NYFVI Funding Awarded For Improving Milk Quality

By: Tristan Zuber, Harvest NY

The New York Farm Viability Institute recently awarded $148,598 to the Milk Quality Improvement Program and the Harvest NY Program for a project involving source identification and education on entry of spore-forming bacteria at the dairy farm level. Spore-formers are generally not evaluated by processors as quality indicators like Somatic Cell Count and Standard Plate Count, but have significant quality impacts. Additionally, low somatic cell counts or low Standard Plate Counts are not necessarily indicative of low spore counts.

Spore-forming bacteria are ubiquitous in the natural dairy farm environment and have been shown to enter the milk continuum on the farm, survive processing conditions such as pasteurization and can cause deterioration in finished product. Spore-forming bacteria include Clostridium tyrobutyricum, the causative agent of late-blowing in aged cheeses. This causes the cheese to be non-saleable. Other spore-formers are responsible for reduced shelf life of fluid milk and dairy powders. Some export markets require dairy powders to adhere to stringent standards, which include low spore counts. As a result, spore-forming bacteria can have a significant economic impact on dairy foods processing and the dairy industry.

The recently funded project involves selecting NYS farms of varying management practices and sample environmental sources along with raw bulk

Continued on page 3

Focus Points

New OSHA LEP Resources  
Boost Your Beef Farm Profits with Business Analysis  
New FDA Plan for Antibiotic Use  
Variable Rate Fertility Management  
NY Corn & Soybean Growers Association Yield Contest Winners  
Winter Dairy Management  
Step It Up in 2014 Grazing Conference  
Regional Meetings
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.
tank milk on a quarterly basis. Spore-forming bacteria will then be identified using plating and DNA fingerprinting techniques and be correlated with respective environmental sources. Once environmental sources of contamination are identified, best management practices will be developed to reduce the transmission of spore-formers to raw milk. Regional workshops will then be held in collaboration with cooperatives and farmer-based organizations to educate the dairy production industry on control of these spore-forming bacteria that affect finished dairy product quality. The project will be completed by December 2015. This project will benefit the New York state dairy industry and dairy farmers in particular by providing the tools needed to produce raw milk with low spore counts; in the not too distant future it is likely that at least for certain raw milk uses premium prices will be paid for raw milk with low counts for certain target spore-formers.

Free Wrapped Bale Silage Making Seminar

February 12

11: 00 a.m.
Java Farm Supply, North Java

RSVP: Mike: 585-457-9421

These seminars will feature Mr. Bernard Adam, an internationally known speaker on the subject of high moisture baled hay. He has given over 600 seminars in 40 U.S. states and all over Canada. He has worked closely with several U.S. universities studying the comparison of the benefits of wet versus dry hay.

Several topics will be covered:
- The right and best hours of the day to mow
- The best type of mower to consider
- Proper windrow width
- When to start baling
- Bale size
- Baling speed
- Handling/storing/conserving wrapped bales
- Digestibility of wet and dry hay
- Potential gains in milk production/weight for dairy and beef operations
- The economics of wet vs dry hay

These seminars are being sponsored by Laporte Farm Equipment, Java Farm Supply, Cummings & Bricker Inc, and Tube-Line Manufacturing. The programs will start with lunch, followed by the presentation by Mr. Adam, which usually lasts 45 minutes to 1 hour, plus question/answer session.

Please RSVP by February 4th at the above phone number to reserve a seat.

CUMMINGS and BRICKER INC.
www.cummingsandbricker.com
sales@cummingsandbricker.com
NEW OSHA LEP Resources

By: Libby Gaige

By this time most dairy producers are familiar with OSHA, the Occupational Safety and Health Administration, but do you know what LEP stands for? LEP is the Local Emphasis Program, which was officially announced for New York State on October 1st, 2013, and will most likely begin sometime around July 2014. Farms that fit at least one or both of the following definitions could be subject to an LEP inspection:

- Farms that have had more than 10 total employees, not including immediate family members, at any time in the past 12 months preceding the day an inspector shows up (1 part time employee is equal to 1 full-time employee); and/or
- Farms that have provided housing on the farm to temporary labor at any time in the past 12 months preceding the day an inspector shows up, even if the housing was only for just one person.

