Greetings from our new Team Member

By: Libby Gaige

My name is Libby Gaige, and I am pleased to introduce myself as the new Bilingual Dairy Support Specialist here in NWNY. I grew up on a 400-cow dairy just outside of Ithaca, NY. I was always interested and involved in our family farm, and really developed a passion for dairy while studying Dairy Science at Cornell University. I graduated in 2009 with a Bachelor’s degree in Dairy Science and a minor in Spanish. During college I had two wonderful internships: one on a heifer ranch in Spain, and one at an 1,800-cow dairy in Cayuga County, NY, where I continued working for two years. There I worked with the herdsmen, gaining skills and knowledge in herd management. While at Cornell, I was also involved in the Dairy Fellows program and competed in the National Dairy Challenge. Both experiences gave me a better understanding of the problem-solving and decision-making aspects of dairy farming.

Upon graduation I departed for Guatemala, where I served for two years in the Peace Corps. I worked as a Food Security Facilitator, teaching women and children better ways to grow and prepare food in order to improve the nutrition of their families. It was a truly amazing experience, and while I know that I did have a positive influence on the people I worked with, in the end I learned much more than I was able to teach. Although I had worked with Hispanic employees on dairies in NY, living and working in a remote village in Guatemala gave me an insight into the lives of the family members who stay behind when their brothers and fathers go to work in the U.S.

I am very excited to begin working with the NWNY team. I look forward to meeting many of you soon, and hope that I will be able to provide a valuable service to you and your employees. ¡Hasta pronto!

Focus Points

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Regional Meetings & Programs

Back Cover
**Mission Statement**

The NWNY Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNY Team seeks to build producers’ capacities to:

- Enhance the profitability of their business
- Practice environmental stewardship
- Enhance employee & family well-being in a safe work environment
- Provide safe, healthful agricultural products
- Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.
Adequate and timely consumption of colostrum by the calf is a key factor that can influence calf morbidity and mortality. Colostrum is highly nutritious and contains several beneficial factors including multiple hormones that influence development of the gut and mammary epithelium, as well as IgGs necessary for a successful passive transfer of immunity. One critical aspect to colostrum management is ensuring the calf is fed as soon as possible after parturition. This is because the calf slowly loses its ability to absorb IgGs after parturition. However, high quality colostrum may not always be available for the calf to consume. For instance, the dam may produce low quality colostrum or may be positive for Johne’s disease or bovine leukemia. Under these circumstances it is important to maintain an adequate supply of high quality colostrum or colostrum replacer. High quality colostrum is superior to colostrum replacers as it contains multiple hormones that increase long-term thrift and performance, and provides IgGs specific to pathogens present on the farm.

As a result, managing colostrum supply can be a critical factor for success of the calf. Colostrum should be tested for quality to ensure a successful passive transfer. This can be done quickly using a colostrometer, which estimates total protein levels and subsequent IgGs. In general, older cows produce colostrum of higher quality compared to heifers. If colostrum quality is consistently low you may want to review your vaccination protocols with your veterinarian as colostrum quality can be improved with timely dry cow vaccinations. Dams that produce excessive quantities of high quality colostrum should have their colostrum stored in 1 liter zip lock bags and labeled with the cow identification and date. Should cows test positive for diseases that are transmissible to the calf their colostrum can be easily identified and discarded. In addition, dating stored colostrum can ensure that all colostrum fed is relatively fresh. Colostrum should then be frozen immediately to prevent bacterial contamination and preserve the nutrient content. Prior to feeding, frozen colostrum should be thawed slowly in warm water. Using excessively hot water to thaw colostrum can denature beneficial proteins and reduce the activity and availability of IgGs. Once thawed, colostrum should be fed immediately to avoid bacterial contamination. Should colostrum be left at room temperature, bacteria such as E. coli can double every 20 minutes; therefore if colostrum is not fed immediately you could be inoculating the newborn calf with E. coli while its gut is capable of absorbing complete proteins. This can easily overwhelm the calf, predisposing it to scours and septicemia. In general, calves should be fed between 10% and 15% of their body weight at the first feeding, with a second feeding of the same amount within 12 hours after birth. Reviewing your colostrum management protocols can improve overall calf health and improve the long-term thrift your animals.
Financial Condition and Performance of Organic Dairy Farm Businesses – 2010 Results

By: John J. Hanchar

Summary

* Efforts are beginning to yield consistent measures of the financial condition and performance of organic dairy farm businesses.
* Results suggest that in 2010 organic dairy farm businesses realized wide ranges in income, cost, profitability and other results. For example, labor and management income per operator/manager for the roughly 70 percent of farms around the average ranged from -$45,136 to $143,786.
* Owners of organic dairy farm businesses are encouraged to ask, “Would my business benefit from dairy farm business summary and analysis, including comparing results to others for the purposes of identifying areas for possible improvement, and monitoring progress over time?”

