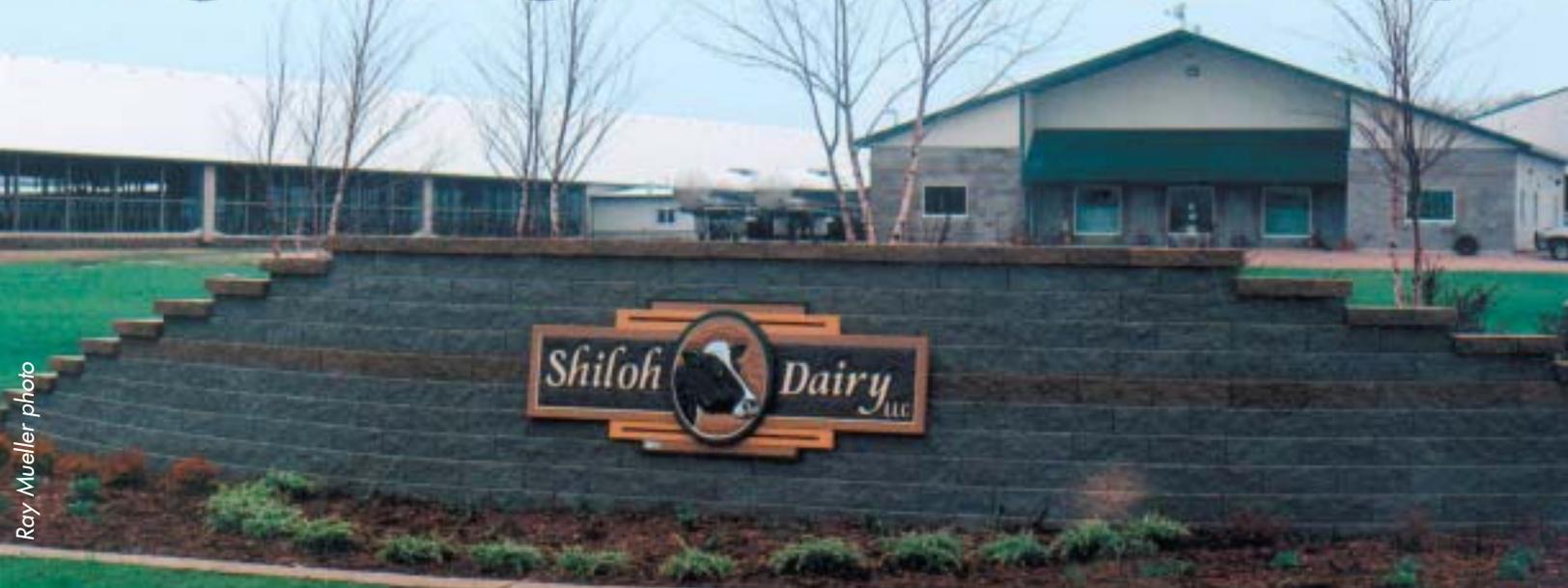




YOUR LINK TO PROFIT

# Big Changes for Shiloh Dairy



Ray Mueller photo

## A BIG MOVE for Expansion

Shiloh Dairy in Brillion, Wisconsin, has made some big changes over the past two years. Their biggest change came in 2003 when Gordon and Cathy Speirs, along with their children Travis (19), Tyler (17), and Megan (15), moved their three-generation farming operation to Wisconsin from Olds, Alberta in Canada.

Their new \$2 million-plus dairy facility includes two large freestall barns, 112 hutches for its heifer dairy calves, and the headquarters building. The large headquarters houses offices, the milking parlor, mechanical control center and 240 spaces for cows needing medical attention or those preparing to calve.

Since 2003, Shiloh Dairy has increased their herd from 170 to 1200 head of cattle, 920 of them milk cows. Eventually, Gordon and Cathy plan to milk 1,050 cows. Milking is done three times each day with the help of their 16 employees including Tom Ware, senior herdsman, and Danielle Ware, milking parlor manager.

## A BIG SAVINGS With Patz Mixer

A successful dairy operation depends in large part on proper nutrition. Feeding a consistent ration to a herd this big requires a large capacity TMR mixer. Shiloh Dairy purchased the Patz Model 2400 Twin Screw Vertical Mixer with a rear commodity door, and added optional side extensions to provide a mixing capacity of 1100 cubic feet, from Schmidt Buildings & Equipment Inc., in Kaukauna, WI.

The Model 2400 can handle all types of feedstuff, including wet or dry, round and square bales. Shiloh had to process long hay before putting it into their previous mixer. Since purchasing the Patz, Gordon put his hay processor up for sale because he has no need for it.

