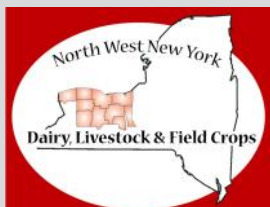




Photo source: pinterest.com

Ag Focus



Fall Crop Topics

By: Mike Stanyard

Marestalk Control in the Fall

Marestalk (Horseweed) infested fields continued to increase this year in WNY. This is mainly an issue in soybeans as marestalk is controlled with many of our corn herbicide programs. We have glyphosate resistance but unfortunately it looks like we have ALS resistance also. Every instance where a grower used FirstRate, Synchrony, or Classic, as a rescue treatment in soybeans, it did not work. This weed can germinate this fall as well as in the spring with the crop. The plants that survive the winter can be harder to control as they are more mature and can bolt sooner.

One management practice is to make a fall herbicide treatment where marestalk seedlings are observed in the field postharvest this fall. Use 2,4-D ester as the base herbicide to control marestalk, and combining it with one of the following to ensure control of other winter weeds: glyphosate; dicamba; Basis (prior to corn); Canopy EX (prior to soybeans) or metribuzin. This is not a substitute for a preplant herbicide treatment next spring. An application of burndown and residual herbicides is still required closer to the time of planting in fields that were treated in the fall.

See the factsheet, "Management of Herbicide Resistant Horseweed in No-Till Soybeans" for more information on Marestalk management.



Photo source: Mike Stanyard

http://weeds science.missouri.edu/publications/50737_FINAL_FactSheet_Horseweed.pdf

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Regional Meetings

Back Cover



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the people on a non-discriminatory basis.*

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

Fall Weed Control in Wheat

Most of our wheat is planted in WNY. If time and weather permits, the fall is a great time to go after problem weeds that germinate right along with the winter wheat crop. This complex includes corn chamomile, shepherds purse, chickweed, henbit, and purple dead nettle. Buctril should be applied when rosettes are under two inches in diameter. Harmony Extra is affective on a broader spectrum of weeds (wild garlic & chamomile). Ohio State discourages application of 2,4-D to emerged wheat in the fall due to the risk of injury and yield reduction, and most labels do not list this use. Fall application of dicamba has not caused injury or yield loss in their research trials. If you plan on frost seeding clover in your wheat, now is your only chance for weed control.



Photo source: Mike Stanyard

Alfalfa Stand Assessment

It is time to determine if older alfalfa fields are going to be kept another year. Usually by the third year stands begin to look a little thin and weedy species such as dandelion or quackgrass can begin to take over. Herbicides can be applied to take out many of the broadleaf weeds but there might not be enough alfalfa plants to make it an economical choice. The best way to determine if your stand has enough yield potential is to count the number of alfalfa stems in a square foot. Take about five samples throughout the field and if the average number of stems per square foot is lower than 40, it is probably time to rotate.

The reduced forage yields this year may have some influence on whether or not to burn-down borderline fields. A better option might be to wait until next

spring, take off first cutting, burn-down with a herbicide and plant back to corn.

Stems / sq. ft.	Yield Potential
55	Optimal
40 - 55	Some yield loss expected
<40	Significant yield loss - rotate

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HNY Efforts Coming to Fruition

By: Timothy X. Terry

Dairy Strategic Planning Specialist

Since October of 2014 Harvest NY has been working with a number of farms, large and small, to develop long term strategic farm growth plans. Such development usually involved several iterations of design as well as much contemplation, consternation, deliberation, and debate by the farm owners and managers. This fall all of that planning, sizing, and placing of facilities and structures has become, or is becoming, a reality for four farms. It is interesting to note that these activities have focused not on expansion, but rather, on improving efficiency, sustainability, and/or implementing the comprehensive nutrient management plan. As a result of this planning, many farms have been able to leverage additional support from the Dairy Acceleration Program, the Southern Tier Agricultural



Figure 3 – Footing poured and walls being formed for an ag waste, milkhouse water, and low flow silage leachate collection and storage. Avon (Livingston Co.)

Photo Source: Tim Terry

Industry Enhancement Program, the Ag Non-Point Source Pollution Abatement and Control Program (SWCD), and/or the Environmental Quality Incentives Program (USDA/NRCS).



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Cornell University
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Northwest New York Dairy Livestock & Field Crops Team

Calf & Heifer Congress 2016

"Laying the Foundation for Top Herd Performance"

The conference will be held at the Doubletree in East Syracuse on December 7 - 8

Register online at <http://nwnyteam.cce.cornell.edu/event.php?id=395>.

