

SGARIBOLDI,
becoming well
established on North American
farms

With Sgariboldi vertical self-propelled mixers Revolutionary Unifeed management in the USA

by **Orlando Fortunato**

Increased milk production, reduced working times, cost savings, and overall increased efficiency. Great numbers achieved with Sgariboldi vertical self-propelled mixers, described through the experience of two large American companies, Union Go Dairy Farm (Indiana) and Sugar Lane Dairy Farm (Ohio)

mixer that could guarantee them the required results. This is how, Sgariboldi, the historic Italian manufacturer of mixer wagons, took its first step on American soil. And never looked back. Luca Sgariboldi, president of Sgariboldi Srl and pioneer of the American dream explains: "We have always been sure that our machines could completely revolutionize the

Sgariboldi's American experience began in 2015, with the sale of the first vertical self-propelled machine to the prestigious livestock company, Union Go Dairy Farm, Winchester, Indiana. A 1,400 dairy cow herd run with passion and dedication by Tony Goltstein together with his wife Ivonne and children Rob, Sanne and Maïke.

Having moved from Holland in 2003 to grow their business, the four members of the Goltstein family are convinced that a single and efficient self-propelled feed mixer is the best, but they could not find any brand in USA that is up to their standard in regard to quality, technical support and overall results. After a few years of research, they contacted Jim Straeter, owner of New

Holland Richmond, a local dealer they did business with, and requested him to find a



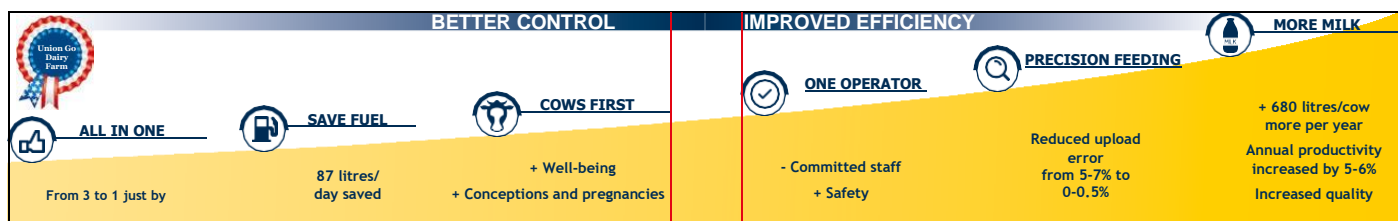
The Goltstein family in front of their Grizzly 8125/2 mixer. First on the left is Tony Goltstein, owner of Union Go Dairy Farm, Indiana

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Table1 - Comparison of self-propelled fuel consumption vs. towed

	Hours of use per day	Litres consumed per hour	Litres consumed per day	Diesel cost	Diesel cost per day	Total cost of diesel per year (365 days)
A) Sgariboldi 8125/2	3	18	54	\$0.90	\$49	\$17,739.00
B) Most towed tractor	4	22	88	\$0.90	\$79.20	\$28,908.00
C) Wheel loader	2	16	32	\$0.90	\$28.80	\$10,512.00
Total B+C	6	38	120	-	\$108.00	\$39,420.00
SAVINGS PER YEAR						\$21,681.00

Data source: New Holland Richmond, adapted to typical hours of vehicle use in mid-size farms.



The advantages of using the Sgariboldi mixer wagon as declared by the Union Go Dairy Farm

livestock feeding process on American farms, we were just waiting for the right partners and opportunity to prove it. The key word on progressive farms is efficiency. We were convinced that our machines would bring remarkable

benefits to American farms, our goals were and still are, to demonstrate the results that can be obtained by releasing the “unified” process and in turn reducing the amount of equipment being used, with great savings in fuel, time, depreciation and feed shrinkage, while maintaining a very high level of mix quality.”

In Indiana

What are the advantages of purchasing a Sgariboldi vertical self-propelled mixer? Over to Tony Goltstein, of Union Go Dairy Farm.

“I am a cow guy, not an equipment guy” says the owner of Union-Go, showing between the lines his reluctance to use multiple pieces of equipment. “In the early years in the United States I used a tractor, a trailed mixer wagon and a wheel loader to load the material. When it was time to change them, I had no doubt a self-propelled mixer was what was right for us.”