The low height is another feature that attracted Shiloh Dairy to the Model 2400. At only 106¾" high, this big mixer is easy to load. "I like the low height on the Model 2400," states Gordon, "I can load it with a payloader instead of a hi-lift."

Shiloh Dairy has been very pleased with their Patz vertical mixer and dealer Schmidt Buildings and Equipment, Inc. Gordon says that Schmidt provides quick service, gets the job done right, and has been very responsive to their needs, even providing a loaner mixer to use when Shiloh's old mixer broke down.

(Continued on page 2)



# Model 800 Vertical Mixer

**Feed your herd  
without eating up  
your budget!**

- 2 sizes, 270-400 cu. ft., including low profile.
- Unibody mixer & trailer design.
- Handles round or square bales, wet or dry.
- Thorough, consistent ration, regardless of batch size.
- Fast mixing.
- Fast discharge with complete clean-out.
- 3-point electronic weigh system.
- Leading warranty in the industry!
  - 5 Year Pro-rated Planetary Gearbox Warranty
  - 1 Year Mixer Warranty

**All this, and affordable, too!** Contact your local Patz dealer for more info.

## Patz Model 1100 Vertical Mixer: "It's almost a miracle machine..."

"It's almost a miracle machine and I'm thrilled with it," says Carl Hunter of Sunnhill Acres in Northfield, Minnesota, about his 420 cubic foot vertical mixer from Patz. "I save more than \$500 per month in feed costs, which is more than the payment on the mixer."

A former dairyman who raised registered Holsteins and had a top rated herd, Carl changed his operation nine years ago to raising heifers. These heifers range from 400 to 1000 lbs. when he brings them in and their condition can sometimes be poor. Carl's challenge is to put the proper condition on them as quickly as possible and to control the cost of his ration. After trying several competitive mixers, he switched to the Patz Model 1100 and can't believe the difference it has made in his operation.

"I am amazed by what I can feed now and the condition of the heifers," says Carl. "They like the ration and can't sort through it. I don't have to clean the bunks," he adds.

To read more of Carl's comments and see photos from Sunnhill Acres, visit [www.patzsales.com](http://www.patzsales.com) and click on the Patz "Success Stories" link.

**"I save more than \$500 per month in feed costs, which is more than the payment on the mixer"**



## Big Changes for Shiloh Dairy

*(Continued from front page)*

### A BIG SUNDAE Gathering With Neighbors

Less than two years since moving to the U.S., Gordon and Cathy made plans to get to know their neighbors...in a big way. Shiloh Dairy hosted the 20<sup>th</sup> Annual "Sundae" on a Dairy Farm this past June in cooperation with the Wisconsin Dairy Producers.

The Shilohs are open to being ambassadors for the dairy industry, stated Cathy in a recent article in the Wisconsin State Farmer newspaper. "We emphasize excellent care of the animals with a facility designed and a staff that cares for the well-being of the cattle," she said. "They are clean, well-fed and treated with respect, care and attention."



Gordon & Cathy Speirs

Ray Mueller photo

### A BIG FUTURE Ahead

Shiloh Dairy has come a long way since settling in Brillion two years ago and it's apparent the Speirs family has mapped out a great plan for success!

Read about Shiloh Dairy and more "Success Stories" on our website at [www.patzsales.com](http://www.patzsales.com).



INTRODUCING!

## The Patz A1 Single Auger Silo Unloader



- ▶ Unique, simple design for easy installation.
- ▶ Heaviest, reversible ring drive in the industry!
- ▶ Proven Patz collector ring (electrical joint) is unmatched in design for reliability and longevity.
- ▶ Leading written warranty in the industry - - backed by a reputable company, serving farmers for over 57 years!
- ▶ The **Patz A1 KIP** (Keep-It-Patz) package easily converts your existing RD chain unloader to a single auger unloader.

**Patz...Partners in Progress Since 1948!**  
Choose Patz as your partner in progress!

## EIGHT COMMON SILAGE PROBLEMS

Keith Bolsen, professor emeritus at Kansas State University, lists eight common silage problems encountered by dairy producers:

1. **Excessive effluent** (seepage or runoff)
2. **Large variations** in ensiled forage's dry matter content and nutritional quality
3. **Missing optimal** time to make silage
4. **High concentrations** of butyric acid and ammonia-nitrogen, particularly in hay crop silages
5. **High concentrations** of acetic acid, particularly in corn and sorghum silages
6. **Heat-damaged** silage
7. **Aerobically deteriorating** corn silage during feedout
8. **Excessive surface** spoilage in bunkers and drive-over piles.

