



November 2008

Country-Aire Farms LLC Receives Big Payback from their Big Patz Mixer!



Country-Aire Farms LLC in Greenleaf, WI, is a family-owned dairy operation with 2,100 cows and a total herd size of 3,700 head. As their herd size grew, so did their Patz mixers – from 940 cubic feet in 1999 up to 1,400 cubic feet in 2008!

Country-Aire Farms LLC, host farm for the 2008 Wisconsin Farm Technology Days, has certainly come a long way since Edward and Elizabeth Gerritts started farming with eight dairy cows in the 1920s. They gradually expanded and grew cow numbers to 70 cows by the time their son Edward Jr. (Bud) and his wife Lone took over the farm in 1969. In 1973,

At today's cost of diesel fuel, run time on the equipment, and labor, Mike figures they are saving roughly \$3,000 per month!

Bud added a milking parlor and expanded the herd to 200 cows, which at that time made it one of the largest dairy farms in the area. In 1997, Bud's sons Mike, with wife Cindy, and Tom, with his wife Anne, bought out the dairy operation and planned a major expansion on the site across the road from the family farm. The following year, a 40 stall rotary parlor was installed with a new freestall barn bringing cow numbers to 900.

Soon after that, in 1999 they purchased their first Patz mixer, a 940 cubic foot truck mount Model 9300 4-auger mixer from L & L Sales & Service, Inc., a Patz Dealer in Kaukauna, WI. (That mixer was recently sold having mixed in the neighborhood of ½ billion pounds of feed!) In 2005, with feedstuffs changing, Mike & Tom again turned to L & L Sales & Service, Inc., and purchased their second Patz mixer – a 950 cubic foot Model 2400 Twin Screw Vertical Mixer, which had just been introduced to the vertical mixer market.

"That new mixer's ability to mix all types of ration ingredients along with mixing speed and complete cleanout is what sold us," states Mike. "With less moving parts, we expected less maintenance and after 3 years that's been the case."

Another major expansion in 2007 saw the construction of two additional freestall barns and another double 10 parlor, bringing cow numbers to the current 2,100. As their herd size increased, the time required to feed the cows also expanded. Country-Aire Farms, LLC, realized they would need to purchase another vertical mixer and they were intent on buying a Patz mixer.

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Salesman Roger Liebergen, and the service team from L & L Sales & Service, Inc., has always provided dependable and reliable service to Country-Aire Farms, LLC, so it was a no-brainer that Mike and Tom would seek their advice on their next Patz mixer purchase. Fortunately, their timing was just right as Patz was in the process of manufacturing their largest vertical mixer yet – the Model 3600 Triple Screw Vertical Mixer with a mixing capacity of 1,400 to 1,580 cubic feet. The design of the Patz Model 3600 Triple Screw Vertical Mixer allows it to have a low loading height (106 1/2 inches) for a mixer of this size, eliminating the need for an expensive loading ramp.

Country-Aire Farms, LLC, purchased the first Model 3600 Triple Screw Vertical Mixer produced by Patz. The results have been exactly what they were looking for – reduction in feeding time, while still achieving the superior mix quality they were accustomed to getting from their previous Patz mixers. They have achieved a savings of 2 1/2 hours daily with the Model 3600. At today's cost of diesel fuel, run time on the equipment, and labor, Mike figures they are saving roughly \$3,000 every month.

"Time is money and the increased productivity we can get with this mixer directly benefits our bottom line," says Mike. Country-Aire Farms, LLC, is currently averaging 87 lbs/cow/day, 3.61 F, 3.09 P, and 128 avg SCC.

With its heavy build and standard features such as an oil cooling system, this latest Patz Vertical Mixer should serve Country-Aire Farms, LLC, for their next 1/2 billion pounds of feed and more.

Mix fewer loads – faster!

Contact your local Patz Dealer for more information on the Patz Model 3600 Triple Screw Vertical Mixer.



(L-R) Mike Gerrits and Kevin Laabs from Country-Aire Farms LLC, and Roger Liebergen, L & L Sales & Service, Inc.

Chore time is easier!

On September 18, 1982, Dave Wichman began his farming career at age 17 while just beginning his senior year in high school. He bought 26 dairy cows and rented a barn to house them.

"The first barn had NO automation – everything was "Armstrong" in there," jokes Dave.

