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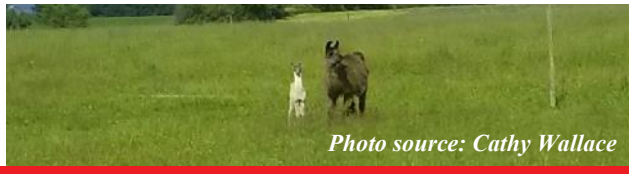
Photo source: Cathy Wallace

NORTHWEST NEW YORK DAIRY, LIVESTOCK & FIELD CROPS TEAM

Ag Focus

Producing High Health Calves

By: Nancy Glazier

I recently had the opportunity to attend the 2016 Cattle Industry Convention and National Cattlemen's Beef Association. I attended the Beef Quality Assurance State Coordinators meeting and Cattlemen's College®. The college was broken down into breakout sessions with six presentations to choose from; it was a tough choice. Tracks included Healthy Cattle, Healthy Business; Advances in Cattle Nutrition; Industry Hot Topics; Your Business, Our Industry; Evolving Beef Production; Creating the Future. I tried to pick and choose a variety for the three sessions available. This article will highlight the presentation, Producing High Health Calves with presenter W. Mark Hilton, DVM, Clinical Professor, Food Animal Production Medicine at Purdue University.

This is a subject important to all cow/calf operations, large, small, and everything in between. Sick cattle cost money; it costs to treat them, and they generally gain less and never catch up. He cited a 2014 study showing on average, cattle feeders lost $119 on every animal that was treated for sickness one time. If an animal was treated twice, lost income increased to $365. With increased attention to nutrition and management provided along the supply chain, treatment costs could be reduced.

Dr. Mark Hilton at the Cattlemen's College

Photo source: Nancy Glazier

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Photo source: Cathy Wallace

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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.

Continued from page 1

Hilton noted studies on fetal programing and epigenetics (how genes are influenced by environment) that show the importance of cow nutrition in the last two months of gestation where 75% of fetal growth occurs. This impact on a cow impacts her, her calf, along with the next calf, since rebreeding needs to be managed for. Studies have shown providing protein supplementation to deficient cows at this time increases calf weights, with more intramuscular fat (marbling) and overall body fat at harvest.

He recommends working with your veterinarian to develop a biosecurity plan. This includes vaccination and deworming program for the herd. Timing of vaccines and application method for dewormers is as critical as product choice. Many producers consider their herds 'closed,' but Hilton estimates 99% are 'open.' At some point they bring in diseases on "four legs:" bulls, heifers, or feeder calves. This opens the herd up to diseases. Many producers pay good money for disease!

Calf focus – start by not fighting nature. Work to optimize calving season for the time of the year that is optimal for the calf and optimal for rebreeding the cow. Hilton's rule of thumb for calving is 30-30-30: 30 minutes for birth, up in 30 minutes, then nurse in 30 minutes. His goal is no calf sickness. He also recommends the Sandhills Calving System. Here are the principles: Pregnant cows are grouped together. After one to two weeks of calving, the pairs stay in the first paddock with the remaining cows moved to a new paddock. After the next week, any cows still pregnant move to another paddock with pairs remaining. This continues on until all calves are born. After the youngest calves are 4 weeks old, the pairs can be recombined into one group. I actually wrote an article on this three years ago and can be found here: http://nwnyteam.cce.cornell.edu/submission.php?id=179.

Make sure calves are properly weaned and vaccinated. Vaccinate early, as necessary, and wean for 45 days prior to shipping. Use low stress management practices for weaning. Utilize fence-line weaning or nose flaps, such as QuietWean. Weaning stresses are more closely associated with the social aspects (separation) than the actual termination of nursing. Weaning may be more important than vaccination. Hilton calls utilizing both practices precondition plus. Build your reputation with these practices.

Don't forget crossbreeding benefits. This can increase weaning weights versus straight breds from 3.9 to 6.3%.

His last comments were, remember your BQA principles: low stress handling, less antibiotic use through better management and nutrition. Early castration is critical. He quoted Dr. Dan Thomson from Kansas State, "The longer the calves have testicles, the more attached they are to the testicles."

This is a summary of one of the great presentations. I would highly encourage you to find the time to attend the convention and college portion sometime. Next year's location is Nashville.

If you think crop insurance is too expensive, consider the cost of the alternative.

Nobody enjoys writing checks for insurance premiums, but when crop losses mean losses in annual income, it's a small price to pay.

In 2014, New York farmers insured more than 1 million acres for $555 million. The 1,495 policy holders who filed for losses received more than $41 million in payments. There are multiple causes associated with losses. In 2012, fruit producers were hit hard with two early freeze/thaw events. Apple producers received $46.7 million in payments and grape producers received $5.4 million. Total losses for all insured crops were $67 million.

Following are enrollment or crop insurance change **deadlines for 2016**:

March 15, 2016 for *field crops, other vegetables and improved Whole Farm Revenue Protection*;
4th Friday of every month for *Livestock Gross Margin-Dairy*.

For more information about crop insurance, contact the New York State Department of Agriculture and Markets at 800-554-5400 or ***www.agriculture.ny.gov/AP/CropInsurance.html*** and USDA Risk Management Agency at ***www.rma.usda.gov***. To find a crop insurance agent, ask a neighbor for a recommendation or use the agent locator tool at ***www.rma.usda.gov/tools/agent.html***.

NEW YORK STATE | Agriculture and Markets

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How to Respond to the Media in a Crisis

By: Libby Eiholzer

Imagine this: an animal rights activist group has released a video alleging animal abuse at your dairy farm (or a manure spill, farmworker abuse… insert crisis here). You have a few minutes to collect your thoughts before the phones start ringing off the hook with questions from media and requests for interviews. What do you do?

The first decision you need to make is if you will answer at all. Beth Meyer of the American Dairy Association and Dairy Council recommends that you *never* reject an interview request. Especially in a crisis situation, refusing to interview can cast suspicion on your farm. And besides, if you don't speak up for yourself, who will?

If you aren't ready to respond immediately, that's ok. Tell the reporter you are busy and ask if you can call them back in fifteen minutes or set up a later time to conduct the interview. Remember that reporters work on very tight deadlines and may be unwilling to put the interview off too long, but even a few minutes to collect your thoughts can help you prepare.