Background

Two or three summers ago, I was meeting with the owners of an organic dairy farm business. We were reviewing results from their Cornell University Cooperative Extension Dairy Farm Business Summary (DFBS). While reviewing results, the owners asked, “How do our results compare to others?” The owners understood the value of comparisons for the purposes of identifying possible areas for improvement. My response was that not enough organic dairy farm businesses were participating in the DFBS program at the time to provide meaningful comparisons among farms.

Things have changed since then. Efforts, including an effort funded by Organic Valley and led by Wayne Knoblauch, Professor, Charles H. Dyson School of Applied Economics and Management, Cornell University, with on campus support from Linda Putnam and Dick Overton, are now generating results in numbers adequate for meaningful comparisons. Other Cornell University staff, CCE educators and others are working with owners of organic dairy farm businesses to collect, summarize and analyze financial and other information about their businesses.

Selected results reported below for the 2010 DFBS year are preliminary. In the coming months, look for more comprehensive, detailed reporting of results.

Organic DFBS Cooperators for 2010

Seventeen cooperators provided data for the 2010 DFBS year. Selected size of business factors follow.

* Average number of cows: 130
* Worker equivalents: 4.20
* Total tillable acres: 549

Results

The ranges reported below represent the lower and upper boundaries for the 68 percent of farms, observations as measured around the average based upon 2010 data.

Rates of Production

☞ Milk sold per cow ranged from 8,280 to 16,896 pounds.
☞ Hay production measured in dry matter tons averaged 2.30 per acre.
☞ Corn silage production averaged 11.60 tons per acre.

Cost Control and Milk Price

☞ Operating cost of producing a hundredweight of milk ranged from $13.62 to $24.48.
☞ Total cost of producing a hundredweight of milk ranged from $21.57 to $43.37.
☞ Milk price per hundredweight ranged from $26.18 to $32.50.
**Profitability**

- Net farm income without appreciation per cow ranged from $138 to $1,782.
- Labor and management income per operator/manager ranged from -$45,136 to $143,786.
- Rate of return on assets without appreciation ranged from 0 to 12 percent.

**Financial Condition**

- Farm net worth at the end of 2010 averaged $1,357,162.
- Debt to asset ratio ranged from 9 percent to 37 percent.
- Farm debt per cow ranged from $1,383 to $3,957.

**Final Thoughts**

Look for more comprehensive, detailed reporting of results in the coming months.

Please contact me, if you would like to collect, summarize and analyze financial and related production results from your organic dairy farm business for purposes of answering the following questions.

- Where is the business now financially?
- Where do I want the business to be?
- How will I get the business to where I want it to be?
- Is the business realizing desired results after making changes?

Sound financial planning and control are keys to long term viability of farm businesses.
WHAT DOES THE FUTURE HOLD FOR MY WORLD?

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2011 NY Soybean Yield Contest Award Winners

By: Mike Stanyard

What a challenging season to hold the first ever NY soybean yield contest sponsored by the NY Soybean Checkoff Board. Only 16 entries from three regions submitted their yield data. All of these entries did exceptionally well when you consider the overall state soybean yield average was 43 bushels per acre. NY growers were still above the national soybean average of 41.5 bushels. The top place winners for each soybean maturity group in each region were presented plaques at this year’s NY Corn & Soybean Expo in Syracuse on January 26th.

Regional Award Winners in each Maturity Group

<table>
<thead>
<tr>
<th>Grower</th>
<th>Region</th>
<th>County</th>
<th>Brand</th>
<th>Cultivar</th>
<th>Group</th>
<th>Bu/A</th>
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<tr>
<td>David Blodgett</td>
<td>West</td>
<td>Livingston</td>
<td>Northrup King</td>
<td>S09-N6</td>
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</tr>
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<td>West</td>
<td>Orleans</td>
<td>Growmark FS</td>
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<td>West</td>
<td>Livingston</td>
<td>Northrup King</td>
<td>S24-J1</td>
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<td>60.00</td>
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<tr>
<td>Gary Pritchard</td>
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<td>Ontario</td>
<td>Channel</td>
<td>1900R2</td>
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<td>57.80</td>
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<td>Finger Lakes</td>
<td>Wayne</td>
<td>Northrup King</td>
<td>S21-N6</td>
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<td>67.08</td>
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<tr>
<td>Rodman Lott</td>
<td>Finger Lakes</td>
<td>Seneca</td>
<td>Pioneer</td>
<td>93M11</td>
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<tr>
<td>William Tack</td>
<td>Central</td>
<td>Onondaga</td>
<td>Seedway</td>
<td>2110</td>
<td>2</td>
<td>64.46</td>
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60 Bushel Club