Four years later, Dave moved his operation to another rented farm. This farm had several pieces of Patz equipment, including a Model 400 Gutter Cleaner, two Model 98 Silo Unloaders, and a Model 162-A Conveyor. Dave also made his very first Patz equipment purchase – a Patz Silo Unloader. By 1992, Dave and his wife Tina were ready to purchase their own place. They bought a farm in Seymour, WI, that had a Patz Model 400 Gutter Cleaner, but just about everything else needed an overhaul according to Dave. With some extra elbow grease, the couple updated the farm where they still reside today with their children Mindy (19), Dana (17), and Melanie (15).

They bought their first Patz mixer, a Model 9100 horizontal mixer, from Gary and LuAnn Knuth of Knuth Farm Equipment LLC, their local Patz Dealer in Hortonville, WI. In fall of 2007, the Wichman's went vertical, purchasing the first Patz Model 400 Stationary Vertical Mixer from the Knuths. They have been very happy with their 200 cubic foot Patz Vertical Mixer because of its ability to handle all feedstuffs and produce a true Total Mixed Ration. The 170 cattle at the Wichman farm are happy, too, because the consistent, well-blended ration provides the nutrition they need to stay healthy.

"DAs are almost non-existent," states Dave. "Our herd health is better with the Patz mixer."

Chore time at the Wichman farm is easier now with their new Model 8912 Feeder, two Model 262 Conveyors, a Model 8916 Conveyor and a Model 400 Gutter Cleaner. Throughout the years, Dave learned that he could always count on Patz equipment to save time and labor and keep his operation running smoothly. Experience has also taught him that he can count on his Patz Dealer, Knuth Farm Equipment LLC, for great service.

Save time and labor by automating your farm operation – contact your local Patz Dealer for details!



David and Tina Wichman (l-r) with their Patz Dealer Gary Knuth, Knuth Farm Equipment, LLC.

Patz Pumps - Fast & Efficient!

In operation since 1871, Luck Farms has withstood the test of time. Jon Luck and his son Adam are the fifth and sixth generations to own and operate the three-farm location in Burnett, WI. They earn their living by milking around 100 milk cows, raising steers, and growing cash crops.

A visit from his local Patz Dealer, Farmers' Implement, LLC, Allenton, WI, resulted in Jon's decision to invest in a Patz Model 6000 Pit Pump to meet his manure-handling needs.

Prior to installing the Patz Pit Pump outside the freestall barn, Luck Farms had been loading their manure spreader with a skid steer, a process that took twelve minutes. Jon was pleased to find his new pump to be "fast and efficient." Now he can load manure directly from the pump into the tank spreader, and it "fills the spreader in 1 1/2 minutes!"

Due to this efficiency, they are able to save 100 hours a year in labor. In addition, Jon has decreased the wear and tear on his skid loader.

"If you can find anything and pay for it in three years or less, BUY IT!" Jon's father always said. Trusting in his father's word, Jon knew that the Patz Model 6000 Pit Pump would be a good investment. He estimates his Patz Pump's payoff period to be about 3 years, due to savings in labor and skid loader costs.

Jon was also pleased with the exceptional service as well as savings in time, labor, and equipment costs, Jon only wishes that he would have "bought [his Patz pump] two years ago!"

Ask your local Patz Dealer how you can



Adam & Jon Luck (L-R) save time with their Patz Model 6000 Pit Pump.



FLEXIBLE PAYMENT PLANS A

De-Best Dairy Makes De-Best Investment!



Steve Best stands by the quality performance of his Patz equipment.

Over 20 years ago, Steven Best began leasing a farm with the hopes of owning his own one day. He accomplished his goal in 1999 when he and his wife Amy established their own farm, De-Best Dairy in DeRuyter, NY. Here, the Bests earn their living by milking 100 registered Holsteins.

Steven worked on a dairy farm during high school that had Patz equipment and through that experience gained an appreciation for the high quality of Patz products.

"I had a lot of experience working with Patz equipment," stated Steven,

adding that he preferred Patz over other brands he had used.

In 2003, Steven contacted his local Patz dealer, Center State Ag Service, Inc. in Morrisville, NY, to replace one of the silo unloaders that had been in operation on his farm at the time he bought it. He replaced the old unloader with a Patz Model 98C Silo Unloader. Recently, he invested in two more pieces of Patz equipment - a Model 98C Surface Drive Silo Unloader and a Model 8916 Belt Feeder.