If you are being interviewed by radio or television reporters, chances are that only a fraction of what you say will actually be aired. Most news stories are only about 90 seconds long! With that in mind, make sure to lead with the most important thing that you want to get across-- your key message. Try to organize your overall message into no more than three main points. Research shows that in general people can only remember three messages at a time during a crisis, so establishing this format from the beginning will increase the likelihood of getting your message across.

During the interview, your goal is to create trust with listeners. Starting the interview by showing empathy for anyone negatively affected by the crisis and expressing how much you care about your animals, employees, the environment and/or the consumers can go a long way in swaying the listener to believe your message. Your next step is to tell the listeners what your farm is going to do in response to the crisis. Action steps make people feel better and will further your intent to create trust.

This could be YOU in front of that camera!

Photo source: http://www.freeimages.com/photo/tv-news-media-4-1481721

A few more tips:

- Body language is important! If you don't look like you mean what you are saying, then nobody is going to believe you. Just be genuine.
- If the interviewer takes the conversation in a direction that you aren't comfortable with, remember to stay calm and stick with your key message. Don't be afraid to say that you don't know, and never say "no comment"-- that always makes you look guilty. Instead, explain why you can't answer.
- Repeat your key message more than once, and be ready to summarize it at the end of the interview.

While I wouldn't wish this uncomfortable situation on anyone, I hope that after reading this article you take a few moments to imagine what you would do if you were asked to give an interview in response to a crisis on your dairy. What are your core beliefs as a farm? What might be your key messages?

Sources: "Telling Your Story: Talking About Animal Care." Presentation by Beth Meyer, ADADC. January 20th, 2016. WCDI Animal Welfare Course.

Milking System Check-up

By Timothy X. Terry
Dairy Strategic Planning Specialist

Perhaps the most important and often neglected piece of equipment on the dairy is the milking system. It's easily neglected because half of it is tucked back in the corner of the utility room.

At least once per year the entire system should have a thorough going over – twice per year if the system is running 24/7/365 – by a qualified technician with properly calibrated instruments. In the meantime, there are a number of daily or weekly checks (depending on manufacturer) that the milking manager, lead milker, or other so designated person should be doing to maintain the performance of the system.

Vacuum Pump –

- ✓ Check oil levels and any oil reclamation lines to make sure they are not plugged. Drain moisture off the bottom of reservoir, if necessary.
- ✓ Check belt tightness and condition. Look for fraying, flat spots, cracks, etc.
- ✓ If direct drive make sure shaft connections are tight and in good working order.
- ✓ Make sure all shields and cages are in place and locked down. This is one of the "low hanging fruit" on which OSHA inspectors like to write citations.
- ✓ Make sure you have back-up supplies of belts, oil, etc. handy for use.
- ✓ If you have a back-up pump switch to it on a regular basis to make sure it is working properly

Balance Tank – (header- or distribution tank). Usually a large PVC or stainless steel tank with one pipe going in and three pipes coming out -- 2 looped pulsator lines and 1 milk (vacuum) line.

- ✓ Check for any holes or cracks -- especially prevalent near the pipe-tank connection.
- ✓ Make sure the drain valve is working. It should move freely when the system is off, but should be sealed tightly during milking or washing.

Regulator – Controls the vacuum level. Its air flow rating (listed on the side or top) must be greater than the maximum vacuum pump capacity. If you're using a variable frequency drive (VFD) pump then you have a hose regulator that is non-functional unless the VFD fails. The regulator should be located as close to the moisture trap as possible.

- ✓ Clean and/or replace any foam filters. If the foam falls apart in your hands, has to be scraped off the regulator, or does not return to its proper size/shape after cleaning then it's probably time to replace it.
- ✓ Dismantle the regulator and clean the diaphragm, springs, washers, etc. according to the manufacturer's specifications – usually warm water and a mild detergent (i.e. – dishwashing liquid). Reassemble when dry.

Vacuum Gauge – Should be located on the vacuum line in a safe but highly visible area.

- ✓ Make sure this is calibrated by the technician during the annual / semi-annual check-up.
- ✓ The milkers need to watch this and it needs to be working.
- ✓ Replace any stuck or non-functioning gauges.

Moisture Trap – (sanitary or milk trap).
Inspect the condition of the ball and trap, clean as necessary.

- ✓ Inspect the condition of the drain. Like on the balance tank it should move freely when the system is off, but seal tightly when it is on.
- ✓ Cleanliness is important here as a high bacteria count on an otherwise well managed dairy often means a dirty trap.

Receiver Jar – or receiver group.

- ✓ Check for cleanliness inside and out. Water should bead up on surfaces.

- ✓ Look for any discolorations, hazes, or rainbows on the surface. These can often mean a build-up of biofilms. Insufficient cleaning solution concentrations and/or cool return water temps are often reasons for the build-up.
- ✓ Make sure the probes that detect milk levels are clean and have no milkstone or hard water deposits.

Transfer Pump – May be single or variable speed. Variable speed pumps tend to be more economical, less damaging to the milk, and afford better plate cooler performance.

- ✓ Check for leaks and replace seals as necessary
- ✓ Look for any built-up films on the impeller – what's on the receiver jar is likely to also be on the system downstream.

Milk Filter Assembly – filter sock rack.

- ✓ Check the rack for any build-up or debris in the bottom of the canister.
- ✓ This is usually a good feedback mechanism for monitoring udder prep and missed clinicals. Some farms even have an on-going contest between milker shifts to see who can have the cleanest filter sock of the day.
- ✓ If you're finding little black specks on the sock following the pre-milking sanitizing rinse it could mean that many of the rubber parts – washers, gaskets, hoses, etc. – are beginning to break down and need to be replaced.

Plate Cooler / Chiller –

- ✓ Check for leaks
- ✓ Should not circulate water during washing – cools the wash water

Milk Lines –

- ✓ Should slope 1" in 10' with NO sags
- ✓ Minimum 2" diameter, 3" better, some are 4"
- ✓ Presence of milk slugs (hard to detect in stainless steel lines) may indicate inadequate vacuum reserve – need larger balance tank.
- ✓ Some systems have meters mounted on the milk line. Make sure these are clean and properly sealed – no leaks.

