

Perhaps the **GREATEST JERSEY STORY** of all time ...

THE HILMAR CHEESE STORY

REFLECTIONS BY FOUNDING PARTNER RICHARD CLAUSS



Twelve Jersey dairymen had a dream and with research funded by National All-Jersey Inc., they built the largest producing American cheese company in the U.S.

The story is told through founder Richard Clauss, Hilmar, Calif.

Cost: \$25 (includes shipping)

A portion of the proceeds will go to

Jersey Youth Academy Enhancement Fund

and the remainder will go to the New Hilmar Pool fund in Hilmar, Calif.

Calvin Covington former CEO, American Jersey Cattle Association

“These dairymen took significant personal and financial risk to get the plant going including acquiring a market for their milk production. Richard exhibited tremendous determination, courage, and a strong belief that he was doing the right thing at the right time to make Hilmar Cheese a reality. I can tell you from personal experience that the success of Hilmar Cheese made it much easier to implement equitable milk pricing through the rest of the country for Jersey farmers. Hilmar Cheese opened many doors to equitable equity in milk pricing both by individual plants and regulated pricing systems. The success and continuous growth and innovation of Hilmar Cheese has and continues to provide the industry a working textbook of the value of above-average component milk, and equitable milk pricing.”



RICHARD CLAUSS

Richard is a Jersey dairyman and is one of the founding owners of Hilmar Cheese Company. He served as Chairman of the Board of Directors for 35 years. Richard has been involved in numerous state and national dairy boards throughout his lifetime. His love for the Jersey cow began in 1950 when his family purchased a small dairy in Hilmar. He had to learn how to balance both roles, as a dairyman and as a processor. He continues to be actively involved in his dairy operation today.



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