Union-Go therefore purchased a Sgariboldi Grizzly 8125/2 self-propelled vertical mixer in 2015, with 25 cubic metres (900cft). After just a few weeks, the long-awaited results came into focus. The numbers and advantages are outlined here:

a) Loading accuracy and increase in milk production.

Right from the start, the use of Sgariboldi mixers led to greater accuracy in loading the materials. Tony Goltstein indicates an average error in the loading phase of between 0 and 0.5% was obtained with the Sgariboldi mixer, compared to a percentage of 5-7% typical of the pull-type mixer wagon. “Even



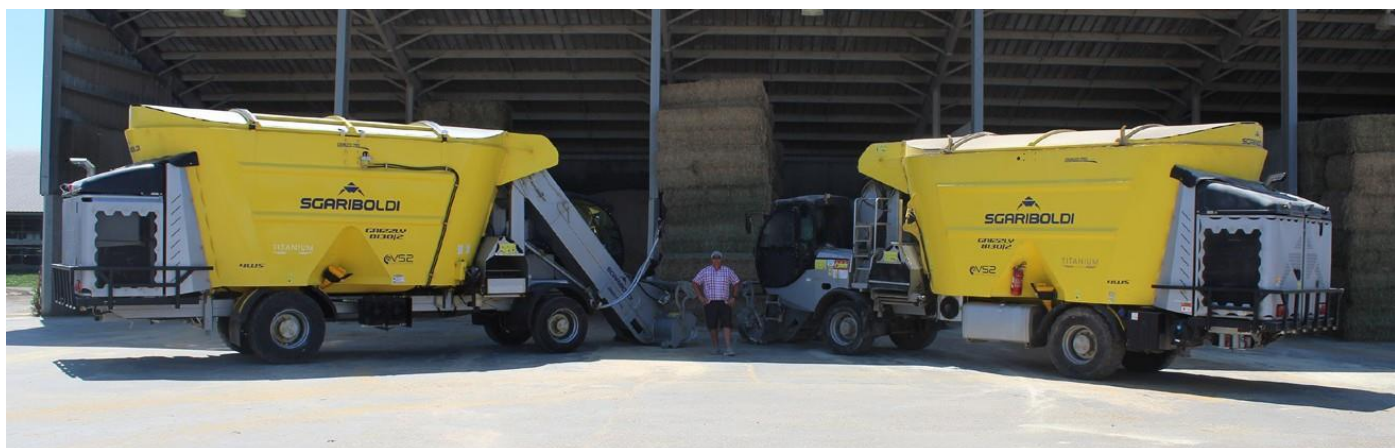
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Keith Vander Dussen, owner of three large livestock farms in Ohio



From left: Josh Alley (New Holland Richmond), Keith Vander Dussen (owner) Joel Davis (New Holland Richmond) John Retter (New Holland Richmond)



Keith Vander Dussen, between the two Titanium, on the day of delivery of the wagon to the Flatland West Dairy Farm

the least experienced operator obtained a very low margin of error, less than 1%.” “With the Sgariboldi mixer, I managed to obtain the mix accuracy I had been trying to achieve for a long time with my nutritionist” continues Goltstein, “which has led to a significant increase in the well-being of the herd and consequent improvement in conception and pregnancies.” “This was directly reflected in a sharp increase in milk production, which grew by approximately 1,500 pounds (680 litres) per cow per year.” This means that, as Sgariboldi confirms, the use of a mixer of this type

can provide at least 2 additional litres of milk per cow per day, reaching an increase in production that will settle at around 5-6% at the end of the year. The results are by no means negligible.

b) Less waste of raw materials.

Less material loss is another benefit pointed out by the owner of Union Go Dairy Farm. “The cutter allows for a clean bunker face, the material is directly conveyed into the tank through the conveyor, and contained with the drum lid, allowing for the least amount of feed shrinkage possible.”

c) Savings in fuel, depreciation, time, and maintenance costs.

One of the most tangible pluses of using the Sgariboldi mixer is certainly the fuel saving. Goltstein says: “The efficiency of the working time plays a crucial role: a mix now takes an average of 23 minutes while saving about 23 gallons of fuel per day (87 litres) per day running one engine instead of 2. Not to mention the reduction in depreciation costs over the long term, also adding in the maintenance costs derived from using a single machine for the entire process, unlike the three previously used.”

d) Safety and number of operators involved.