Milk Cluster / Milker Claw –

- ✓ Check condition of ferrules – no dents or cracks
- ✓ Check condition of replaceable components:
  - Inflations
  - Short milk tubes
  - Milk hoses
  - Gaskets
- ✓ Check patency (open & operational) of air bleed holes
- ✓ Check alignment of inflation in the shells. There are usually two marks on the top and bottom of the inflation that should be lined up after insertion.
- ✓ Check shell ferrules and the short air tube. Look for dents, cracks, tears, holes, etc.

Inflations / Liners – Shapes and materials vary.

- ✓ Regular replacement – see manufacturer's recommendations
- ✓ Check for alignment – see above.
- ✓ Check for holes, tears, etc.

Pulsator Lines – Usually a looped 2"-3" PVC or galvanized pipe.

- ✓ Open inspection/ clean-out ports, remove any debris.
- ✓ This provides filtered atmospheric air to the pulsators so check the filter.

Pulsators –

- ✓ Ratios and rates vary by manufacturer, learn what the design specifications are for your system.
- ✓ Listen for the cyclic rhythm.

Lock out Switch – Keeps the system from washing while set up for milking and vice-versa. This is often a whisker switch set up over the bulk tank that is depressed when the fill pipe is attached to the bulk tank. While depressed, the system will not function to wash.

- ✓ Check to make sure the switch is operating properly. Physically depress the switch during the wash cycle and make sure the vacuum pump (s) shut off.

Resources to Build Your People Skills

By Joan Sinclair Petzen

Recent weeks have brought a wave of questions about issues related to recruitment, hiring and training of employees. It reminded me that dairy managers have often "fallen into" the people management role because they are good resource managers and have done well managing a dairy herd. The challenge is, managing people takes some different skills that may be new to middle managers or owners managing growing farm businesses.

To address these questions, I did a little digging and found some excellent reading material for people seeking to improve their ability to manage an effective workforce on the farm.

University of Minnesota's Chuck Schwartau is a prolific writer on this topic. He developed a collection of articles on topics from hiring to managing conflict and discipline. If you are seeking advice on handling a specific employee issue, I encourage you to take a look through these resources:

http://www.extension.umn.edu/agriculture/dairy/employees/.

You have often heard someone say you need to develop a job description or written Standard Operating Procedures (SOPs). On the Penn State University Tools for Dairy Managers site a job description generator allows a manager to input some basic information about the job they are in need of a description for and the tool generates a draft MS Word document listing duties and tasks that you can edit to create a description for jobs in your operations. Give the tool: http://extension.psu.edu/animals/dairy/hr/tools-for-dairy-employee-supervisors a try; it might save you some time and help you to improve communication about expectations for your employees. The same site also offers guidelines and a step-by-step process for writing SOPs.

Michigan State's Dairy Team's Faith Cullens, Phil Durst and Stan Moore have pulled together some great resources on topics near and dear to people who manage people on dairies. Topics from recruitment to interviewing, orientation and exit interviews are addressed. The MSU site even offers a template for writing an employee handbook. Check out their resources here: http://dairyteam.msu.edu/business_management/labor_management/.

Iowa State University's Melissa O'Rourke in her role as extension farm and agribusiness management specialist has written numerous articles on employee management topics. Her writings are available at: http://www.extension.iastate.edu/agdm/authors/morourke.html.

Managing people is a little bit of an art and a lot about becoming an effective communicator. When I talk with many farm managers, being a communicator, is generally not on the list of why I decided to farm. One of the greatest challenges for successful farm managers is getting things done well through people. Take some time and review a few of these resources and see if you can't find some gems that will help you to improve your comfort and ability to empower your employees. You might even find some resources to help you deal with those sticky situations when they come up.

Ask Extension...

What effect will the lack of snow this winter have on winter small grains?

By: Mike Stanyard

The above average temperatures and lack of snow in December, January, and first half of February have folks inquiring about the health of their winter wheat, triticale, rye, and barley crops. So far, this has been an optimal winter if you are an overwintering plant. The fall was warm and we had an extended planting season so I hope everyone achieved their small grain acreage goals.

Powdery mildew on winter wheat 12.16.15

Photo source: Mike Stanyard

Going into "winter" I was more concerned that some of the earlier planted wheat put on too much top growth and possibly too many tillers. I had some fields turn yellow and at closer inspection found powdery mildew doing quite well. These fields will have to be watched closely in the spring as an early fungicide may be warranted. Larger plants with more tillers are also more vulnerable to winterkill going into winter because they do not harden up as well and get prepared for winter as later planted fields with small plants and few tillers. Excessive top growth can also cause plants to fall over on themselves and form a mat under the snow. As the weather warms up in the early spring, snow molds can form under the smothered plants and kill large sections throughout the field.

Wheat killed by Snow Mold

Photo source: Ken Wise, NYS IPM Program

In typical NY winter scenarios, we want a couple inches of snow on our small grains to form an insulating blanket to protect the plants from freezing temperatures. Last year was a great example. We had a record number of days below freezing but we had plenty of snow to protect them from the wind and cold. I did see some winterkill but most of it occurred on the knolls where the wind had blown the snow away and exposed the plants. Wheat is very susceptible to dehydration.

Hopefully, the above average temperatures this winter have not reduced the winter hardiness of our small grains. The worst scenario we could have for the second half of winter would be no snow cover and extremely cold temperatures and wind.

Winter survivorship begins with good agronomics at planting. This starts with the soil. Small grains hate wet feet so they will perform better in well drained soils. They also like the pH to be a little higher, 6.3-6.5. Clean healthy seed planted at the proper depth of 1.0 - 1.5 inches is optimal. Shallow seeded plants are more prone to heaving and poor root anchoring which leads to poor establishment and possible winterkill. Phosphorus at planting also helps with quicker root development and a healthier plant to make it through the winter and start quicker in the spring.

I will talk more about what to do with higher tiller counts and nitrogen at greenup after we see how the end of February, March and early April treat us. Our "winter" came in like a lamb but it could go out like a lion! This is NY after all.