(Don’t forget that any farm that fits these definitions could also be inspected by OSHA if there is an accident on the farm or if OSHA receives a complaint about the farm.)

This information comes from a new page on the New York Center for Agricultural Medicine and Health’s (NYCAMH’s) website: http://www.nycamh.com/osha-ny-dairy-lep/. NYCAMH is now part of the OSHA Work Group that was formed in fall 2013, including Cornell PRO-DAIRY, Northeast Dairy Producers Association (NEDPA), New York Farm Bureau, and Cornell Cooperative Extension (CCE). This page has many resources and lots of information to help the dairy farm owner/manager learn how to prepare for a possible OSHA inspection.

If you have been lax in your on-farm preparation for the OSHA LEP, the first resource on this site to take a look at is the New York OSHA Regional Notice. This notice comes from the regional OSHA office in Syracuse, though the LEP will also involve the Buffalo and Albany OSHA offices.

Once you have a handle on what the LEP looks like, take a look at the OSHA LEP Training Binder. This resource guides you through the “OSHA Dairy Dozen,” or the twelve areas that OSHA will focus on in their inspections. For each area you will find guidance documents, training requirements, resources and required documentation.

Next, put your farm to the test by conducting a self-audit, using the Farm Safety Checklist. This will help you to target areas on your farm that need some work.

Do you know when you need to report accidents to OSHA? The OSHA Record Keeping Standard explains what is required of all industries (orally reporting the death of an employee from a work-related incident within eight hours), and the additional recordkeeping regulations required of farmers. This includes maintaining records of all serious occupational injuries and illnesses.

Last but not least is the Safety Training Roster, which you can use for any on-farm training. If you need to purchase safety equipment for employees, such as gloves, glasses, or PTO shields, take a look at the PPE Online Catalogue.

Though I’ve yet to talk to a dairy producer excited about tackling the challenge of getting their farm into compliance with OSHA, it should really be a priority. Being proactive could potentially save you thousands in fines, while also granting you peace of mind in knowing that your employees are working in a safe environment.
Northwest New York is home to over 1000 beef cow enterprises. In 2007, the average number of cows per beef operation in the region was less than 20. Across the region, there are over 18,000 beef cows according to the census of agriculture. Collectively, these operations make an important contribution to the economy of the region and to families’ livelihoods.

By casting an analytical eye on their beef enterprise, a farm manager can find ways to improve the financial performance of their business. A beef farm business summary can help a farm to do just that. The farm manager gathers data about production performance and financial outcomes of their business and works with an extension educator to organize the information into a similar format to other beef farm businesses across the state and the nation. Once the data is organized the farm will be able to compare their performance from year to year and to other participating farms across the state and nation. These comparisons often provide insight into areas where a business can make a few changes and improve performance outcomes.

2014 will mark the launch of a statewide business summary program for beef farms. Mike Baker of Cornell University and more than a dozen CCE offices are working together to make FINPACK, a respected farm business analytical tool, available to beef farms across the state. FINPACK is offered by the University of Minnesota’s Center for Farm Financial Management, and is used to analyze beef operations in other parts of the country. Business management educator, Joan Petzen participated in a training to learn FINPACK in December and will work with beef farmers to develop farm business summaries in early 2014. Educators plan to collectively complete at least 30 beef farm business summaries across the state, and start developing statewide benchmarks. This in turn will help Cornell Cooperative Extension better meet the needs of our beef farmers by identifying where New York beef farmer have opportunities to capture greater financial returns.

If you are interested in participating, please contact either Nancy Glazier (nig3@cornell.edu or 585-315-7746) or Joan Petzen (jsp10@cornell.edu or 585-786-2251). Joan will work with you to complete the business summary. Information we will collect will include your inventories of feed and livestock on 12/31/2013, your cropping history and livestock sales in 2013, and financial information similar to that reported on a Schedule F. All information is confidential, and reports comparing operations between different farms will not disclose information about individual operations.