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Three more photos taken on the day of delivery of the third Sgariboldi wagon, destined for the Flatland West Dairy Farm in Ohio



The overall efficiency of the company is also increased by the involvement of a single operator, who can manage the entire work process by himself from inside the mixer cab. "The mixer in my company is in use 8 hours a day, 7 days a week and 365 days a year," specifies Goltstein, "and the use of the Sgariboldi mixer allowed us to go from 2 to 1 operator, who works in total safety without having to continually get off the machine and without having to face typical weather conditions of the Indiana climate." Either extreme heat or extreme cold.

Recently, the Goltstein family has bought a new self-propelled mixer, the fourth unit since 2015.

In Ohio

From Indiana to Ohio. The Midwest is home to great successes for Sgariboldi mixers; this is confirmed by Keith Vander Dussen, owner of the three large livestock farms Sugar Lane Dairy Farm, Flatland Dairy Farm and Flatland West Dairy Farm, located in northwest Ohio with a total of 5,000 dairy cows. The first Sgariboldi machine purchased

was in 2017, when Vander Dussen, convinced by the results of Tony Goltstein, a trusted friend and colleague knowing he had always been supported by the dealer - New Holland Richmond, He chose a self-propelled vertical twin auger model Grizzly 8130 for the Sugar Lane Dairy Farm. The purchase of the second Grizzly 8130/2 Titanium series for the second Flatland Dairy Farm site dates back to the end of 2020. While the delivery of the third machine took place in the last few weeks, again a Grizzly 8130/2 Titanium series, delivered to the third and

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The Grizzly 8130/2 Titanium wagon at work on the Flatland West Dairy Farm



Flatland West Dairy Farm, Indiana, is part of a group of three large Ohio livestock farms owned by Keith Vander Dussen

WHY NEW HOLLAND RICHMOND AND SGARIBOLDI WORK TOGETHER

The introduction of the Sgariboldi line of self-propelled mixers in North America represented a real challenge due to the differences in working feeding styles and climate typical of North America compared to Europe. Nonetheless, Sgariboldi and New Holland Richmond have been working together since 2015 to successfully tackle these challenges.

There is no doubt that the owners of Sgariboldi mixers have experienced the benefits of saving labour and fuel along with better ration control, everyone who has bought a Sgariboldi mixer for their farms would never consider going back to a trailed mixer.

Jim Straeter

(President of New Holland Richmond, Sgariboldi dealer in Indiana, USA)

latest company of Vander Dussen, Flatland West Dairy Farm.

“Everyone knows that in the milk production industry, profit margins are particularly tight,” says Keith Vander

Dussen, “and cutting costs without reducing production is increasingly difficult. Our experience with Sgariboldi mixers shows that, on our farms, not only have we managed to increase the quality of the ration, but we have obtained significant advantages in terms of efficiency and costs.”

Vander Dussen continues: “We moved the first mixer from Sugarlane to Flatland to test how we could manage the animal ration. With the old, towed wagon the 2,600 cows were fed with mixtures of 35-38,000 pounds of material each load (about 16-18,000 kg), while with the Sgariboldi mixer we load 18,000 pounds of material per mixture (about 8,000 kg), and yet we manage to feed the same number of animals in a shorter time. We have eliminated the need for pre-chopping material and increased the loading precision with a significant positive effect on the waste of raw materials. Our silage has never been better, clean and with minimal material loss. We are saving time, labour, fuel, and ingredients, without sacrificing the quality of the mix. We truly believe that the overall quality of the result is the best we’ve ever had to date.”

Luca Sgariboldi explains: “We knew that these machines would be ideal for companies like those managed by Keith Vander Dussen and that our loading system, with the widest cutter on the market and one of the highest working heights in the world, would be able to considerably reduce the working times typical of companies with such important loading requirements, without affecting their existing storage facilities. It is precisely thinking of markets such as the North American (and at home) that in recent years we have worked on an even higher performing machine and created the Titanium Series. We wanted to build it with special steels and stay to make it ultralight and guarantee extraordinary load capacity but also extreme handling. These successes push us to work tirelessly to raise the bar more and more and we are sure that the North American market will continue to grow for us, we will be ready to welcome all the new challenges that arise.”

Sgariboldi is currently working on expanding the sales network in the United States; in fact, in 2021 it hired two new agents, one in the US and one in Canada.