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2006 Western Star 4900SA; 515 HP Detroit 14L Diesel; 8LL Trans.; Engine Brake; Hendrickson Susp.; 21'L x 90"H x 102"W Alfab Body; 12.00 x 24.5 Tires; Spoke Wheels; Tandem Axle; 18,740# F/A; 65,000# R/A; Very Clean Heavy Haul Dump; Rebuilt Engine w/Paperwork; 14,094 Hours; 83,574 Miles; Stk. #4833 - **$82,900**

2006 KENWORTH T800; 430 HP CAT C12 Diesel; 13-Spd.; Engine Brake; Neway Susp.; 5.29 Ratio; 22.5 Tires; Alum. Wheels; 290" WB; Tandem Axle; 20,000# F/A; 44,000# R/A; 52,427 Miles; Stk. #4951 - **$49,900**

2004 MACK GRANITE CV713; 300 HP Mack Diesel; 8-Spd.; Haulmaax Susp.; 4.92 Ratio; 22.5 Tires; All Steel Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 195,469 Miles; Stk. #4953cc - **$53,900**

2002 INTERNATIONAL 4900; DT466 Int'l Diesel; Haulmaax Susp.; 22.5 Tires; All Steel Wheels; 248" WB; Tandem Axle; 14,000# F/A; 40,000# R/A; Double Frame Cab & Chassis w/Auto. Trans.; 22'10" Frame Behind Cab; 180" CT; 75% Rubber; 74,500 Miles; Stk. #5026 - **$17,500**

2010 PETERBILT 367; 485 HP Cummins ISX Diesel; 10-Spd. Engine Brake; Air Trac Susp.; 24.5 Tires; All Steel Wheels; 202" WB; Tandem Axle; 13,200# F/A; 46,000# R/A; Very Clean Daycab Tractor w/Air Slide 5th Wheel; Steer Tires 99%, Drives 90%; 369,622 Miles; Stk. #4990/4991 - **$49,900**

2000 MACK RD688S; 350 HP Mack E7 Diesel; 8LL Trans; Camelback Susp.; 4.17 Ratio; 24.5 Tires; All Steel Wheels; 282" WB; Tandem Axle; 20,000# F/A; 44,000# R/A; Very Clean, Double Frame Truck; 19'6" Frame Behind Cab; 190" CT; Auto-Lube System; 108,544 Miles; Stk. #4647CC - **$31,900**

1998 MACK CL713; 350 HP E7 Diesel; 398,243 Miles; 8LL Trans.; Engine Brake; Camelback Susp.; 315/80R22.5 Tires; All Steel Wheels; 221" WB; 18,000# F/A; 46,000# R/A; Double Frame; ; Stk. #4937 - **$22,900**

2005 WESTERN STAR 4900SA; 550 HP CAT C15 Diesel; 18-Spd.; Engine Brake; AirLiner Susp.; 4.30 Ratio; 24.5 Tires; Polished Alum. Wheels; 257" WB; Tri-Axle; 20,000# F/A; 69,000# R/A; 656,916 Miles; Stk. #4924CC - **$45,900**

2007 KENWORTH T800; 430 HP CAT C13 Diesel; Allison Auto.; Engine Brake; Air Ride Susp.; 4.10 Ratio; 22.5 Tires; All Steel Wheels; 254" WB; Tandem Axle; 14,600# F/A; 44,000# Full Locking R/A; Cab & Chassis w/24" Sleeper; 19'6" Total Frame; 148" CT; Single Frame; 90% Front/25% Rear Tires; PTO; 186,400 Miles; Stk. #4917 - **$45,000**

2004 KENWORTH T800; 335 HP CAT C10 Diesel; 10-Spd.; Engine Brake; Hendrickson Susp.; 22' Length X 102" Width; 5.29 Ratio; 22.5 Tires; All Steel Wheels; 240" WB; Tandem Axle; 20,000# F/A; 44,000# Full Locking Rears; Low Mile, Double Frame Flatbed Truck w/PTO; Will Separate Flatbed From Chassis; 20' Frame Behind Cab; 160" CT; 75% Rubber; 110,826 Miles; Stk. #4952 - **$44,500**

2005 KENWORTH T800; 410 HP CAT C13 Diesel; 10-Spd.; Engine Brake; Neway Susp.; 5.29 Ratio; 200" WB; 96" Flat Top Sleeper; 22.5 Tires; All Steel Wheels; Tandem Axle; 12,000# F/A; 44,000# R/A; 93,255 Miles; Very Clean Truck w/2-Line Wetline & Good Rubber; 17,540 lb. Chassis Weight; Stk. #4839 - **$35,250**

2005 MACK VISION CX613; 380 HP Mack Diesel; 13-Spd.; Engine Brake; Air Ride Susp.; 22.5 Tires; Alum./Steel Wheels; 186" WB; Tandem Axle; 14,000# F/A; 46,000# R/A; Very Clean, Heavy Spec Daycab Tractor w/Low Miles; Air Slide 5th Wheel; 75% Rubber; 327,882 Miles; Stk. #4933 - **$29,900**

1999 PETERBILT 357; 330 HP CAT 3306 Diesel; 8LL Trans.; Hendrickson Susp.; 23' Length; 315/80R22.5 Tires; All Steel Wheels; 258" WB; Tandem Axle; 18,000# F/A; 45,000# R/A; Good Running Truck w/Galbreath 60,000# Rolloff w/Tarp System; Tires & Brakes In Good Condition; 555,740 Miles; Stk. #4771 - **$36,900**

2003 OSHKOSH F2345; 330 HP Cummins ISM Diesel; 10-Spd. Haulmaax Susp.; 22.5 Tires; Alum./Steel Wheels; 212" WB; Tandem Axle; 20,000# F/A; 46,000# R/A; 167,717 Miles; Stk. #5014 - **$48,000**

QTY. (3) 2005 PETERBILT 357; 305 HP CAT C11 Diesel; Automatic; Haulmaax Susp.; 216" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 22,000# F/A; 46,000# R/A; 133,852 Miles; Good Running, Low Mile Truck w/McNeilus 10.5 Cu. Yd. Mixer; We Will Separate Mixer From Chassis; 17' Frame Behind Cab; 140" CT; Stk. #4893-4894 - **$56,500**