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<tr>
<th>Rank</th>
<th>Grower</th>
<th>Bu/A</th>
<th>Region</th>
<th>County</th>
<th>Brand</th>
<th>Cultivar</th>
<th>Group</th>
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<td>1</td>
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<td>Northrup King</td>
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<tr>
<td>2</td>
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<td>Onondaga</td>
<td>Seedway</td>
<td>2110</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Paul Roe</td>
<td>63.70</td>
<td>Finger Lakes</td>
<td>Yates</td>
<td>Northrup King</td>
<td>S25-R3</td>
<td>2</td>
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<tr>
<td>4</td>
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<td>Channel</td>
<td>2300</td>
<td>2</td>
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<td>5</td>
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<td>Finger Lakes</td>
<td>Cayuga</td>
<td>Growmark FS</td>
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<td>2</td>
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<tr>
<td>6</td>
<td>Bob Pawlowski</td>
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<td>Oneida</td>
<td>Pioneer</td>
<td>92Y31</td>
<td>2</td>
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<tr>
<td>7</td>
<td>Bret Meyer</td>
<td>60.00</td>
<td>West</td>
<td>Livingston</td>
<td>Northrup King</td>
<td>S24-J1</td>
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Scott Arliss of Pit Farms in Clyde, Wayne County, was the overall winner of the first NY soybean yield contest with his entry of 67.08 bushels. Scott won a paid trip for two to the 2012 Commodity Classic March 1-3 in Nashville, TN. Congratulations Scott!

The contest will be held again in 2012 so look for applications from the NY Corn and Soybean Growers Association and NY Soybean Checkoff Board this spring. A little incentive – the Commodity Classic will be in Orlando, FL in 2013!

Scott Arliss receives his first place award from NY Corn & Soybean Growers Assn. VP Ron Robbins.
2012 NYS Dry Bean Meeting  
Monday, March 19, 2012  
9:00 am – 3:00 pm  
LeRoy Country Club, 7759 E. Main Rd, LeRoy  
(~1 mile east of Rt. 19 in LeRoy)  
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Questions: 585-394-3977 x426, aep63@cornell.edu

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Orleans Co. Fairgrounds Trolley Bldg., Route 31, Knowlesville  
Registration starts at 8:15am  

If you have any questions contact  
Vicki Jancef, ext. 33 or Kim Hazel, ext. 26, Orleans County CCE at 585-798-4265.  
Cost is $25.00 per Session or $65.00 to attend all three sessions, $45.00 if you are Enrolled in the Agriculture Program with CCE. (includes coffee and donuts for morning break).

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for information go to www.DairyofDistinction.com
Apply on-line or print a copy of the application form.
Applications must be submitted by April 15th.

Attractive farms give the consumer greater confidence in the wholesomeness of milk and stimulate milk sales which encourages public support of the dairy industry. The award gives recognition to the dairy farmer for maintaining a well kept farmstead.

All Northeast dairy farmers producing milk for sale are invited to submit an application for the award. Dairies receiving the 10 highest scores in each of the 10 districts will receive an 18” X 24” Dairy of Distinction sign to be displayed in front of their farm.

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www.reisdorfbros.com
By: Fay Benson – SCNY Dairy Team

The USDA classifies New York as an underserved state for crop insurance, meaning we aren’t using crop insurance to cover our agricultural production at rates seen in other areas of the country. This will put New York at a disadvantage with the direction that the Farm Bill is heading, which is away from Direct Payments and Disaster Assistance to more of a reliance on Risk Management for farmer’s protection from disaster events. The January 2012 report from the Congressional Budget Office crystallizes this direction.

Mandatory spending for agricultural support totaled $15 billion in 2011; it is projected to average $16 billion in each year between 2012 and 2022, under the baseline assumption that current farm programs remain in place after the 2008 farm bill (the Food, Conservation, and Energy Act of 2008, P.L. 110-246) expires in 2012. That spending will dip in 2012, to about $13 billion, largely because of changes in the timing of mandated payments for crop insurance and commodity programs. Starting in 2013, spending for the crop insurance program is expected to rise as a result of projected increases in crop prices and the value of insured crops. The higher spending for crop insurance will be offset by the scheduled termination of some other agricultural support programs, such as agriculture disaster assistance and payments to tobacco growers.

