

Patz

LINK

YOUR LINK TO PROFIT

April 2012

“The Patz brand has proven itself on our farm...”

Wes and Shirley Radloff of Oshkosh, WI purchased a second dairy farm in 1979 as an investment in their children's futures. By 1985, their son Kevin and his wife Kim were ready to purchase the dairy, along with its 32 milking cows and 76 acres of farmland. From that point forward, the farm would be known as Shady KR Holsteins.

Over the years, Kevin and Kim gradually expanded their herd which now exceeds 160 head with youngstock. A conversation during a routine morning milking in March 2011 led to the largest expansion in the dairy's history: a new double 8 swing parlor retrofitted into the old stall barn, 20' x 80' concrete silo, calf barn, manure pit, and a 68' x 156' 3-row freestall barn.

Patz has always been the Radloffs' brand of choice for reliable feed and manure handling equipment. Kevin explained, "Patz equipment is simple and built heavy. It saves us labor, and there's no downtime." Because of this, they wanted to make sure that their new facilities would accommodate their existing Patz equipment. To help turn their vision into reality, Kevin and Kim consulted their local Patz Dealer, Kettlewell Welding & Concrete of Omro, WI.

"Believe it or not, we designed the new barn around our Patz Belt Feeder. We purchased an 8912 Belt Feeder in 1994, along with a pair of 8916 Conveyors. We didn't have any repair costs on the feeder in 17 years! We liked the simplicity of the Patz Feeder, so we wanted that reliability for our new barn," Kevin stated.

Just as the Radloffs had envisioned, the new barn utilizes their existing Patz equipment, and only required the purchase of one additional Model 8916 Trough Slider-Bed Belt Conveyor and a Belt Feeder. The new conveyor picks up feed from the two existing Patz Conveyors and one silo, and then delivers the feed to the Belt Feeder.

Since moving into their new facility, milk production has increased by over 7 lbs./cow! Plus, herd health is better, and the Somatic cell count is down by nearly 50%. Due to improved efficiency, they have cut chore time by about 5 hours per day. With such impressive results, Kevin and Kim are already looking to increase their herd of milking cows from 82 to 115 head!

The Radloffs also purchased a Patz Model A1™ SERIES II Single Auger Silo Unloader for their new 20' x 80' concrete silo. For top quality silage, Kevin and Kim equipped their unloader with a power-assisted distributor, providing uniform distribution for better compaction of materials during filling.

In addition, Shady KR Holsteins appreciates the dependable performance delivered by their Patz Model 400 Gutter Cleaner, (2) 98B Surface Drive Silo Unloaders, and their Patz Ring Drive Silo Unloader. They also rely on a Model 9000 Liquid Transfer System to efficiently move wastewater from their double 8 swing parlor.

"Our family has had a long history with Patz equipment. I remember Grandpa had a Patz 98 Unloader that emptied a silo on one end of the barn, and then he moved it into the silo at the other end, and it emptied that one too! The Patz brand has proven itself on our farm," Kevin stated.



Kevin & Kim Radloff with their son Aaron.

“Make Milk More Valuable With Components”

According to Elliot Block, Senior Manager of Technology for Arm & Hammer Animal Nutrition, producing more milk is not the only means to increased profits. Increasing milk fat and protein levels is a proven way to bulk up the milk check.

Even small improvements in milk components can result in greater returns from the same amount of milk. Compare the two herds in Table 1 (below) to see the influence milk components can have on profitability.

	Herd A	Herd B
Number of cows	100	100
Milk production (kg per cow per day)	24.10	24.00
Milk fat, %	3.5	4.0
Milk protein, %	3.0	3.8
Lactose and other solids, %	5.0	5.0
Milk fat income, \$ of revenue/cow/day*	\$11.71	\$15.38
Milk protein income, \$ of revenue/cow/day*	\$8.57	\$10.31
Lactose and other solids income, \$ of revenue/cow/day*	\$5.08	\$5.08
Deductions**	\$1.40	\$1.43
Milk income, \$ of revenue/cow/day***	\$22.96	\$25.34
Annual milk revenue (kg)****	\$294,100	\$772,870
Additional milk revenue difference due to increased components (\$/305-day lactation)		\$78,000

* Based on Quebec milk price calculation, may vary by province. Milk fat price: \$3.02/kg; milk protein price: \$2.17/kg; lactose and other solids: 1.08/kg.
** Value of milk production minus (700 x \$2.56) + (2.1% of milk production/cow/day + milk fat % x milk protein % + lactose and other solids %/100) x \$2,528.
*** Milk fat \$ + milk protein \$ + lactose and other solids \$ - deductions.
**** Daily cow production revenue x 100 cows x 305-day lactation.