1999 MACK RD688S; 400 HP Mack E7 Diesel; 8LL Trans.; Engine Brake; Rubber Block Susp.; 19' Length; 22.5 Tires; Spoke Wheels; 248" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; 501,176 Miles; Stk. #4760 - **$24,900**

2009 INTERNATIONAL 5600i; 450 HP Cummins ISX Diesel; 184,606 Miles; 18-Spd.; Engine Brake; Air Ride Susp.; 24.5 Tires; All Steel Wheels; 212" WB; 18,000# F/A; 46,000# R/A; Very Clean Cab & Chassis w/Double Frame; Plow & Sander Controls In Cab; Rear Hitch & Hinge Point For Dump Body; Stk. #4942 - **$44,900**

1998 MACK CL713; 350 HP Mack E7 Diesel; 8LL Trans.; Engine Brake; Camelback Susp.; 315/80R22.5 Tires; All Steel Wheels; 221" WB; Tandem Axle; 18,000# F/A; 46,000# R/A; 398,243 Miles; Stk. #4937 - **$22,900**

2011 INTERNATIONAL 6900i; 525 HP Cummins ISX Diesel; Auto. Trans.; Engine Brake; Air Ride Susp.; 22.5 Tires; Alum. Wheels; 236" WB; Tandem Axle; 13,000# F/A; 46,000# R/A; Clean Daycab w/Heavy Rears, Big HP & Auto. Trans.; 90% Rubber; Auto-Lube System; 413,737 Miles; Stk. #5020 - **$39,900**

(2) 2010 PETERBILT 335; 240 HP Paccar PX8 Diesel; 6-Spd.; Air Ride Susp.; 26' Length Van Body w/Lift Gate; Rollup Door; 4.78 Ratio; 22.5 Tires; Alum. Wheels; 270" WB; Single Axle; 33,000# GVW; Very Clean Van Body Trucks; 75% Rubber; 309,234 Miles; Stk. #5018/5019 - **$22,900**

2012 MITSUBISHI FUSO FE180; 3.0L Diesel Engine; 18' Length COE Van Body; Rollup Door; 245/75R17.5 Tires; All Steel Wheels; 168" WB; Single Axle; 17,995# GVW; Nice Running, Clean Truck; 146,533 Miles; Stk. #5027 - **$19,500**

2003 KENWORTH T800; 430 HP CAT C12 Diesel; 10-Spd.; Engine Brake; Neway Susp.; 5.29 Ratio; 22.5 Tires; All Steel Wheels; 212" WB; Tri-Axle; 20,000# F/A; 44,000# R/A; Very Clean Southern Truck w/20K Lift Axle & Ful Locking Rears; 75% Rubber; 11,436 Miles; Stk. #5003 - **$47,900**

2004 MACK GRANITE CV713; AI 460 HP Diesel; 18-Spd.; Engine Brake; Air Ride Susp.; 24.5 Tires; Polished Alum. Wheels; 300" WB; 20,000# F/A; 46,000# R/A; Clean, Low Mile Truck; D/F; WAJAX 1564 15-Ton 64' Crane w/(4) Stabilizers; Stk. #4945 - **$55,900**

$$$$$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT for $$$$$

Performance of NYS Dairy Farm Businesses in 2015 – Early Results

By: John J. Hanchar and Joan Petzen

Summary

- While milk sold per cow was relatively stable, milk receipts net of milk marketing expenses per hundredweight (cwt.) fell 29.4 percent in 2015 from a historical high of $24.80 in 2014.
- In 2015, the operating cost of producing a cwt. of milk was $15.63, a decrease of 11.4 percent relative to 2014.
- As of 9 February 2016, preliminary results suggest that the same 32 New York dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved lower levels of profit in 2015 compared to 2014 -- for example, for 2015, the rate of return on all assets without appreciation averaged 1.8 percent compared to 13.8 percent in 2014.

Introduction

On 4 February 2016, Cornell University, Charles H. Dyson School of Applied Economics and Management staff compiled and released early, state level 2015 DFBS results. The results reported here represent averages for the same 32 New York dairy farms cooperating in 2014 and 2015.

Rates of Production

- Milk sold per cow averaged 26,260 pounds in 2014 compared to 26,037 in 2015.
- Hay dry matter per acre was unchanged at 3.2 tons, while corn silage per acre fell from 18 to 17 tons.

Income Generation

- Gross milk sales net of milk marketing expenses per hundredweight (cwt.) fell from $24.80 to 17.50.
- Milk sales net of milk marketing expenses per cow fell from $6,512 in 2014 to $4,556 in 2015, a decline of 30 percent.

Cost Control

- Dairy feed and crop expense per cwt. of milk decreased from $9.20 in 2014 to $8.31 in 2015, a decrease of 9.7 percent.
- In 2015, total cost of producing a cwt. of milk was $19.72, a decrease of 8.9 percent relative to 2014.

Profitability

- Net farm income without appreciation per cwt. of milk averaged $0.98 in 2015, a decrease of about 84 percent compared to 2014.
- Rate of return on equity capital without appreciation fell 94.3 percent in 2015 from 19.4 in 2014.
- In 2015, the rate of return on all assets without appreciation was 1.8 percent, a decrease of 86.8 percent relative to 2014.

Final Thoughts

Owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for the purpose of identifying strengths and weaknesses by comparing their results to results of other cooperators. Are you interested in realizing the benefits of DFBS participation? Call us – for contact information, please see information at the front of this newsletter.

Articles in recent issues of Ag Focus reviewed the topic of farm business summary and analysis. If you are interested in improving your farm business' ability to practice sound financial management, then please contact us to learn more about some of the tools available and their value and/ or to discuss plans for completing a farm business summary and analysis for 2015. Owners of all types of farm businesses are encouraged to contact us. The NWNY team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.

Time to Frost Seed Your Pastures!

By: Nancy Glazier

Frost seeding legumes is a great way to improve pastures. When established they fill in thin spots and provide nitrogen to grasses and forbs. Seed to soil contact is essential for success. Below is a list of legumes with their success rate from best to least likely to 'catch.'