If Crop Insurance is to become one of the key avenues for farms to receive federal protection from adverse weather or market events, New York Farmers will be at a disadvantage since they have not had the experience of using it on their farms. They will need to learn more about Crop Insurance and how it can fit their farm. If a natural disaster occurs or market prices plunge, crop insurance allows the producer to pay bills and remain in operation. Beyond this fundamental strength, there are other benefits of crop insurance to producers, government and the public.

♦ Producers Share in the Program Cost. When a producer wants crop insurance coverage, the producer must pay for it. While the program is partially subsidized by the government, producers have substantial “skin in the game.”

♦ Producers Receive Crop Insurance Indemnities in the Timeliest Way. While some farm programs may make payments fairly promptly, such as marketing loan benefits, others pay out long after the payments are needed. For example, the Supplemental Revenue Assistance Payments Program (SURE) payments may occur about 1 ½ years after harvest. Crop insurance policies require the companies to pay within 30 days of claim settlement. Losses due to disasters like floods or hurricanes and prevented planting and replant payments may be paid well before harvest.

♦ Producers Can Use Crop Insurance as Collateral for Loans. When bankers loan to a producer, they require an expectation that the loan can be repaid. Many producers use land, equipment or crops as collateral to secure the loan.

♦ Producer Indemnities are not Capped by Arbitrary Payment Limits. There are no income caps to be eligible to buy crop insurance, and crop insurance premium subsidies and indemnities are not limited.

♦ Crop Insurance Has Already Contributed to Deficit Reduction. While the budget for the new farm bill remains uncertain, it is likely to be quite limited. The crop insurance program has the benefit of having recently undergone substantial budget cuts, most of which have been earmarked for deficit reduction.

To learn more about Crop Insurance in New York contact your county Cornell Cooperative Extension Office. You can also visit NYS Department of Agriculture and Markets Crop Insurance Education Program at: http://www.agriculture.ny.gov/AP/CropInsurance.html or contact Sarah Johnston at: 518-457-4531, or sarah.johnston@agriculture.ny.gov


Source: National Crop Insurance Services TODAY, February 2011
March is Frost Seeding Time!

By: Nancy Glazier

This year the calls began the first week of January. When should I frost seed? March is a great time to add some legumes into your pastures or hayfields. It is a way to improve pastures without losing a production year. Added legumes will boost production and fill in thin patches or bare spots; they will provide needed nitrogen to the grasses already growing, and provide protein for the livestock. Little or no tillage is involved which reduces the potential for soil erosion. Hopefully, you did your homework last fall by checking the forage quantity, types and groundcover. If not, take a walk!

Frost seeding is the same as any other type of seeding or planting; seed-to-soil contact is critical. What works with this technique is the freeze-thaw process in late winter/early spring. As the days get above freezing and nights are below freezing, this action works the seeds down into the soil in preparation for germination. Your best option is to spread the seed on frozen ground to reduce the potential to rut up the pasture.

Legumes work best for frost seeding due to the shape of their seeds. Success will vary farm to farm, but clovers will establish better, specifically red clovers. They are shorter-lived in a pasture; a way to offset that would be to frost seed red clover with slower-establishing birdsfoot trefoil. By the time the clover dies out, the trefoil will be growing well. Another way would be to routinely frost seed half of their pastures every year. It can be an inexpensive improvement. Alfalfa can be frost seeded, but don’t try to seed into a field with alfalfa (even a thin stand) growing. The existing plants have an allelopathic effect on alfalfa seedlings; they won’t let them grow and become established. Suggested rates are below. The price of seed is relatively low, so don’t skimp.

Frost seeding grasses may have limited results, but is more successful with bunch type grasses like orchardgrass. Try seeding some on a small scale. If the pasture is tall or matted, your success with grasses or legumes may be limited. An option to try is to broadcast the seed and let livestock in – carefully – for a flash or quick grazing. Between their minor munching and hoof action, the seed will have a better chance of reaching the soil. Also, a light disking or harrowing could scratch the ground enough to let the seed get down the soil to grow. You may need to frost seed grasses and legumes separately due to the seeds different shape.

Equipment for frost seeding can be as little or as big as needed. The size of the pasture or field will dictate what’s needed, unless you have time to walk a large field with a small cyclone spreader.