Please contact either Nancy or Joan if you have any questions. We are looking forward to working with beef farmers in our region to develop a new tool that could prove to be of immense value to this sector of our agricultural community and economy.
New FDA Plan for Antibiotic Use

By: Jerry Bertoldo & Nancy Glazier

Certain antibiotics have historically been used in the feed or drinking water of cattle, poultry, hogs, and other food animals for production purposes such as using less feed to gain weight. Some of these antibiotics are important drugs used to treat human infection, prompting concerns about the contribution of this practice to increasing the ability of bacteria and other microbes to resist the effects of a drug. Because antimicrobial drug use in both humans and animals can contribute to the development of antimicrobial resistance, the U.S. Food and Drug Administration (FDA) sees that it is important to use these drugs only when medically necessary.

In a final guidance issued, the FDA lays out a road map for animal pharmaceutical companies to voluntarily revise the FDA-approved use conditions on the labels of “medically important” antimicrobials in food animals for production purposes, such as to enhance growth or improve feed efficiency. The plan would also phase in veterinary oversight of the remaining appropriate therapeutic uses of such drugs under the Veterinary Feed Directive (VFD). Only antibiotics that are mixed in feed or added to drinking water are under consideration in this new plan. Once a manufacturer voluntarily makes these changes, its medically important antimicrobial drugs can no longer be used for production purposes, and their use to treat, control, or prevent disease in animals will require veterinary oversight.

From previous statements it is probable that the FDA will seek the elimination of OTC status for any antibiotic whether administered through feed and water or via individual treatment such as injection or bolus.

The VFD was implemented by FDA in 2000 in order that certain new animal drugs, vital to animal health, could be approved for use in animal feed, but only if the medication of feeds is administered under a veterinarian’s order and supervision. The VFD strictly prohibits extra label drug use (ELDU) and directing combinations of antibiotics in feed if not preapproved. The VFD has been most successfully used in the swine industry, but has seen limited application in cattle production. Some changes will be needed in the VFD in order to place presently classified OTC feed and water additive antibiotics under veterinary supervision. Such use in minor species will most likely be addressed as well.

Monensin (Rumensin®), technically an antibiotic as well as an approved growth promoter, will remain a legal feed additive formulated and blended by feed mills not requiring veterinary oversight. Monensin and other ionophores (Bovatec® and Cattlyst®) have no importance in human medicine. Provisions are being advanced to avoid cumbersome procedures when certain OTC feed additives come under the Veterinary Feed Directive enabling feed mills to efficiently formulate feeds with approved antibiotics under veterinarian direction for “judicious therapeutic uses”.

The FDA is asking animal pharmaceutical companies to notify the agency of their intent to sign on to the strategy within the next three months. These companies would then have a three-year transition process. The guidance for animal pharmaceutical companies is now in final form and the proposed VFD rule is open for public comment until March 12, 2014.
NOW is the time to start a Dairy Profit Team, with a grant from NYFVI

The New York Farm Viability Institute has funding to help over 50 farmers create Dairy Profit Teams. Now is the time to apply for a Profit Team grant from NYFVI.

A Dairy Profit Team is a group of agricultural professionals, assembled by the farmer, who meet regularly to discuss that one dairy farm, explore options together, and make recommendations to improve the business. These teams are facilitated and typically meet for 90 minutes every other month.

The NYFVI Dairy Profit Team Program provides funding to help pay for 80% of team consulting fees and related costs, up to $2,500, when a farmer holds a minimum of 7 team meetings during a 15 month period. Applications to participate in the NYFVI Dairy Profit Team Program are being accepted now. Applications, a PDF brochure, and other information about Dairy Profit Teams are on the Dairy Profit Team page of the NYFVI website, www.nyfvi.org.

If you would like to get printed copies of the Dairy Profit Team brochure and applications, or if you have questions about the NYFVI Dairy Profit Team Program, contact Kristin Cleveland, Program Coordinator, at kcleveland@nyfvi.org or 315-453-3823 X 103.