Photo source: Nancy Glazier

Seeding rates:

Red Clover - 6 to 10 lb/acre
Ladino Clover - 2 to 4 lb/acre
Birdsfoot Trefoil - 5 to 8 lb/acre
Alfalfa - 6 to 10 lb/acre

For the full article contact Nancy or find it on our website at: http://nwnyteam.cce.cornell.edu/submission.php?id=515&crumb=grazing|4

Upcoming Webinars:

Technology Tuesday Series:
Heat Stress Abatement for
Transition Cows & Heifers
March 8, 8:30 a.m. - 10:00 a.m.
Presented by:
John Tyson, Penn State Extension
http://extension.psu.edu/animals/dairy/events/heat-stress-abatement-for-transition-cows-heifers

Don't Get Stuck!
Preventing Needlestick Injuries
In Agricultural Settings
March 30, 1:00 - 2:00 p.m.
Presented by:
Jeff Bender, DVM, MS DACVPM
College of Veterinary Medicine,
University of Minnesota
https://agn.memberclicks.net/index.php?option=com_mc&view=mc&mcid=72&eventId=498234&orgId=agn

Miner Institute: Don't cull your boot lickers

By Rick Grant, President, Miner Institute

Just as with humans, social relationships in the bovine world have a substantial effect on an individual cow's success. In the U.S. dairy industry there is substantial diversity in group size, pen layout, stocking density, and grouping strategy – all of which will influence how cows interact.

As research accumulates, we continue to learn more about the complex social network that is characteristic of groups of dairy cows. Within social groups, cows often form social bonds - or friendships - and definitely have preferred cows to eat with at the feed bunk. These relationships can be surprisingly durable, and it's common to observe subgroups of cows preferring certain stalls or places to feed within the context of a much larger pen of cows. Increasingly we're learning about the specific and important role of social grooming or licking behavior.

Research conducted in the 1990s at Purdue University by Jack Albright showed that grooming is a behavioral need of dairy cows. In fact, when cows have been locked into headlocks for extended periods of time, the first behavior they perform upon release is grooming. Grooming, or licking behavior, can be an effective indicator of the stability of the social structure in a pen of cows. Grooming helps to maintain the social structure, and the strength of social bonds is reflected in the degree of grooming between individual cows.

Social grooming has a calming effect on cows and plays an integral role in decreasing social tension and enhancing group stability. Jack Albright referred to cows that seem to spend considerable time engaged in grooming and licking behavior as "public servants" that groom for the good of the group. When investigating licking behavior, Japanese researchers found that nearly 80% of social grooming focused on the head and neck – areas unreachable by the animal herself. In the case of unsolicited grooming, the licking activity was oriented primarily to the back and rump areas of the cow.

The parallels with human society are too obvious to ignore. In an early review of cow behavior published in the Journal of Dairy Science in 1981, Arave and Albright reported that milk yield and milking order were positively correlated with being groomed by other cows. In fact, they even proposed that culling good social groomers – one might say the boot lickers of bovine society – could result in reduced milk yield and greater mortality within the group.

They pointed out that not all cows are accomplished at rendering the service of social grooming, and the cows that excel at it ought to be maintained within the herd. So, it appears that bovine boot lickers play an important role in the social structure of our cow pens. Their grooming behavior helps stabilize social order, lessens the chance of aggression, and generally lets other cows within the pen get on with their daily activities.

Not so different from our own human society!

Source: Dairy Management News On-Line Feb. 3, 2016

Producing Quality Beef: Adding Value to Feeder Cattle

Economic returns for vaccination and pre-conditioning programs

March 10th, 2016

Registration at 5:30 pm, Dinner at 6 pm with program to follow

Anastassia Events: 6440 Pike Street, Portageville, 14536

Amy Cornwell, Zoetis –Vaccination program for your cow/calf operation.

Vaccines to consider in the development of an effective cow/calf operation and pre-conditioning (weaning) health program.

Mike Baker, Extension Beef Specialist – Summary of NYS Feeder Calf Projects

Review of CNY and NNY Feeder Calf marketing pools along with New York feeding trials to assess health and nutrition programs conducted this past fall.

Graded Feeder Cattle Pools: What's the next step? - Nancy Glazier & Lynn Bliven

This program will serve as a **BQA Recertification** workshop. If you are Level 2 BQA Certified you will need to provide an updated Veterinarian Client/Patient Relationship (VCPR) form, if needed please request a form when you pre-register.

For more information contact:

Lynn Bliven, Agriculture Issue Leader, CCE Allegany County

585-268-7644 ext. 18

or

Nancy Glazier, Small Farms/Livestock Specialist, NWNY Team,

585-315-7746

PRO-DAIRY

Herd Health and Nutrition Conferences

NEAFA NORTHEAST AGRIBUSINESS & FEED ALLIANCE

April 13, 2016

Holiday Inn, 441 Electronics Parkway, Liverpool/Syracuse

- New & Alternative Forages for Modern Dairy Rations in the Northeast - *Dr. Sid Bosworth, University of Vermont*
- Animal Welfare at the Intersection of Politics, Policy, Profit, and People - *Dr. Jennifer Walker, Dean Foods*
- Preserving Silage Quality with Enhanced Aerobic Stability - *Dr. Limin Kung, University of Delaware*
- Inflammation, Immune Function, and the Transition Cow - *Dr. Barry Bradford, Kansas State University*

More information on the Syracuse site can be found on the PRO-DAIRY website:

http://prodairy.cals.cornell.edu/conferences/herd-health-nutrition

CORE Pesticide Applicator Training and Re certification Course

Tuesday, March 22, 2016, 8:15 AM - 12:15 PM

Core Training 8:15 am -12:15 pm

DEC Examination begins at 1:00 p.m.

CCE - Wyoming County, 401 North Main St, Warsaw

Cornell Cooperative Extension of Wyoming County is offering a pesticide applicator training session and recertification course on Tuesday, March 22, 2016 from 8:15 AM to 12:15 PM at Cornell Cooperative Extension, 401 N. Main St., Warsaw. This session is geared for individuals planning to take the Core and Category Pesticide Certification Exam specific to the focus of their work. If applying for Core Recertification credits, you must bring your Pesticide Certification ID card with you. This session will carry 3.50 Core Re-Certification Credits. This course is open to those seeking Private or Commercial Category Pesticide Applicator Certification.

