



August 2012

6-Year Milk Quality Award Winner Chooses Patz *Proven Performers*



Earlier this spring, thirty producers and industry professionals participated in the Pennsylvania Dairy Tour, a two-day event hosted by the Professional Dairy Producers of Wisconsin (PDPW). Featuring state-of-the-art facilities and a high-producing herd, it is no wonder Mercer Vu Farms, Inc. of Mercersburg was showcased in the event.

Mercer Vu Farms, Inc. is a sub S corporation owned by brothers Rick & Rod Hissong. The dairy was previously owned by their parents, Ron & Judy, and has been in the family since 1949 when Ron's parents, Glenn & Mae, purchased it with seven milking cows. Throughout its 60-year history, the business has undergone several expansions, but none compare to the massive transformation that has taken place over the past ten years.

Its facilities now include three 4-row freestall barns and an impressive double-28 herringbone parlor. Milking 1,750 cows four times per day and raising 1,600 replacement heifers, the family requires a staff of 30 full-time employees to keep the operation running around-the-clock.

Throughout the expansion process, the Hissongs have needed to evolve their feeding strategies, and they have counted on the Patz Vertical Mixer Series to grow right along with them. In 2005, the family purchased their first Patz Vertical Mixer: a 950 cu. ft. 2400 Twin Screw. The Hissongs gained the extra capacity they needed and received a better quality mix.

Four years later, the family returned to their local Patz Dealer for an even larger mixer. After adding side extensions, the Hissongs' 3600 Triple Screw Vertical Mixer provides a mixing capacity of 1,580 cu. ft.! Since purchasing this huge

mixer, the Hissongs are saving time and labor with the ability to mix fewer, larger batches.

Before the expansion, the family sent their heifers to a custom raiser. Looking to improve efficiency, they recently retook direct control of feeding and raising their own heifers. The Hissongs currently house them on satellite farms, miles away from home. Since all of the TMR ingredients are stored on the home farm, they needed to find an effective way to transport rations to their heifers. With help from their local Patz Dealer, the family purchased a 950 cu. ft. Truck Mount Twin Screw Vertical Mixer to ensure that their heifers receive a palatable, thoroughly mixed TMR, fresh from the home farm.

To feed their herd, the Hissong family farms 2,300 acres of crops, which include corn, alfalfa, rye, and soybeans. They also incorporate citrus pulp and chocolate candy as alternative feeds. Regardless of ration recipe or batch size, the Hissongs can count on all three of their Patz Vertical Mixers to deliver a well-blended TMR.



The Hissongs load their Patz 3600 Vertical Mixer with ingredients, including chocolate and citrus pulp as alternative feeds!

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6-Year Milk Quality Award

Continued from Page 1

Another issue that Mercer Vu Farms, Inc. takes very seriously is environmental responsibility. To help handle the dairy's manure, the Hissongs purchased two Patz Model 8916 Trough Slider-Bed Belt Conveyors and a Model 8916 Belt Feeder in 2011. The conveyors are used to transfer dry solids across the barn area. From there, the dry solids are distributed into a truck by way of a feeder, equipped with a plow.

Mercer Vu Farms, Inc. is a six-year milk quality award winner with a current SCC of 150,000. Its rolling herd average is 29,000 lbs. with 3.6% butterfat and 3.1% protein. Each year, the Hissongs' herd produces a whopping 45 million lbs. of milk.

Visit www.mercervufarms.com for a virtual farm tour!

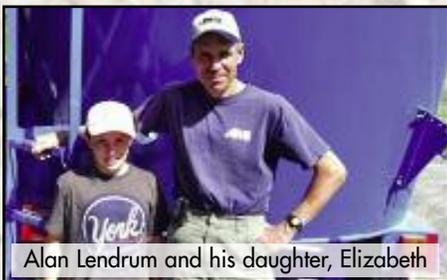


This Patz Truck Mount Vertical Mixer delivers a fresh TMR to the Hissongs' heifers at multiple locations.

Patz Vertical Mixer Series: The Cattleman's Choice

Top 5 Reasons Beef Producers are Switching to Patz Vertical Mixers:

1. **Feed more cattle with less hay** -- less sorting & waste versus free-choice feeding.
2. **Achieve low cost gains.**
3. **Use large quantities of low quality hay.**
4. **Reduce ration costs** with alternative feeds.
5. **Save time, labor, fuel, & feed.**



Alan Lendrum and his daughter, Elizabeth

"We like the versatility to use a wide assortment of feeds – baleage, corn silage, bread, dry round bale hay, and high-moisture corn. Plus, now we can incorporate long-stemmed hay into our rations."

Alan Lendrum of Berne, NY
Cow-calf to finish operation

SEEING IS BELIEVING!

