



August 2008

Master Agriculturist relies on Patz for farm efficiency!



In December 1971, Mike Birling returned from serving his country in Vietnam. The following spring, he purchased the family farm from his parents Alex and Elsie. The 80-acre farm in Black Creek, WI, had been home to the Birlings and their 32 cows since 1958. In addition to the cows they had raised chickens, a few hogs, and some rabbits. On July 17, 1976, Mike married Jean and together they began building the business into what it is today.

In 1978, Mike and Jean expanded the operation, adding stalls and bringing the herd total to 50 cows. At that time, the Birlings took the opportunity to replace their brand "X" gutter cleaner with two new Patz Model 400 Gutter Cleaners. In 1990, a heifer barn was added along with a third Patz Model 400 Gutter Cleaner and a Patz piston pump and manure storage pit. This expansion brought the cow numbers to 60.

"We really liked having this automated manure handling system eliminating daily hauling," said Mike. "All three of the gutter cleaners emptied into the piston pump and from there the manure was pumped to storage."

The family farm was soon dubbed Birling's Bovines and, in 1995, the first freestall barn was built allowing an expansion to 110 cows. In 2001, the barn was extended bringing the total to 200 cows. A further expansion began in 2005. Mike and Jean again extended the freestall barn, this time to 320 cows, and installed two Patz Model 1000 Alley Scraper units.

"The Patz alley scrapers ... (help) keep our SCC under 100,000, which is very important to us."

-Mike Birling

The Birlings added another Patz Model 1000 Alley Scraper and a Patz Model 4444 Vertical Pump.

"When planning the special needs barn, there was no doubt in our minds that we wanted another Patz Model 1000 Alley Scraper for that facility," said Mike. "We saw the advantages of having the scrapers in the main barn."

"The Patz alley scrapers really saved labor and allowed us to have the alleys cleaned every 2-3 hours instead of only 2-3 times per day," stated Mike. "This helps keep our SCC under 100,000, which is very important to us."

A new double 12 milking center - expandable to double 20 - and a special needs barn were added in 2007, bringing herd numbers to the



Photo courtesy of Wisconsin Agriculturist magazine

Mike and Jean Birling, seated with grandsons Trent DuChateau and Jake Smith between them, (row 2, l-r) Wesley Smith, Sara Birling, Cindy DuChateau (holding son Blake), Tammy Smith, (back row, l-r) Jim Birling, Brian DuChateau and Dan Birling.

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Second and third generations of the Birling family are now running the operation. Mike serves as general manager and still spends many hours in the parlor handling some of the milking shifts. Jean handles all the financial records for the dairy. Their four children and their spouses also have important roles in the business. Daughter Tammy Smith handles the dairy records. Daughter Cindy DuChateau takes care of general farm duties while her husband Brian is involved with tractor driving for the cropping operation as well as serving as handyman. Son Jim is in charge of feeding and field operations. Jim's wife Sara helps as the relief calf feeder. Son Dan had been handling the herdsman duties, but with the latest expansion a full-time employee was hired to take that pressure off Dan as he is needed to help in most all facets of the operation.



"Failure is not an option" is a farming theme that Mike Birling lives by.

Since the day they purchased the family farm, Mike and Jean have always had an eye on the future. Each expansion was planned with the futures of their business and their children in mind. Thirty-six years later it is apparent that their forward thinking has paid off. Many of their cows have averaged as high as 90 pounds of milk per cow per day. With their current expansion, Birling's Bovines herd is averaging 80 pounds and climbing. Milk quality is also very important to them and Mike and his family are proud of the fact that their SCC have been under 100,000 for many years.

Throughout the years, the Birlings have worked very closely with their local Patz Dealers while expanding their operation. Birling's Bovines can rest assured that P & D Sales & Service, LLC, (formerly Raymakers Inc.) in Pulaski, WI, will continue to provide excellent service and sales of dependable Patz equipment for years to come.

With the dedication and commitment to the dairy industry displayed by the entire Birling family, it's easy to see why they were named the "Master Agriculturalist" for 2008. Patz salutes the entire Birling family on their achievements and we look forward to continuing to meet their manure and feed handling needs in the future.