This year we're excited to put an emphasis on the human side of raising heifers with our keynote speaker, Laura Daniels, a dairy farmer and renowned spokesperson for the dairy industry. Her evening talk will discuss connecting and sharing your values as a dairy farmer. She will lead a panel discussion the second day to help you focus on ways to inspire and motivate your employee team.

We will also feature a Dairy Girl Network event on the first evening to connect women in the dairy industry. See more info here: <https://dairygirlnetwork.com/>.

Application of Genomic Technology in Dairy Herds

Jonathan Lamb, Lamb Farms, Inc.

Best Practices for Calving Assistance

Harry Momont, DVM, University of Wisconsin

Preventing Disease Outbreaks—Records, Oversight & Assessment

Theresa Ollivett, DVM, University of Wisconsin

Role of Trace Minerals in Active Immunity & Respiratory Vaccine Effectiveness

Roberto Palomares, DVM, University of Georgia

Antibiotic Use & Considerations in Calves & Heifers

Danielle Mzyk, DVM/PhD candidate, N. Carolina State University

Needed "Hitch Pins" Connecting & Sharing Your Values

Laura Daniels, Heartwood Farm & Dairy Girl Network

LifeStart: The Science Behind the Concept

Fernando Soberon, PhD, Shur-Gain, USA

Feeding Strategies for Older Heifers

Mike Van Amburgh, PhD, Cornell University PRO-DAIRY

Keeping Things Clean: Biofilms, Troubleshooting, Culturing & Protocols Panel

Jerry Bertoldo, DVM, Cornell Cooperative Extension, moderator

5 Tips for Inspiring Your Team, followed by a producer panel

Laura Daniels, Heartwood Farm & Dairy Girl Network

Respiratory Disease: Diagnostic Tools & Economic Losses

Theresa Ollivett, DVM, University of Wisconsin

Leading by Example: A Virtual Tour of Well-Managed Heifer Operations

Chris Rossiter Burhans, VMD, MS, Poulin Grain, Inc.

National Dairy FARM Program, Version 3

By: Nancy Glazier

Most dairy farmers should be familiar with the FARM (Farmers Assuring Responsible Management) program. This is a voluntary program with the goal to provide assurance to consumers that dairy farmers raise and care for their animals in a humane and ethical manner. The program promotes the use of best management practices. Second-party evaluators visit and evaluate the farms once every three years; these evaluations are often completed by an evaluator from the cooperative or processor. These evaluations are confidential. Integrity of the program is verified by a non-biased third-party evaluator on approximately 100 farms each year. Through support of the program by cooperatives and processors, 98% of our milk supply is now enrolled in FARM.



Version 3 of the evaluation program will be released January 1, 2017; a new version always means changes. The program is reviewed every three years by the Technical Writing Group. The latest research and input from the industry is incorporated with drafts available for review.

I was invited to a Train the Trainer program last month in Columbus, Ohio, as one of New York's BQA coordinators. The Beef Quality Assurance program is now connecting with FARM to integrate dairy beef care into the evaluation. One addition is all heifer and bull calves should receive colostrum. Any market cattle (steers; cows fed over 30 days prior to selling) are not included in the observations. This will slowly transition with other priorities being addressed first. Phase one priority areas include:

1. A VCPR (veterinary client patient relationship) form signed annually by the veterinarian of record and the farm owner/operator.
2. Dairy Cattle Ethics and Training Agreement is signed by all employees. Training will be provided to employees on stockmanship and their specific duties and responsibilities. Employees agree to treat all animals ethically and will immediately report any abuse to their supervisor or manager.

3. No tail docking after January 1, 2017.

Violation of any one of these three priorities generate a Mandatory Corrective Action Plan (MCAP). These plans are agreed upon between the farm and evaluator or veterinarian and must be implemented within one year and a re-evaluation completed. Some of the cooperatives will suspend farm membership if the above priorities are not met and corrected within a reasonable timeframe (within one year). Also, the FARM program will send a Notice of Removal. The goal here is to bring farms into timely compliance.