Upcoming Webinars:
Heat Stress Abatement in Dairy Shelters
February 11, 8:30 - 10:00 a.m.
Penn State Extension
(http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series)

Forage Fermentation: How to Make Good Silage
February 17
Presented Dr. Limin Kung
University of Delaware
(http://www.extension.org/pages/29156/upcoming-dairy-cattle-webinars)

Robotic Milking Edition
February 25, 8:30 - 10:00 a.m.
Penn State Extension
(http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series)
Variable Rate Fertility Management

By Bill Verbeten

Fertility is the foundation of high yields. Defining management zones that vary in lime and fertilizer requirements (often based on soil type) are key for successful variable rate management. The full version of this article is available at http://nwnyteam.cce.cornell.edu/submission.php?id=315&crumb=forages|2.

Management zones combine soil tests, soil conductivity maps, soil type maps, satellite/aerial images, and multiple years of yield data. Most farms have at least three management zones (low, medium, and high yield potentials), though some have many more. There may not be enough of a difference to justify variable rate applications on all fields and equipment may not be available to apply at variable rates prescribed.

Variations in soil pH should be determined within each management zone or based on soil type. A sandy soil needs 0.5 ton/A of lime to raise the pH from 6.0 to 7.0, while a loamy soil needs 1.5 tons/A & a clay would need 3.0 tons/A. On-the-go sensors have great potential to map field pH levels, but in-field measurements of crop nutrients are still in the early stages of development.

Crops remove higher amounts of potassium and nitrogen than other any other nutrient, Table 1, making them the best candidates for variable rate management. Soil types supply variable amounts of potassium. Corn on a very-low testing clay only requires ~50 lb. K₂O/A, but a silt loam would need ~80 lb. K₂O/A and sand ~120 lb. K₂O/A. Additionally crops remove different amounts of potassium, Table 1. Alfalfa and soybean fields have potassium high demands. Nitrogen variable rate management is often based on GreenSeeker® readings during the growing season. We will be evaluating GreenSeeker® during 2014 and are currently seeking farms. Besides corn, variable nitrogen management is being used in wheat. Manure history is a wild card and field-by-field evaluation is necessary to test responsiveness of variable nitrogen management.

**Table 1: Crop Nutrient Removal**

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Corn (250 Bu)</th>
<th>Soybeans (80 bu)</th>
<th>Wheat (100 bu)</th>
<th>Alfalfa (6 ton DM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>N</td>
<td>188</td>
<td>300</td>
<td>117</td>
<td>350</td>
</tr>
<tr>
<td>P₂O₅</td>
<td>115</td>
<td>151</td>
<td>77</td>
<td>92</td>
</tr>
<tr>
<td>K₂O</td>
<td>60</td>
<td>142</td>
<td>50</td>
<td>360</td>
</tr>
<tr>
<td>Ca</td>
<td>7.5</td>
<td>30</td>
<td>3.3</td>
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<tr>
<td>Mg</td>
<td>23</td>
<td>16</td>
<td>17</td>
<td>40</td>
</tr>
<tr>
<td>S</td>
<td>19</td>
<td>37</td>
<td>6.6</td>
<td>44</td>
</tr>
<tr>
<td>Cu</td>
<td>0.1</td>
<td>0.08</td>
<td>0.07</td>
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</tr>
<tr>
<td>Mn</td>
<td>0.13</td>
<td>0.10</td>
<td>0.17</td>
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<tr>
<td>Zn</td>
<td>0.23</td>
<td>0.08</td>
<td>0.26</td>
<td>0.62</td>
</tr>
</tbody>
</table>

Source: Adapted from Table 9-1, pp. 299-300 in Soil Fertility and Fertilizers

Variable rate management is common for phosphorous in grain crops, but fertilizer placement is as important as the rate of phosphorus fertilizer applied. Work from Ontario has shown a larger yield response from placing MAP near the wheat seed compared to broadcasting 4 times as much MAP on the surface. Manure history will also affect the breakeven of variable phosphorus applications.