Visit the Patz YouTube channel to watch Alan's and other beef producers' testimonial videos!

"Best mixer out there!"



(L to R) Chris Reed, Reed's Eq., Inc.; Dale Briggs; Alma Briggs; Peter Briggs; Kevin Reed, Reed's Eq., Inc.; Todd Reed, Reed's Eq., Inc.

Farm owners Dale & Alma Briggs of Addison, VT operate Briggs Farm with the help of their son Peter and daughter Karen, the fourth generation on the dairy. Their herd consists of 170 milking cows & 170 heifers. Dedicated to maintaining clean facilities and a healthy herd, the Briggs have achieved the second lowest somatic cell count in Vermont.

Fostering this healthy, high-producing herd also requires a high quality ration. To increase butterfat components, Dale needed to add

more hay to his TMR. However, the horizontal mixer he was using at the time couldn't handle the job. Looking for a feeding solution, he headed to his local Patz Dealer and purchased an 810 cu. ft. 2400 Series II Twin Screw Vertical Mixer.

Just as Dale had hoped, his new mixer allows him to incorporate more hay into his rations, including large bales and long-stemmed hay. "We process two big square bales of baleage twice a day, and the mixer handles it without a problem," he said. Through better utilization of higher quality forages, the family has reduced costly concentrates without affecting milk production.

All in all, the Briggs couldn't be more pleased with their mixer. "Payback will be in ease of maintenance and longevity," said Dale, adding, "It's the best mixer out there."

Milk Production Up 8 lbs./Cow!



Lon Wright of All Wright Farms, Muncie, IN

Brothers Lon, Alan, Mark, and Vince Wright are the fourth generation to run All Wright Farms in Muncie, IN. Their father Dan and Lon's son Abram help manage the dairy's 200 cows, heifers, and calves.

To feed their herd, the Wrights had been mixing with a small horizontal mixer that required a tub grinder to pre-process their hay. Looking for a more efficient method, the family visited their local Patz Dealer and found a much better fit for the operation: a 420 cu. ft. Patz 1200 Series Single Screw Vertical Mixer.

When they began feeding with their new mixer, the Wrights adjusted their ration recipe to provide a more nutritious diet for their herd. To ensure accurate ration formulations, they equipped the mixer with a reliable Weigh-Tronix® scale. After loading their ingredients, the mixer's patent pending **Vortex™** Screw quickly mixes a consistent, high quality TMR. Since the Wrights changed their ration and their mixer, milk production has gone up by 8 lbs./cow!

Another wise investment, the Wrights added a patent pending tub mounted magnet to remove tramp metal from their rations. Lon reported, "The tub magnet has caught roofing nails, broken sickle sections, and a mower knife. If it saves one cow, it's paid for itself."



Visit www.youtube.com/patzmarketing to view actual on-farm vertical mixer demos from the comfort of your own home.

EXPERIENCE WHAT OTHERS ALREADY KNOW...



Pumped Over 20 Million Gallons...and Counting!



Mark Haberli of Haberli Farms Inc.
Egg Harbor, Door County, WI

Joe Haberli Sr. and his sons, Joe Jr. and Mark, milk 270 cows and raise just as many youngstock on Haberli Farms Inc., their 5,000-acre dairy in Egg Harbor, WI. For over 20 years, the family has counted on Patz Mixers for high quality rations.

So when they needed a manure-handling system for their new milking parlor and freestall barn, they turned to their local Patz Dealer once again for assistance. The Haberlis' installation utilizes a Model 3333 Multi-Use Vertical Pit Pump to pump wastewater from the parlor into a manure tank. From here, a Model 4444 Vertical Pit Pump transfers the wastewater and freestall

barn manure to a concrete manure storage tank. "Since it was installed, the 4444 has pumped well over 20 million gallons! It's nice to have a pump that we can rely on day in and day out," said Mark.

DIG IN



This new, patent pending knife features a forward-facing design to dig in, hook, & cut bales faster and more aggressively. Built to last with AR steel, the **RAPTOR™** knife is ideal for high-hay rations, including large round & square bales and baleage! Available on all 800 Series – 3600 Series II Vertical Mixers.

SEEING IS BELIEVING!

Contact your local Patz Dealer today.



Expect a 3-4 Year ROI, Based on Labor Savings Alone!



Wardway Farms Ltd., Woodstock, Ontario

Asixth generation dairy farmer, Bruce Ward and his wife Shonna relocated from Brampton to Woodstock, Ontario to establish Wardway Farms Ltd., a dairy operation complete with a tie stall barn. In addition to running their business, the couple stayed busy raising their four sons: Brad, Chris, Cory, and Luke.