Read the full, unedited "multiple products" Success Story at www.patzsales.com.

2008 MASTER AGRICULTURIST



Mike Birling of Black Creek, WI, was recently named a 2008 Master Agriculturalist by *Wisconsin Agriculturist* magazine. The Master Agriculturalist Award Program, started by the magazine in 1930, recognizes more than a farmer's ability to raise crops and livestock. It honors the farmer who has also dedicated significant time to family, community, church, farm organizations and other local efforts.

Patz is proud to be a partner in progress with Mike and his family throughout many expansion projects since 1978. We congratulate Mike and thank the Birling family for choosing Patz for their manure and feed handling needs.

Read this story in the April 2008 issue online at www.wisconsinagriculturist.com.

How clean are your udder cloth prep towels?

Using bleach or sanitizing detergent in the wash can help kill bacteria on udder cloth prep towels, but that alone doesn't always do the trick. Consider these three points as well:

1. Front-loading washing machines are more effective at cleaning and rinsing than less expensive top-loading machines.
2. Don't overload the machine. Cloths get cleaned by moving and rubbing against each other during the wash cycle. Tightly packed cloths do not move and are not cleaned or rinsed properly to remove bacteria-carrying organic material.
3. Very hot wash water temperature - greater than 160° F - is the most effective way to kill bacteria. There are now washers available with internal heaters that can raise the water temperature over 200° F and hold it there during the wash cycle.

Source: *Progressive Dairy Publishing* (www.progressivedairy.com), Sept. 2006 Dairy Community Forum post by Roger Thomson, Team Management Concepts, PLC.

Patz Model 9427 Chopper for bales, bedding, and more!

"The Patz Chopper never broke down in all the years we owned it and we didn't have to replace the knives until about 4½ years after we bought it."

Wayne N., WI
Processes 15 straw bales per day



Quadra-Shark™ unique 4-point, reversible, serrated blade is designed for chopping - no bolt-on sickle blades.

Available in:



Portable



Stationary



3-pt Hitch



With Blower

Contact your local Patz dealer for more information!

Patz LINK

FLEXIBLE PAYMENT PLANS

Derenne Farms – “Eliminating downtime headaches is priceless.”



Dennis Derenne, (far left) and sons Jesse (center) and Matt appreciate the time and labor they save by using dependable Patz equipment throughout their dairy operation.

In 1990, Dennis and Diane Derenne took over his family's dairy operation in Luxemburg, WI. They expanded the herd size from 42 to 52 in 1993 and then to 100 cows seven years later. In 2007, the Derennes expanded to the current herd size of 130 cows, 250 total head including youngstock. They also installed a Patz Model 400 XH Gutter Cleaner and a Patz Model 1512 Pump. Derenne Farms now run 500 acres with approximately half of it owned and the balance rented. Sons Matt and Jesse are the fourth generation of the Derenne family now working on the farm.

Choosing Patz equipment has provided the Derennes with tremendous dividends over the years in time and labor savings.

“When we installed the Patz (Model 1512) Manure Pump, we saved 45 minutes of labor every day,” stated Dennis. “With our old hydraulic pump, someone had to stand by to make sure it would work. Now we turn on the Patz Gutter Cleaner and pump and let them do their jobs while we do ours!”

The Derennes’ Model 400 XH (“extra heavy”) Gutter Cleaner uses 600 feet of Patz XH Chain with Model 467 “hi flites.” The flites are four inches high at the end of an 18-inch flite. The added height helps prevent rollback of the slurry manure and carries more material, speeding up cleaning time. The Derennes’ are very happy with the reliability of their Patz Gutter Cleaner and Manure Pump. Their previous pump had been high maintenance, while the Patz Pump has been trouble free.

“Saving 45 minutes of labor daily saves us labor dollars. But eliminating downtime headaches is PRICELESS,” adds Jesse.

The Derennes are also very satisfied with Randy Vanden Plas and Dan Glander of Spartan Construction, Inc., their local Patz Dealer in Luxemburg. Dennis said they appreciate how responsive their dealer is to their service needs.