Phase two priorities cover herd health plans and evaluator observations. Herd health details are collected in an interview and review of the herd health plan:

- Protocols for newborn and milk-fed calves
- Protocols for pain management for all ages of animals
- Protocols and training for non-ambulatory animal management
- Protocols for euthanasia

Observations, documented by scoring:

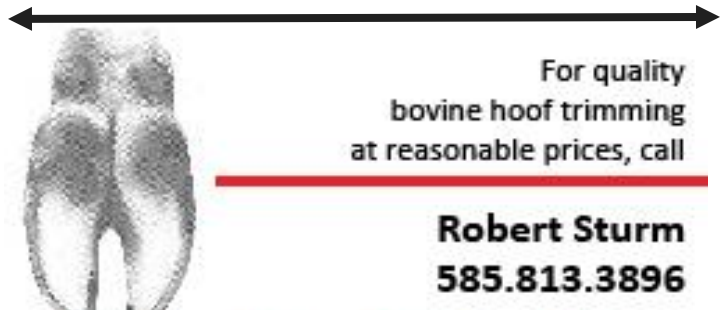
- Lameness
- Body condition
- Hygiene

Any phase two priority areas that need improving generate development of a written proposal(s) termed Continuous Improvement Plan(s) (CIP). These proposals will provide step by step instructions to guide the farm to complete the CIP. These can include development of written protocols for various procedures and responsibilities.

The group attending the training walked through an on-farm evaluation on a nearby dairy. Due to confidentiality, I can't say where! The instructor interviewed the farm manager and then we walked the facilities. We had much discussion to score hygiene, BCS and lameness consistently. If observation benchmarks are not met, a CIP will be developed.


Protocol development can be daunting, but many farmers have steps they take to complete procedures, they just need to get them on paper. There are many

resources available on the FARM website: <http://www.nationaldairyfarm.com/>. If your coop is not participating you can still participate in the evaluation program. Let me know if you have any questions.



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Annual Farm Business Summary & Analysis Season: *Is Right Around The Corner*

Farm business summary and analysis takes on added importance, value this year as drought challenges farm business owners' financial management abilities.

By: John Hanchar

Summary

- ◇ Sound financial planning and control are keys to successfully managing a farm business.
- ◇ The next few months present good opportunities to evaluate your business' financial management practices.
- ◇ The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business' financial management practices.

Background

In last month's issue of AgFocus, I wrote about the value of budgeting. The article provided steps for budgeting, including establishing base year financial condition and performance. Unfavorable conditions such as those attributed to this year's drought conditions challenge a producer's financial management abilities. Research and individual experience suggest that implementation of effective financial management practices, including annual farm business summary and analysis, better positions a business for success during challenging business environments.

Effective Farm Financial Management; Some Characteristics

Effective farm financial management emphasizes sound financial planning and control.

Financial planning is using financial information to answer the following questions.

1. Where is the business now?
2. Where do you want it to be?
3. How will you get the business to where you want it to be?

Financial planning practices include

- generating financial statements (balance sheet, cash flow statement, and income statement)
- using results to identify strengths and weaknesses
- developing projections, including those associated with proposed changes to the farm business

Financial control involves measuring financial condition and performance over time to determine whether or not the business is achieving desired results, and if not, asking, "Why not?" to identify and implement needed changes.

As the end of the year draws near, the next few months present good opportunities to examine your business' financial management practices. As a farm business owner, you have financial objectives and goals. These direct your efforts. Do you measure the financial condition of your farm business using the balance sheet? Do you measure financial performance using the cash flow statement and income statement? If you don't measure financial management factors, then how do you expect to successfully manage the business toward achieving desired financial results?



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The statement “If you can’t, or don’t measure it, then you can’t manage it” with its emphasis on measuring outcomes underlies the value and need for sound financial management.

Cornell University’s Dairy Farm Business Summary (DFBS) Program

- The objective of the DFBS Program is to allow producers to analyze their production and financial situation, set future goals, and make sound financial decisions.
- The DFBS also allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency as well as analyses of the cropping and dairy aspects the business.

The DFBS program is a preferred financial management tool for summary and analysis for dairy farm businesses of all kinds.

Financial Statements for Agriculture (FISA) Program

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to

achieve an objective similar to the one above for the DFBS Program.

- In practice, FISA’s ability to provide peer to peer comparisons is limited.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

Farm Business Summary and Analysis with the NWNY Team

If you are interested in improving your farm business’ ability to practice sound financial management, then please contact me 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 2016. Owners of all types of farm businesses are encouraged to contact me. The NWNY Dairy, Livestock, and Field Crops Program has the capacity, using the above tools, to develop valuable farm business summary and analysis. 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.