Most crops respond to sulfur applications in the 15-25 lb./acre range. It may be difficult to vary sulfur applications due to the relatively low levels of application and the type of application equipment available.

Variable rates of lime based on correcting soil pH will likely supply calcium and magnesium needed by crops that is not already supplied by the soil. All liming materials contain very high levels of calcium (and some supply magnesium), many Northeast soils contain high amounts of calcium and magnesium, and crop removal of calcium and magnesium is relatively low compared to other nutrients for most crops, Table 1. If soil Mg tests are low, dolomitic lime should be instead of a CaCO₃ (high calcium) lime to replace the Mg removed by the crops.
The likelihood of micro-nutrients responding to variable rate management is very low. Zinc applications are becoming more common in corn, manganese in soybeans, and boron in a variety of crops. If foliar applications of micro-nutrients are attempted, they should be based on tissue tests. Sandy & muck soils, soils without manure history, and soils with extreme pH levels (<6.0 or >7.0) are most likely to respond to micro-nutrients.

**Precision Agronomy**

February 18, 20, 25, 27 & March 1

To assist in bridging the gap that may exist on your farm between the use of precision agriculture equipment and the improvement in soil management and crop yields, a new skills training module will be offered.

“Precision Agronomy” will be offered collaboratively between the NWNY Team, WCDI, Western NY Crop Management Association, and Monroe Tractor. Bill Verbeten of the NWNY Team has helped to bring together the precision agriculture side of the management paradigm to meld with the agronomy sector. The marriage of these two sectors in one module is vital to maximize the use of the equipment and to assist in the proper management of soils to optimize yields. Instructing with Bill Verbeten in this module will be staff members of the Western New York Crop Management Association, and Seth Conway of Monroe Tractor. Topics of discussion included in this module will concentrate on how flow and application is controlled, components to control flow, data collection on the front end, making precision agronomy happen in the field with section shutoff, precision planting, calibrations, and variable rate application. Data management at the back end will be discussed by addressing what makes the process work and how to start managing and best utilizing the massive amounts of data collected. A farmers’ panel will end the module discussing the challenges to using precision agronomy, why did I get into precision agronomy and what’s my next step. Hands-on activities for this module will include a machine shed walk – through, application equipment, scales for calibration, combine and forage harvester, etc. Again the ultimate goal of this module is to enhance knowledge gain for producers and farm employees interested in learning more about the use of precision agronomy on farm and how to best use the data collected.
The annual corn and soybean yield contests are sponsored by the NY Corn & Soybean Grower Association. Congratulations to our 2013 NY Corn Champion, Henry Everman and our NY Soybean Champion, Brad Macauley. Both win all expense paid trips to the 2014 Commodity Classic in San Antonio, Texas.

### NYS 2013 Corn & Soybean Yield Contest Winners

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Town</th>
<th>County</th>
<th>Hybrid Brand</th>
<th>Number</th>
<th>Yield</th>
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<td>1</td>
<td>Henry Everman</td>
<td>Dansville</td>
<td>Livingston</td>
<td>DEKALB</td>
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<td>DEKALB</td>
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<td>280.33</td>
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<tr>
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<td>Charles Campbell</td>
<td>Nichols</td>
<td>Tioga</td>
<td>DEKALB</td>
<td>DKC 52-04</td>
<td>274.10</td>
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<tr>
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<td>Marc Krieger</td>
<td>Pittsford</td>
<td>Monroe</td>
<td>Hubner</td>
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### NYS Regional 2013 Corn Yield Contest Winners

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### NYS Regional 2013 Soybean Yield Contest Winners

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</table>
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www.reisdorfbros.com
Winter Dairy Management - 2014

Milking System Efficiency – “Milking it for all it’s worth!”

