Rob Painschab  
 Joel Pettit**

**Pat Salonek  
 Doug Sawatzke  
 Barry Schmiege  
 Paul Schleif  
 Wade Serfling  
 Jeff Thorpe  
 Jim Toenies  
 Dusten Wilking  
 Gary Wilking  
 Brian Yager  
 Dan Zachmann  
 Sue Zachmann  
 Harlan Zander  
 John Zander**