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New OSHA Regulation on Improved Tracking Work-Related Injuries & Illnesses Goes Into Effect: 1/1/2017

By James J. Carrabba, The New York Center for Agricultural Medicine & Health - NYCAMH

Earlier this year, OSHA (the Occupational Safety and Health Administration) announced a new rule, which takes effect January 1, 2017. This new regulation will require certain employers to electronically submit injury and illness data that they are already required to record on their OSHA Injury and Illness, paper-based forms. OSHA claims that having this data will enable it to use its enforcement and compliance assistance resources more efficiently. Some of the data will also be posted to the OSHA website. OSHA believes that public disclosure of workplace injury and illness data will encourage employers to improve workplace safety and provide valuable information to workers, job seekers, customers, researchers and the general public. More information about this new regulation can be found on OSHA's website at: <https://www.osha.gov/recordkeeping/finalrule/index.html>



These new reporting requirements will be phased in over the next two years:

Establishments with 250 or more employees in industries covered by the recordkeeping regulation must electronically submit information from their 2016 Form 300A by July 1, 2017. These same employers will be required to submit information from all 2017 forms (300A, 300, and 301) by July 1, 2018. Beginning in 2019 and every year thereafter, the information must be submitted by March 2.

Establishments with 20-249 employees in certain high-risk industries (*includes agriculture*) must electronically submit information from their 2016 Form 300A by July 1, 2017, and their 2017 Form 300A by July 1, 2018. Beginning in 2019 and every year thereafter, the information must be submitted by March 2.

These new electronic submission requirements do not change the existing requirement that an employer must complete and retain injury and illness records. The new rule also includes anti-retaliation protections by prohibiting employers from discouraging workers from reporting an injury or illness. Employers will be required to inform employees of their right to report work-related injuries and illnesses free from retaliation. The new rule further clarifies the existing implicit requirement that an employer's procedure for reporting work-related injuries and illnesses must be reasonable and not deter or discourage employees from reporting. It also incorporates the existing statutory prohibition on retaliating against employees for reporting work-related injuries or illnesses. These provisions in the new ruling became effective August 10, 2016, but OSHA has **delayed enforcement** of these provisions until November 1, 2016 in order to provide outreach to employers.

As always, NYCAMH is available to assist farms with OSHA compliance consulting, safety programming and planning. We are a private, non-profit organization dedicated to the prevention of injury and illness that may occur to agricultural workers. We fulfill this mission by offering the on-farm safety program, which consists of farm safety surveys and farm safety training sessions for farms in New York. Our on-farm safety surveys identify potential farm hazards around the farm. Our training programs are farm specific and can be provided in Spanish. All of these services are available at no cost through a grant from the New York State Department of Labor Hazard Abatement Board. We also have a farm emergency response program offering training in CPR, first aid, fire safety and what to do in an emergency. Contact us at 800-343-7527 or info@nycamh.com to schedule these programs or for more information about our services. NYCAMH, a program of Bassett Healthcare Network is enhancing agricultural and rural health by preventing and treating occupational injury and illness.

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2007 Int'l 7600, Cums. ISM 410 h.p., Allison 4000 auto., 4.63 ratio, 22.5 tires, all steel wheels, 174" w.b., 12,000# F/A, 40,000# R/A, clean, low mile tractor, air slide 5th wheel, rubber 75%, 234,755 miles, stk# 5251, \$30,000.



2009 Mack Granite GU713, MP7395 h.p., 8LL trans., 21" steel coal box, 12x24 tires, spoke wheels, 18,740# F/A, 65,000# R/A, good condition, low miles & hrs., 67,915 miles, stk# 5168, \$68,000.



2007 Int'l 5900I Pay Star, CAT C13 430+ h.p., eng. brake, Allison auto., air ride susp., 20,000# F/A, 46,000# R/A, 240" w.b., lowboy ramps, PTO, alum. wheels, 55,000# DP hyd. winch, 395,000 miles, stk# 5249, \$47,000.



2000 Mack RD600, E7 400 h.p., 8LL trans., 24' alum. body, 2 way tailgate w/coal/grain chute & tarp, 22.5 tires, alum./steel wheels, 283" w.b., tri axle, 20,000# F/A, 46,000# R/A, good running dump w/20,000# air lift axle, good rubber, 499,008 miles, stk# 5108, \$39,500.



2001 Western Star 4964, CAT C15 6N2 single turbo 490 h.p., 13 spd., eng. brake, 16' steel box, 24.5 tires, alum./steel wheels, 222" w.b., 20,000# F/A, 46,000# R/A, very clean dump truck, tarp, full locking rears, hookups for pup trailer, steer tires 70%, drive 90% 403,077 miles, stk# 5240, \$38,000.