March 5, 9:30-3:15 p.m., Jordan Hall, Experiment Station, Geneva
March 14, 9:30-3:15 p.m., Breezy Hill Party House, 2875 Merchant Rd., Warsaw

Low Cost Parlors- Options and Considerations
Budgeting for a Dairy Modernization Capital Investment in a Realistic Way
David Kammel, University of Wisconsin, Professor of Biological Systems Engineering

Parlors - Typical Intervals for Maintenance and Improved Efficiencies
Rick Watters, DVM, PhD - Sr. Extension Veterinarian, Quality Milk Promotion Services

Business Planning for a Successful Project
(with an overview of the NYS Dairy Acceleration Program)
Jason Karszes, Betsey Howland or Caroline H. Potter - PRO-DAIRY, Cornell University

Robotic Milking Systems – A Different Management System
Beth Dahl, Dairy Modernization Specialist, Cornell Cooperative Extension or
Kathy Barrett, Dairy Management, PRO-DAIRY, Cornell University

To Register: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu
For more information and registration form go to: http://nwnyteam.cce.cornell.edu/index_real.php

Please participate in this survey!

Do you notice changes in seasonal weather patterns? Do you have a need for better weather forecasting to manage your operation? Tell us about it! We have developed this survey for producers and plan to aggregate the results to share them at the 2014 NEDPA meeting in March (session details: March 20th at 11AM) (this is the ONLY use of the responses collected).

This survey is designed to get producers’ perspectives on extreme weather events that seem to be increasing in frequency, and to gauge what steps producers are already taking to combat heat stress in dairy cows. Feedback from this anonymous survey will help to direct our programming towards your needs and to address concerns you have with regards to impacts of climate on your dairy operation.

To access the survey: https://cornell.qualtrics.com/SE/?SID=SV_8dg7TIHZS5k8CUvP
We thank you in advance!
Jenny Pronto and Curt Gooch
Cornell PRO-DAIRY

You can access the survey by using this QR code. Use the App store on your smart phone to find a free QR app!

All survey participants will be entered into a raffle for a chance to win a grand prize!
Step it Up in 2014 Grazing Conference

February 25
Registration: 9:00 a.m.
10:00 a.m. - 3:00 p.m.

NEW LOCATION! CCE - Orleans County, Trolley Building, 12690 NYS Route 31, Albion

Extending the Grazing Season in NY, Bill Verbeten
Economic Benefits of Correcting Soil Health in Pastures, June Grabemeyer
Fodder Research Update, Fay Benson
Crop Insurance Update, Fay Benson
Dairy & Beef Pasture Management Farmer Panel
Tools for Pasture Recordkeeping, Joan Petzen & Nancy Glazier

RSVP: February 18
Registration: Cathy Wallace, 585.343.3040 x138 or cfw6@cornell.edu
$40 not enrolled in NWNY Team ***, $30 if enrolled in the NWNY Team, $25 ea. Additional person same farm/business
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**February 2014**

5  *WNY Soybean/Small Grains Congress*, 10:00 - 3:00 p.m., Registration: 9:00 a.m., Clarion Hotel, 8250 Park Road, Batavia. To register contact: Cathy Wallace, 585.343.3040 x138 or cfw6@cornell.edu

6  *Finger Lakes Soybean/Small Grains Congress*, 10:00 - 3:00 p.m., Registration: 9:00 a.m., Holiday Inn, 2468 NYS Route 414, Waterloo. To register contact: Cathy Wallace, 585.343.3040 x138 or cfw6@cornell.edu

28  *Farming as Part of Your Retirement & Estate Plans*, 9:00 - 2:00 p.m., CCE-Ontario Co., 480 N. Main St., Canandaigua. Cost: $25 per person, **RSVP by: February 25.** Registration: Nancy Anderson, 585.394.3977 x427 or nea8@cornell.edu

**March 2014**

19-20  *Northeast Dairy Producers Association (NEDPA) Conference*, Holiday Inn, Liverpool

29  *Pastured Poultry Workshop*, Riga Town Hall, Churchville, NY. Cost: $15. Registrations contact: Nancy, 585.315.7746

**April 2014**

8  *Herd Health and Nutrition Conferences*, Syracuse, NY

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