To help producers maximize components, Elliot provides these tips:

- 1. Measure profit potential with Income Over Feed Cost (IOFC).** Increasing components may involve a greater initial investment in your ration, but the payback potential must also be considered.
- 2. Balance rations for dietary cationion difference (DCAD)** to help increase milk fat production in a short time period.
- 3. Deliver limiting amino acids** for increased protein production.
- 4. Test forages frequently.** Testing is key to formulating the best ration for optimal production.
- 5. Feed high-quality forages** to promote proper breakdown in the rumen, boosting volatile fatty acid (VFA) levels and milk fat.
- 6. Consult your nutritionist for recommended ration formulations** using the crops and ingredients you have available.

“No matter your location, all dairy producers are focused on getting the most from their inputs. By delivering the nutrients cows need to perform optimally, performance and profits can be maximized through both milk and component production.” –Elliot Block

Source: Elliot Block. “Make milk more valuable with components.” *Progressive Dairyman*. September 1, 2011: 35-36.

Excellent Intakes & Increased Components Mean a Better Bottom Line!



Jim & Wilfred Clemmer
Watavue Holsteins, Tavistock, ON

Many cows have called Watavue Holsteins “home” since the Clemmer family opened its doors 60 years ago. The dairy has been at its current location in Tavistock, Ontario for over 40 years. Wilfred Clemmer partnered with his son, Jim, to run the 70-head operation.

According to Jim, the Clemmers have always relied on Patz equipment to keep their dairy running smoothly. A number of years ago, they invested in a Model 4205 Stationary Horizontal Mixer to feed their herd.

In 2011, they turned once again to their local Patz Mixer Dealer, Embro Farm Systems, Inc. of Embro, ON, and purchased a 420 cu. ft. (11.8 m³) 1200 Series Stationary Single Screw Vertical Mixer.

Since their purchase, Jim has discovered that their new mixer performs even better than their horizontal. Designed with the patent pending **Vortex™** Screw, it mixes faster and produces a better quality, more consistent TMR. Jim also appreciates the flexibility to use a wider variety of ingredients.

Another benefit that Jim enjoys is the ability to power his mixer using just two 10 horsepower motors. Plus, faster unloading allows him more time for other chores.

Delivering a high-quality, palatable mix has led the cows to eat better. “Intakes are excellent!” Jim remarked. Ultimately, greater intakes and better nutrition have resulted in a better bottom line for Watavue Holsteins. Jim reported, “We’ve increased our milk components with our new Patz Mixer. Butterfat is up to 4.2%.”

EXPERIENCE TIME, LABOR, FUEL, & FEED SAVINGS..

Switched to Patz & Hasn’t Looked Back!



A.J. Burkholder
Chambersburg, PA

In January 2012, A.J. Burkholder of Chambersburg, PA purchased a 620H cu. ft. Patz Model 800 Twin Screw Vertical Mixer. His only regret? He didn’t purchase it sooner.

In order to mix feed for his 177 dairy cows, A.J. had to rent a grinder to pre-process his hay before loading it into his reel mixer. Between rental costs, fuel expenses, and dust issues, he concluded that this feeding method would not be a long-term solution.

As hay is essential to his ration, A.J. knew he needed to find a mixer equipped to handle hay without requiring pre-processing.

Back in 2008, he attended a Mixer Day event hosted by his local Patz Mixer Dealer, Agri-Service, LLC, in Chambersburg, PA. The Patz Vertical Mixer demo that A.J. watched that day is what drew him back to Agri-Service, LLC four years later. With their help, he purchased a Patz Model 800 Vertical Mixer.

Since then, A.J. and his rented grinder have parted ways. Without any pre-processing, his new Patz Mixer efficiently processes all of his ration ingredients, including corn silage, dry hay, haylage, grain, and whey. Plus, he has reduced over-processing.

According to A.J., this well-blended, palatable ration has resulted in less sorting and increased intakes. Due to better nutrition, he is happy to report a herd average of 80 lbs./cow on twice a day milking.

EXPERIENCE WHAT OTHERS ALREADY KNOW...



Patz Proven Performers You Can Count On!

More long hay in heifer ration!



Pat & Calvin Casey
Casey Acres, Prior Lake, MN

"Our old mixer used an apron chain, so now we can mix big round bales. The Patz is easier to load, mixes better, and we can use more long hay for our heifer ration."

Mixes fast – better mix!



Bruce Buddenberg & Henry Wilkins
Buddenberg Farms, Decorah, IA

"Our reel mixer would take forever to mix, and the Patz takes two or three minutes. The mix is better, and we can get around our feedlot better."

Mixing homegrown feeds for bison!



Trey Lewis & Jamie Detrick
Gunpowder Bison Farm, Monkton, MD

"The Patz Mixer works great for feeding our 300-head bison herd. It allows our farm to make efficient use of its homegrown feeds."

SEEING IS BELIEVING!

Contact your local Patz Mixer Dealer for a demo or more information!

Reliable. Durable. Long-lasting.



Jason Myers
Windsor Manor, New Windsor, MD

Jason Myers, his wife Donna and family own Windsor Manor, a Maryland dairy well-known for its high-producing registered Holsteins.