Twenty-two years later, all four of their sons continue to work on the farm, on a part- or full-time basis. After two decades in the original barn, the Wards needed to change their facilities to accommodate the next generation. So in 2011, they built a new freestall barn for their 55 Holstein cows and youngstock.

To find the most effective manure-handling system, the Wards approached their local Patz Dealer for assistance. With their help, the family installed two Model 1000 Alley Scrapers, one for cows and one for calves. Ensuring the best results, they equipped each alley scraper with a Folding Angled Tip-Up Scraper. They also purchased a Model 500 Shuttle Box Scraper, specially designed to handle sand-laden manure.

Chris remarked, "The new system is efficient, simple to operate, and easy to maintain. We expect our payback period on the scrapers to be 3-4 years, based on labor savings alone!" Further adding to their bottom line, he reports cleaner cows and increased milk production.



Manure Pit Gas Hazards

A confined-space hazard that often claims multiple lives before anyone realizes there is a danger is manure gas. Manure pits can be oxygen-deficient, toxic and explosive. There are four gases in manure pits that are of primary concern.

Hydrogen Sulfide is a highly toxic gas that is heavier than air. It can cause dizziness, unconsciousness and death. At low concentrations it may smell like rotten eggs, but at higher concentrations it deadens the sense of smell so that no odor can be detected.

Carbon dioxide is an odorless, tasteless gas that is heavier than air. It displaces the oxygen supply in the bloodstream, which can cause unconsciousness and death.

Ammonia is a gas that is lighter than air. It has a pungent smell and can irritate the eyes and respiratory tract. Ammonia also displaces oxygen in the bloodstream.

Methane is also a gas that is lighter than air. The primary hazard of methane gas is that it can create an explosive atmosphere. This gas also displaces oxygen.

- Never enter a manure pit alone.
- Label the manure pit and manure storage areas to warn of the gas hazards.
- Obtain and use monitoring equipment to determine the level of gases present in the manure storage area.
- A self-contained breathing apparatus must be worn when entering a manure storage area and the person wearing it should be trained in its use. A safety harness should also be worn and personnel should be available outside the storage area to monitor the entrant's progress.

Inspection

- Do fences/metal-grill covers restrict pit access?
- Are manure gas warning labels near pit?



Information supplied by the National Safety Council's Agricultural Division, the National Education Center for Agricultural Safety (NECAS)

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- Expect a 3-4 Year ROI, Based on Labor Savings Alone!
- Manure Pit Gas Hazards



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for pre-fall
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Ask for details!

Featured Recipe:

From the kitchen of Christina Stanley-Salerno, as published in *Taste of Home* magazine.

Serve this savory dish for just \$9!
TIP: Use fresh potatoes & green beans from your garden to save \$3!

If you have a holiday recipe to share for the November 2012 LINK, please send it to:

Patz Corporation
LINK Editor
POB 7, Pound, WI 54161-0007

Thank you.



CHICKEN SALAD PICCATA

Serves 4; Prep 25 min.; Cook 20 min.

Ingredients

- 1½ pounds small red potatoes, quartered
- ½ pound green beans, halved crosswise
- ¼ cup plus 2 tablespoons extra-virgin olive oil
- 2 T. coarsely chopped capers (optional)
- ¼ cup chopped flat-leaf parsley
- Grated peel and juice of ½ lemon
- Salt & pepper
- 1 large egg
- ¼ cup flour
- Two 6-ounce skinless, boneless chicken breast halves, lightly pounded
- ¼ cup chicken broth

Directions

1. In a large saucepan, add the potatoes and enough salted water to cover by 1 inch. Bring to a boil and

cook until almost tender, about 10 minutes. Using a slotted spoon, transfer to a colander. Add the green beans to the boiling water and cook, stirring, for 2 minutes. Drain in the colander with the potatoes; let cool slightly.

2. In a large bowl, whisk together ¼ cup olive oil, 1 tablespoon capers, 3 tablespoons parsley, the lemon peel and half of the lemon juice. Add the potatoes and beans and toss; season with salt and pepper.

3. In a shallow bowl, beat the egg. In another shallow bowl, season the flour with salt and pepper. In a large nonstick skillet, heat the remaining 2 tablespoons olive oil over medium-high heat. Coat the chicken breasts with the seasoned flour, then dip in the egg, allowing any excess to drip off, and



coat with the flour again, shaking off the excess. Add to the skillet and cook, turning once, until golden, about 8 minutes. Transfer to a cutting board and cut into strips.

4. Add the chicken broth to the skillet; cook over medium heat, scraping up any browned bits. Remove from the heat and stir in the remaining 1 tablespoon capers, 1 tablespoon parsley and lemon juice. Top the salad with the chicken and drizzle with the pan sauce.