Read this “multiple products” Success Story in full at www.patzsales.com.

**Let Patz be your partner in progress.
Contact your local Patz Dealer to find out how you can
eliminate downtime and increase your bottom line!**

Patz Model 3333 Pumps quickly transfer rich nutrients from storage to spreaders!

Fabius Greenwood Farm LLC and Eastview Farms LLC, both in Fabius, NY.

Dale Van Erden and son David have 1800 dairy cows on three farms.

The Van Erdens chose Patz Model 3333 Vertical



David Van Erden

Pumps to pump out the leachate storage pits at their Greenwood and Eastview farm locations. The leachate is pumped into tank spreaders and spread onto their fields 2-3 times per year. The silage leachate is rich in nutrients and saves the farm in fertilizer costs.

Dale said the Patz Model 3333 Vertical Pumps work very well and help them to observe environmentally friendly farm practices.

Ka Vern Farms in Jordan, NY.

Jerry Blumer and his sons, Jeff and David, operate Ka Vern Farms in Jordan, NY. They milk 290 cows and plan to add 100 more this year.



Jerry Blumer

Jerry installed a Patz Model 3333 Vertical Pump to remove wastewater from the milk house and parlor. He chose the Patz Model 3333 because he prefers the simplicity of the low maintenance V-belt drive compared to other direct drive models. The wastewater is pumped into a manure pit and later spread onto the fields.

The Blumers pump three times a day after milking and they have been very happy with the pump's performance. Jerry estimates that their Model 3333 pumps approximately 2,000 to 3,000 gallons of wastewater per day, about 730,000 to over 1,000,000 gallons per year!

These dairy farmers are very satisfied with their Patz pumps and with the service they receive from their local Patz Dealer Seneca Farm & Home Supply in Seneca Falls, NY.

Read these Model 3333 Pump Success Stories in full at www.patzsales.com!



Featured articles inside include:

- Master Agriculturalist relies on Patz for farm efficiency!
- How clean are your udder cloth prep towels?
- Model 9427 Chopper for bales, bedding & more!
- "Eliminating downtime headaches is priceless."
- Patz Model 3333 Vertical Pit Pumps transfer nutrients from storage to spreaders!



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www.patzsales.com

A MOMENT IN PATZ HISTORY

Celebrating 60 years of innovation.



TOPS IN THE NATION – A Marinette county firm, the Patz Company of Pound, Wis., has taken over the number one spot for barn cleaner sales in the United State and Canada. Competing against 22 major barn cleaner producers, the Patz Company has held the sales leadership since 1959. President of the company, Paul Patz (right), is shown above along with his two sons Clifford and Howard who are also associated with the firm.

Reprinted from August 2, 1961 issue of the Peshtigo Times.

From the Kitchen of:

Ilene Peterson, Barron, WI.

Ilene said this is a great way to use your rhubarb all year and we agree! Thank you for this delicious dessert recipe.

We are looking for your family's favorite holiday recipe for publication in our November '08 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.

Peach Rhubarb Crisp

- ¼ C. plus 2 T. Sugar
- 1½ T. Flour
- ¼ tsp. Ground Nutmeg
- ¼ tsp. Grated Fresh Lemon Peel (orange peel works, too)
- Dash of Salt
- 1 C. Chopped, Peeled Fresh Peaches or Frozen Peach Slices (unsweetened)
- 1½ C. Sliced Fresh or Frozen Rhubarb

- Topping:
- ½ C. Flour
 - ½ C. Oatmeal
 - ¼ C. Brown Sugar
 - ½ tsp. Cinnamon
 - 3½ T. Cold Butter



Combine the first 7 ingredients in a bowl and pour into a greased 8" x 8" baking dish. In a bowl, combine topping "dry" ingredients. Cut in butter until mixture has a coarse, crumbly appearance. Sprinkle over rhubarb mixture. Bake at 375° for 25-30 minutes or until bubbly and fruit is soft. Makes 3-4 servings - depending on how willing you are to share! Delicious with ice cream - especially when warm!