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**Lbs/Ac**

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<tbody>
<tr>
<td>Red Clover</td>
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<tr>
<td>Ladino Clover</td>
<td>2 to 5</td>
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<tr>
<td>Birdsfoot Trefoil</td>
<td>5 to 8</td>
</tr>
<tr>
<td>Alfalfa</td>
<td>6 to 10</td>
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For quality bovine hoof trimming at reasonable prices, call

**Robert Sturm**

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Page 12
A broadcaster can be mounted on the back of an ATV or small tractor. Fertilization will help seedlings get established as well as existing grasses. Wait till late summer if a soil test shows phosphorous or potassium is needed.

Sometimes overgrazing or continuously grazing will leave bare or thin spots, or kill the existing legumes. Frost seedings can be done to improve the stand, but this will only be a short term fix. Rotationally grazing is the best way to improve a stand for the long term. Frost seeding will return legumes to the pastures; dividing the pasture into at least four paddocks will provide forages time to rest and regrow through the growing season. Grazing needs to be carefully managed early season to prevent damage to the tender seedlings, yet allow light to reach them.

Who can predict what this spring will be like? Dry spring conditions will discourage seed germination. Unfortunately, there is no way to control this. With the seed in place, there is a chance that it will germinate and grow when sufficient moisture is there.
Drug Therapy Standards – Not Just for Milking Age Cattle

By: Jerry Bertoldo

Replacement animals are out of the farm’s mainstream of activities most of the time. The housing is separate, the feeding system can be different, the personnel are often dedicated to just young stock and treatments are less worried about as far as drug residues. The Dairy Calf and Heifer Association (DC&HA) over the last few years has developed a very useful set of guidelines known as “Gold Standards” covering a wide variety of best management practices for calf raising. The latest, Gold Standards III, covers animal welfare. Drug therapy standards are a part of this section.

Without the serious risk of drug residues and relatively little veterinary oversight, the replacement enterprise on most farms is generally not as intensely managed as the dairy operation. Record keeping and protocols are less prevalent. Drug storage and labeling does not come under the milk inspector’s scrutiny. In reality, there is more flexibility for extra label use in young stock. This, however, legally requires veterinarian driven protocols.

Besides the dose, length of treatment and withdrawal considerations, calf/heifer medicating via injection should incorporate injection site guidelines. Beef Quality Assurance (BQA) is a program aimed at minimizing the trim from a carcass at slaughter. Since most dairy animals will enter the beef market at some point it is important to adopt injection site strategies that limit these losses. Starting with a BQA approach for calves conditions employees to instinctively know where vaccines and injected treatments should be administered. Research has pointed out that irritating injections will lead to undesirable changes to muscle tissue that will not heal with time.

It is interesting to note that the movement towards better pain intervention and prevention does not make BQA compliance any easier. Flunixine, a commonly used anti-inflammatory and pain killer, as a stand-alone product must be given intravenously according to the label. Administration in the muscle is much easier, but creates intense irritation and scarring. Other analgesic products presently available need FDA approval for cattle use.

Drug therapy standards posted by the DC&HA (visit at calfandheifer.org) include:

- Use drug therapy as prescribed by the herd veterinarian to treat disease and relieve pain and suffering.
- Follow BQA guidelines for handling and administering medications.
- Develop written, on-label treatment protocols with the herd veterinarian.
- Train new employees on diagnostic and treatment procedures and review with veterinarian and employees quarterly.
- Follow label instructions for dosage, treatment frequency, route of administration, age restrictions, withdrawal times and storage recommendations.
- If animals do not respond to treatment protocol within 48 hours, seek veterinary examination.
- Discard expired or contaminated drugs.
March 2012
3  Beef Quality Assurance Training, 9:30 a.m. - 2:30 p.m., Tamberland Farm, 4117 State Route 364, Canandaigua,
   Contact: Nancy Glazier: 585.315.7746
8  Farm Disaster Preparation Certificate Course, 8:30 a.m. - 2:30 p.m., CCE-Genesee Co., 420 East Main Street, Batavia,
   Cost: $35.00 per person, To register contact: Jan Beglinger, 585.343.3040 x132 or jmb374@cornell.edu

Quality Milk Production
Classes to be held simultaneously at

Ontario County CCE
480 North Main Street, Canandaigua

Wyoming County CCE
401 North Main Street, Warsaw

May 1, 3, 8 & 10, 2012  6:30 - 9:00 p.m.
On farm sessions to be announced

What’s on the Agenda?

- Basics of Milk Production
- How Milking Equipment Works
- Equipment Analysis
- Milking Routines
- Monitoring Milk Quality
- Maintaining Udder Health

Cost: $50.00 per person and includes resource materials
To Register Contact: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu
Questions?? Contact: Jackson Wright: 585.746.3016 or Jerry Bertoldo: 585.281.6816

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