"I save time and labor with the Patz equipment," said Steven. "It's more efficient and I get quality unloading" from the Patz Silo Unloaders.

In fact, he is interested in future Patz purchases due to the benefits that he has experienced with his current products. He is also attracted to Patz because the equipment is made in the USA, making servicing and purchasing replacement parts more convenient.

Read the rest of the De-Best story at www.patzsales.com.

Patz Model 400 Gutter Cleaner: Dependability for Peace of Mind

In Cuba City, WI, Ryan Ingersoll is working hard to run his 90-cow dairy, which has now been in operation for 13 years. Ryan has a history with Patz equipment that began in 2000 when he invested in a Model 9427 Bale Chopper. In fact, he was so impressed with the performance of his Patz Chopper that he purchased a second one in 2006.

When Ryan decided that he needed to find a better gutter cleaner than his brand "x," he knew that he could rely on Patz for quality equipment and his local Patz dealer, Steinhart Farm Service, Inc. in Platteville, WI, for great assistance. As a result, Ryan purchased a Patz Model 400 Gutter Cleaner and 250 feet of Patz Genuine Hook and Eye Chain.

Due to the reliability of his Patz Gutter Cleaner, Ryan can allow his hired help to clean the barn without fear of breakdowns.



"Now I don't have to worry if my [gutter] cleaner will work or not," stated Ryan. "I didn't want to go on vacation before because I was worried that it (brand "x") would not work."

For dependable, reliable manure handling equipment, contact your local Patz Dealer.

B.A.L.K. Juice Processing increased production by 30%!

In August 2008, Allen and Laurie Grobe, owners of B.A.L.K. Juice Processing and Grobe Fruit Farm in Elyria, Ohio, contacted Patz Dealer Gary Seasley of Gary's Equipment in Republic, Ohio. Allen was looking for belt conveyors that could move pulp from pressed apples out of their processing plant to a truck. Upon assessing their needs, Gary suggested that a Patz Model 400 Material Mover would be a good fit for their operation.

B.A.L.K. Juice Processing presses over 125,000 gallons of apple cider each year. Juice from apples is squeezed by four apple presses and the pulp moves through plastic lined gutters with the help of the Patz Model 400 Material Mover. The apple pulp is fed to cows at a nearby farm.

"The system has been in operation for 3 months, running approximately 40 hours a week," said Allen. "It has been flawless from the first day of starting."

Allen reports, the Patz installation has helped the press operators to be more efficient, increasing their production by 30%. The Patz Model 400 Material Mover has reduced the need for lift trucks and operators in their facility and has lessened the risk of damaging equipment because they are not using the lift trucks as often.

"I would like to thank Gary's Equipment and the people at Patz for designing and installing the right piece of equipment for my application," Allen added.



Allen Grobe, B.A.L.K. Juice Processing in Ohio.

Read all of these Success Stories in full at www.patzsales.com!



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Patz

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A MOMENT IN PATZ HISTORY

Celebrating 60 years of innovation.



John Walker, a salesman for Patz Company, attended farm shows to promote equipment sales and recruit additional agents. Now, in 2008, Patz equipment is sold through a network of dealers and distributors worldwide!

From the Kitchen of:



Our featured holiday recipe comes from the kitchen of one of our company's original founders, Mamie Patz. In the early days of the company, Mamie was the Office Manager. She was also a wonderful cook and baker who often prepared meals for staff working late hours, in addition to her own family.

We are looking for your family's favorite recipe for publication in our April '09 issue. Please send it along with your name, mailing address and why it's your favorite to:

Patz Sales, Inc., LINK Editor
POB 7, Pound, WI 54161-0007

Thank you.

Date Balls

- ½ C. butter
- 1 pkg Dates (1 lb. cut up)
- 1 C. white sugar
- 1 egg, beaten
- 1 tsp. Vanilla
- 2½ C. Rice Krispies
- Ground Pecans or Walnuts
- Flaked coconut

Melt butter. Add dates, sugar and beaten egg. Boil until thick and syrupy, stirring often. Add vanilla. Pour over Rice Krispies, mix well and cool. Form mixture into balls (about the size of walnuts). Roll date balls in ground pecans or walnuts and coconut.