To view a detailed paper on common causes and solutions for these problems, visit [www.oznet.ksu.edu/pr\\_silage/publications.htm](http://www.oznet.ksu.edu/pr_silage/publications.htm).

*Reprinted with permission from Western DairyBusiness, July 2005.*

## Hilgers depend on Patz since 1967!

Hilger Farms Inc. in Bloomer, Wisconsin, bought their first Patz silo unloader in 1967. The old Patz Model 66 has gotten new parts over the last 38 years, but it still performs right alongside six other Patz silo unloaders, some of them also purchased before 1970.

"Other silo unloaders throw only half as fast," says Fred Hilger, "even under frozen feed conditions!"

Freezing, cold temperatures are unavoidable during long, Wisconsin winters and Hilger Farms' silo unloaders have definitely withstood the harshest conditions. High moisture corn is stored in three silos and four silos contain other forages including sorghum, haylage and corn silage. Fred maintains the unloaders and the unloading rate to keep the feed rate consistent, which works well with hired help.

Although his local Patz dealer Richard Schley was just a small kid when Hilgers first silo unloaders were installed, Fred says he can count on Richie to keep them up and running anytime, day or night.



Fred Hilger with Patz dealer Richard Schley.

Hilger Farms was established in 1882 by Fred's great-grandparents after the Civil War. Fred and his brother Steve currently have 340 milk cows, 40 dry cows and 335 young stock. The Hilgers grow corn on approximately 1300 acres, 525 acres of soybeans, 540 acres of hay and 136 acres of sorghum. Hilger Farms hosted the 2004 Wisconsin Farm Technology Days.

## See What's New At Patz!

Visit one of these fall farm shows and talk to local Patz dealers and representatives about Patz feeding solutions for your operation.

### Canada's Outdoor Farm Show - September 13-15

Woodstock, Ontario  
[www.outdoorfarmshow.com](http://www.outdoorfarmshow.com)  
Location: Upper Machinery Mall - 8<sup>th</sup> Lane (N851)

### Farm Science Review - September 20-22

London, OH  
<http://fsr.osu.edu>  
Lot #614

### World Dairy Expo - October 4-8

Madison, WI  
[www.worlddairyexpo.com](http://www.worlddairyexpo.com)  
Exhibition Hall Booth #:  
2016, 2017, 2018  
2116, 2117, 2118  
Trade Mall Booth #694



## Featured articles inside include:

- Big Changes for Shiloh Dairy.
- New Product Introductions:
  - A1 Single Auger Silo Unloader
  - Model 800 Vertical Mixer
- Patz Model 1100 Vertical Mixer: "It's almost a miracle machine..."
- Hilgers Depend on Patz Since 1967!
- Eight Common Silage Problems.

**FREE  
Recipe**

**Patz**

Your Partners in Progress Since 1948  
[www.patzsales.com](http://www.patzsales.com)



Robert Pankratz of Marshfield, Wisconsin, feeds his 100 dairy cows with a Patz Model 1100 Vertical Mixer. "The 420 mixes and unloads fast. It cleans out completely which was a big factor in purchasing the Patz. I like the simple design."

Visit [www.patzsales.com](http://www.patzsales.com) and click on the "Success Stories" link for more customer testimonials.

## From the Kitchen of:

Nancy Bruce, *The Country Today* (July 13, 2005).

If you would like to submit your favorite recipe for publication in an upcoming issue, please send a copy along with your name, mailing address and why it's your favorite to: Patz Sales, Inc., LINK Editor, POB 7, Pound, WI 54161.

Thank you.



### Sirloin Wraps with Horseradish Coleslaw

1 C. creamy coleslaw  
1-1/2 Tbsp. prepared horseradish  
1-1/2 Tbsp. fresh thyme  
or 1-1/2 tsp. dried

Stir coleslaw, horseradish and thyme in small bowl.

2 10-inch flour tortillas  
8 oz. sirloin, grilled to taste and thinly sliced  
7 oz. roasted red peppers, drained  
1/2 C. chopped green onion

Heat large skillet over medium heat. Add one tortilla to skillet and heat until soft, about one minute per side. Repeat with second tortilla. Spread half of coleslaw on tortilla leaving one-inch border on the edge. Arrange sirloin, peppers and green onions over coleslaw. Starting at the edge, roll and then cut diagonally into two pieces.

Notes from Nancy: Use roast beef and get everything from the deli for an even faster meal. Use regular coleslaw and fish fillets. Try focaccia, flat bread or flavored tortillas.

Reprinted with permission by *The Country Today*.



Patz Sales, Inc. is an Equal Opportunity Employer.

PA-9980 August 2005 Copyright ©2005 Patz Sales, Inc.