See more at: http://wyoming.cce.cornell.edu/events/2016/03/22/core-pesticide-applicator-training-and-re-certification-course#sthash.h8x0q8Xt.dpuf

Contact Don Gasiewicz Agriculture Community Educator drg35@cornell.edu 585-786-2251 x113

ORLEANS COUNTY CORNELL COOPERATIVE EXTENSION & NYS DEC ARE PROUD TO OFFER A PRE-EXAM TRAINING AND TEST TO BECOME A CERTIFIED PESTICIDE APPLICATOR

Cornell University
Cooperative Extension
Orleans County

Agriculture Specialists Mike Stanyard from the NWNY Team and Debbie Breth of the Lake Ontario Fruit Program will review core concepts and commodity specific items in preparation for the Pesticide Applicator exam. This is not a 30-hour course. No DEC recertification credits.

TRAINING CLASSES

WHEN: March 15 & 17, 2016
8:00am - 12:00pm
Registration begins at 7:45am

WHERE: Orleans County Cornell Cooperative Ext.
12690 Route 31, Albion, NY 14411

COST: $50 for both days

QUESTIONS: Contact Kim Hazel at 585-798-4265 ext. 26 or by email at krh5@cornell.edu

THE CERTIFICATION EXAM

will be administered on March 24th at 11am by the DEC to Qualified Applicants. Fee for the exam is $100, bring a check payable to NYSDEC the day of the exam. It is permissible to bring lunch with you, however, please be sure not to get food or fingerprints on the test forms.

YOU MUST REGISTER WITH DEC TO TAKE THE EXAM

To register for the exam or if you have questions regarding the Certification Process, please contact Mike Searles at the Avon DEC office @ 585-226-5424.

All participants must have experience working on their own farm, or through employment on another farm. Participants must register directly with DEC to take the Exam and if you have any questions on exam eligibility they must be answered by DEC representatives.

This training is only for those with experience and does not qualify for the 30-hour pre-test training.

TO ENSURE MANUALS ARE ORDERED IN TIME ALL RESERVATIONS MUST BE IN BY FEBRUARY 29

Name: _____

Farm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Registering # of people _____ @ $50 ea. = _____

# of Core Manuals _____ @ $44 ea.= _____

# of Category 21 manuals (Field & Forage) _____ @ $40 ea.= _____

# of Category 22 manuals (Fruit) _____ @ $40 ea.= _____

# of Category 23 manuals (Vegetable) _____ @ $40 ea.= _____

All participants will need to have the most recent Core Manual (3rd Edition) and Category Manuals

Please make checks payable to: CCE, and mail to 12690 Rt. 31, Albion, NY 14411

Building Strong and Vibrant New York Communities

Diversity and Inclusion area a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans and Individuals with Disabilities.

Gaining Control of Parasite Issues in Grazing Systems

This presentation will overview the challenges internal parasites pose for grazing dairies as now the host and parasite are both in the same environment.

April 6, 2016

1:00 - 2:00 p.m.

Fundamentals to approaching a sustainable and appropriate parasite control program will be discussed. Practical recommendations on developing a farm-specific control program will be detailed.

Presented by:

Dr. Robert Van Saun, Penn State University

Grazing Guides for Dairy Systems Recorded Webinars

Recordings and materials from past sessions

Diversified Grazing Systems

February 10, 2016

This presentation will discuss the benefits and challenges of managing a diversified grazing system incorporating small grains, cool-season pastures, and summer annuals in the rotation.

Cow Health in Pasture Based Dairies

April 8, 2015

Dairy cattle pasture based systems can face health challenges different from those commonly found in confinement systems. Common health challenges and their management will be discussed during this webinar.

Precision Technology in Pasture Dairy

March 11, 2015

Precision feed of dairy cattle can improve production and reduce environmental impacts of dairy cattle. Changes in forage quality and quantity throughout the grazing season can make precision feeding of grazing cattle a challenge. Management and the adaptation of current and future technologies may offer opportunities for precision feeding in pasture dairy systems.

Collecting a Forage Sample and Interpreting the Analysis

January 14, 2015

Providing adequate and balanced nutrition is important for maintaining production and animal health for both grazing and non-grazing dairy herds. The first step to achieving adequate and balanced nutrition is to know what you are feeding your cows. This webinar will discuss how to collect a representative forage sample and how to interpret the analysis.

Alternative supplementation strategies for grazing dairy cows

February 18, 2015

Most grazing dairy farms provide supplemental feed to meet the nutritional requirements (quantity and/or quality) of grazing cows. Recent and on-going research on supplementing dairy cows with molasses, flaxseed, and fodder will be discussed.

Cornell University's Dairy Center of Excellence

By: Joan Sinclair Petzen

Created to connect the over 100 faculty and staff at Cornell with expertise in the dairy industry, the Center links dairy experts engaged in research, extension outreach and teaching. They come from many departments across the Cornell campus, spanning several colleges. Focus areas include: preventative medicine and herd health, dairy production management, food safety, epidemiology, worker training, industry relations and many others. The goals of the Center include: facilitating collaboration and funding opportunities, enhancing the visibility of dairy expertise at Cornell, and improving teaching and the dairy education experience for both students and stakeholders. The Center also strives to improve all facets of the dairy system, addressing environmental sustainability issues, animal welfare, the general economic health of producers and processors and providing quality, nutritious products to consumers.

The Cornell Dairy Portal is an access point to the many programs oriented toward the dairy industry across the College of Agriculture and Life Sciences and the College of Veterinary Medicine at Cornell. Cornell is recognized nationally and internationally for its dairy-focused resident education, research, and extension programs. The resident education programs consist of world-class undergraduate, graduate, and veterinary degree programs, including additional experiential learning opportunities such as the Dairy Herd Management Fellows program, the Farm Credit Fellows program, the Summer Dairy Institute, and the Food Science Summer Scholars program. Research and extension efforts feature programs such as the Milk Quality Improvement Program, the Northeast Dairy Foods Research Center, Quality Milk Production Services, the Nutrient Management SPEAR program, the Program on Dairy Markets and Policy, PRO-DAIRY, and the Cornell Dairy Farm Business Summary and Analysis Program along with many other research and extension/outreach programs conducted by dairy-oriented faculty, specialists, and CCE educators.