Jason has a long history with Patz Silo Unloaders, beginning in the 1970s with the purchase of his first Model 98B Surface Drive. He has appreciated the reliability of his Patz Silo Unloaders, and the ability to easily replace parts. In 2008, Jason weighed the cost of replacement parts versus investing in a new unloader, leading him to purchase a new Patz A1™ Single Auger Silo Unloader.

At first, Jason was concerned that his new A1™ may not be able to throw silage out as fast as his 98B had. This concern disappeared as soon as he began using his new unloader. In fact, he was so pleased with its performance that he purchased another A1™ SERIES II Silo Unloader in 2011.

Jason reports that his A1™ Silo Unloaders start up very easily with new silage and no adjustments are needed. He also appreciates the stability that the tripod provides when raising the unloader in the silo prior to filling. Equally appealing is the A1™ Silo Unloader's heavy-duty build and simple design with few moving parts.

The Myers are also quick to recognize their local Patz Dealer, Cedar Crest Equipment of Myerstown, PA, for their excellent service and expertise.

Take Advantage of Pre-Season Delivery!



Order your new Patz A1™ SERIES II Silo Unloader now and have it installed before you start filling the silo! Contact your local Patz Dealer for details.

SWITCH TO A **Patz VERTICAL MIXER TODAY!**

Patz Introduces Their Largest Stationary Mixer at World Ag Expo!



Patz unveiled their new 1,100 cu. ft. (31 m³) 2400 Series II Stationary Twin Screw Vertical Mixer at the World Ag Expo, February 14-16, in Tulare, CA. Optional steel side extensions boost its capacity to 1,270 cu. ft. (36 m³).

Mix larger loads in less time! Ideal for mixing TMR rations or producing quality compost. It handles a maximum load weight of 30,000 lbs. (13,608 kg).

Standard features include:

- Split drive system provides overload protection for each planetary gearbox.
- Electric 1800 RPM or 2-speed PTO 1000 RPM power source.
- Two patent pending **Vortex™** Screws and patented baffles promote fast blending of a consistent TMR.

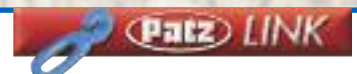
Options include:

- Tub mounted magnet(s) easily removes tramp metal from ration to help prevent potentially fatal ingestion.
- Split drive & individual gearbox cooling systems.
- Steel/stainless steel liners.

Vortex™ Screw mixes quickly without compromising feed quality!

Visit www.patzcorp.com to view the Patz Vertical Mixer Series!

FOR PROVEN PERFORMANCE, COUNT ON **Patz!**



Featured articles inside include:

- "The Patz brand has proven itself on our farm..."
- "Make Milk More Valuable with Components"
- Excellent Intakes & Increased Components Mean a Better Bottom Line!
- Switched to Patz & Hasn't Looked Back!
- Patz Proven Performers You Can Count On!
- Patz Introduces Their Largest Stationary Mixer at World Ag Expo!
- Reliable. Durable. Long-Lasting.



Your Partners in Progress Since 1948



www.patzcorp.com



Strong, Versatile, & Consistent

Everett Yoap, Dairy Herd Manager for Yoap's Blue Ribbon Auction Farm and Dairy, tested three of the most popular brands of mixers prior to purchasing a 500 cu. ft. Patz 1200 Series Vertical Mixer.

Everett stated that this decision was based on three criteria:

STRENGTH: "It's made out of thick metal, and there aren't any moving parts where there shouldn't be moving parts."

VERSATILITY: "The Patz can chop a whole straw bale for bedding and discharge it in less than ten minutes."

CONSISTENCY: "The Patz is consistent with mixing our ration. Any ration we put in seems to work."

Everett also reports increased DMI, greater milk production, and better herd health.



Everett Yoap of Coleman, WI

SEEING IS BELIEVING!



Visit www.YouTube.com/patzmarketing to view virtual on-farm mixer demos from the comfort of your own home!

Featured Recipe:

From the kitchen of Sandra Thomas, Garland, Maine.

Thank you Sandra for this delicious vegetable casserole recipe, a nice healthy side dish for all to enjoy.

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

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

Thank you.



MIXED VEGETABLE MEDLEY ITALIANO

Yield: 10-12 servings

Ingredients

- 9 oz. bag frozen green beans
- 3 cups canned tomatoes, drained
- 2 stalks celery, sliced into 1/4" pieces (1 cup)
- 4 medium carrots, sliced into 1/4" pieces
- 1/2 green pepper, sliced into strips (1 cup)
- 2 cups zucchini or yellow squash, sliced
- 1 tsp. salt
- 2 Tbs. vinegar
- 1 envelope (1 1/2 oz.) spaghetti sauce mix

Directions

Preheat oven to 350 degrees. Rinse frozen vegetables in running cold water to remove ice crystals. Drain. Mix all ingredients in an ungreased, large casserole dish. Dot with butter. Cover. Bake until carrots are crisp-tender (about 45 minutes).