One of the early accomplishments of the Center is the development of a Dairy Seminar Series that cuts across many of the disciplines working with the dairy community. Students from across the University are encouraged to attend and broaden their knowledge of emerging issues and technology in the dairy industry.

Sources:

https://ahdc.vet.cornell.edu/news/lablinks/secondary.cfm

http://dairy.cornell.edu/

Forages to calves - acidosis prevention?

"Feeding forage to calves has been the subject of much debate over the years, in part because even though we know that fermentation of grain is essential for rumen development, sometimes in research and on farms calves fed hay have shown improved performance," says Dr. Jud Heinnrichs of Penn State.

"Just like cows, calves can experience ruminal acidosis, and just like for cows, forages may play a role in helping calves overcome this challenge." Calves slowly develop their rumen fermentation capabilities, but by weaning time acid production can become significant. The threshold of concern begins "when starter consumption reaches 5 to 6 pounds per day, at around 7 to 8 weeks of age. This recommendation is appropriate for textured starter with coarsely processed or whole grains. However, when feeding a completely pelleted starter with high amounts of ruminally digestible starch, forage should be fed by 5 to 6 weeks of age to prevent acidosis. Lowering the starch concentration in the pellet could also prevent acidosis and the need to feed forage, but at the high price of reduced rumen development by weaning time."

Excerpts from an article appearing in Dairy Herd Management by Jud Heinrichs and Coleen Jones, Pennsylvania State University; and Xavier Suárez, Provimi North America)

Dairy Acceleration Program – Renewed Funding with a Few Enhancements

The "DAP" program funded through Ag & Markets and DEC assists New York dairy farmers to position their farm for the future. Funds are used to engage professionals for financial analysis and benchmarking, the creation of business plans, design of new or remodeled facilities, farmstead plans and/or development of environmental plans including design of BMPs identified in the farm CNMP.

Dairy Acceleration Program funds may be used to engage the services of a dairy farm professional for the following:

⇒ Up to $5,000 to develop a business plan for long term viability of the dairy.

⇒ Up to $2,500 for previously awarded farms to continue working with their farm business consultant in a subsequent year to refine and/or implement their business plan. ✹

⇒ Up to $1,000 to prepare farm financial records and benchmark current financial status. ✹

⇒ Up to $6,000 for an AEM Certified Planner to develop a new Comprehensive Nutrient Management Plan (CNMP) for farms under 300 cows.

⇒ Up to $4,500 to update an existing CNMP for farms under 300 cows.

⇒ Up to $5,000 for an engineer to design a single best management practice (BMP) or up to $10,000 to design a combination of BMP's, identified in the farm CNMP.

✹ **New program features**

Dairy Acceleration Program funding covers 80% of a project's cost. The farm is responsible for 20% of the project cost, including any in excess of the established limits. Awarded funds are disbursed to the service provider through Cornell University.

Eligibility:

- Must be a dairy cattle farm shipping milk or dairy heifer boarding facility located in NY state
- Must have complete financial records for business planning

- Must complete and submit an application

Eligible Projects:

Business Planning

(preference for farms under 300 cows)

- Financial analysis of options for enhancing profitability of the dairy
- Benchmarking current financial status of the dairy
- Farmstead Development Planning
- Facility Planning
- Capital Investment Planning for Increased Milk Per Cow

Environmental Planning

(for farms under 300 cows)

- Update a CNMP
- Develop a new CNMP

Design of BMP's

(for farms under 700 cows)

- Design a single best management practice (BMP) or combination of BMPs identified in farm CNMP

The Dairy Acceleration Program is administered through the PRO-DAIRY Program at Cornell University with support from Cornell Cooperative Extension.

For more information and questions, contact:

Jerry Bertoldo : 585-281-6816

Libby Eiholzer: 607-793-4847

Joan Sinclair Petzen: 585-786-2251 x122

...or Program Administrator:

Caroline Potter, PRO-DAIRY

315-683-9268 or dap@cornell.edu

Visit online at:

prodairy.cals.cornell.edu/dairy_acceleration/

Cooperative Extension Association of Livingston
NWNY Dairy, Livestock & Field Crops Team
3 Murray Hill Drive
Mount Morris, NY 14510

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MARCH 2016

Save the Date...

2 ***Winter Dairy Management***, 10:00 a.m. - 2:30 p.m., CCE-Genesee County, 420 East Main Street, Batavia. Registration: Contact: Cathy Wallace, 585-343-3040 x138 or cfw6@cornell.edu, See page 21 for more details

8-9 ***NEDPA Conference***, Holiday Inn, Holiday Inn, 441 Electronics Parkway, Liverpool/Syracuse. For more details and registration information: http://prodairy.cals.cornell.edu/NEDPA

10 ***Continuing the Discussion on Feeder Calf Marketing Pools***, 6:00 p.m., Anastassia Events, 6640 Pike Street, Portageville. Contact: Nancy Glazier at 585-315-7746

15 ***Pesticide Applicator Exam***, 8:00 a.m. - 12:00 p.m., CCE-Orleans Co., 12690 Route 31, Albion. Registration: Contact: Kim Hazel, 585-798-4265 or krh5@cornell.edu

16 ***2016 NYS Dry Bean Meeting***, 9:00 a.m. - 3:00 p.m., LeRoy Country Club, 7759 E. Main Rd. / Route 5, 1 mile east of LeRoy. For more information & registration, visit: http://cvp.cce.cornell.edu

17 ***Pesticide Applicator Exam***, 8:00 a.m. - 12:00 p.m., CCE-Orleans Co., 12690 Route 31, Albion. Registration: Contact: Kim Hazel, 585-798-4265 or krh5@cornell.edu

22 ***CORE Pesticide Applicator Training and Re certification Course***, 8:15 a.m. - 12:15 p.m., CCE - Wyoming Co., 401 N. Main Street, Warsaw. See page 17 for more details

APRIL 2016

13 ***Herd Health & Nutrition Conference,*** 8:30 a.m. - 3:30 p.m., Holiday Inn, 441 Electronics Parkway, Liverpool/Syracuse. For more information, see page 16

NOTE: Northeast Beginning Farmers Project Winter 2016 Online Courses are now listed.
Visit http://www.nebeginningfarmers.org/online-courses/ for the complete list.