2005 Int'l 5900I, Cums. ISX 475 h.p., 379,179 miles, 18 spd. trans., eng. brake, Haulmax susp., 24.5 tires, alum./steel wheels, 366" w.b., 40,000# F/A, 46,000# R/A, twin steer winch w/planetary rears, Braden winch, 211" deck w/air roller, dbl. frame, w/ll separate deck & winch from chassis, 396" bridge, stk# 5100C, \$59,500.



2004 Kenworth C500, CAT C15 475 h.p., 216,455 miles, eng. brake, 18 spd. trans., Chalmers susp., 24.5 tires, alum. wheels, 340" w.b., 20,000# F/A, 46,000# R/A, dbl. frame, winch & flatbed to be removed, stk# 5151CC, \$39,500.



(2) 2010 Peterbilt 367, Cums. ISX 485 h.p., diesel, 10 spd., eng. brake, Air Trac susp., 24.5 tires, all steel wheels, 202" w.b., 13,200# F/A, 46,000# R/A, very clean, air slide 5th wheel, stk# 4390 - 391,718 miles, stk# 4991 - 369,622 miles, \$43,900.



2006 Peterbilt 357, CAT C15 475 h.p., 18 spd. trans., eng. brake, 12R24.5 tires, alum./steel wheels, 226" w.b., 18,740# F/A, 46,000# R/A, heavy spec, dbl. frame C&C, 26' frame, 266" c.t., dual air cleaners & exh., eng. upgradeable to 550 h.p., deck & winches can be removed, stk# 5244CC, \$55,500.



2006 Western Star 4900FA, Det. 14L 515 h.p., 143,295 miles, 8LL trans., eng. brake, walking beam susp., 12x24 tires, alum./steel wheels, 404" w.b., 20,000# F/A, 46,000# R/A, dbl. frame, winch & flatbed to be removed, dual breathers & exh., stk# 5097, \$37,900.



2007 Freightliner FLD120, Det. 14L 515 h.p., 18 spd. trans., eng. brake, 15' steel box, 24.5 tires, alum./steel wheels, 202" w.b., 18,000# F/A, 46,000# R/A, clean, low mile dump truck w/full locking rears, tarp, dual exh. & air cleaners, hitch w/ hookups for pup trailer, stk# 5239, \$46,900.



2006 Peterbilt 357, CAT C15 475 h.p., 535,919 miles, eng. brake, 18 spd. trans., Haulmax susp., 24.5 tires, alum./steel wheels, 231" w.b., 14,350# F/A, 46,000# R/A, very clean, dbl. frame, good rubber, stk# 4803, \$56,900.



2007 Peterbilt 378, CAT C15 475 h.p. (upgradeable by Flash to 550 h.p.), 18 spd., eng. brake, 24.5 tires, alum. wheels, 12,000# F/A, 46,000# R/A, clean day cab tractor w/heavy rears, dual exh. & air cleaners, 390,597 miles, stk# 5250, \$57,000.



1996 Peterbilt 357, CAT 3306 300 h.p. diesel, 213,093 miles, 8LL trans., rubber block susp., 12x22.5 tires, all steel wheels, 216" w.b., 22,000# F/A, 46,000# R/A, very clean C&C, stk# 5091, \$36,000.



2004 Kenworth T800, CAT C10 395 h.p., 110,826 miles, diesel, 10 spd., eng. brake, Hend. susp., 22'x102" flatbed, 5.29 ratio, 22.5 tires, all steel wheels, 240" w.b., 18,000# F/A, 44,000# R/A, dbl. frame, full locking rears & PTO, will separate flatbed from chassis, stk# 4852, \$44,500.



2001 Int'l 2674 T/A Flatbed, Cums. N14, eng. brake, 10 spd. Eaton Fuller man. trans., 24'10" flatbed, beam type susp., dbl. frame, 300" w.b., 20,000# F/A, 46,000# R/A, full locking rears, 199,970 miles, stk# 5094, \$29,500.



2005 Int'l 7500, DT570BB 330 h.p., 130,558 miles, 10 spd. trans., Haulmax susp., 22.5 tires, all steel wheels, 178" w.b., 12,350# F/A, 40,000# R/A, 13' Ox dump which, trailer hook ups & vibrator, stk# 5099, \$43,900.



2006 Kenworth T800, CAT 475 h.p., eng. brake, 18 spd., tri axle, 262" w.b., 20,000# F/A, 46,000# R/A, day cab tractor, air lift 3rd axle, full locking rears, 206" dbl. frame behind cab, 188" c.t., 487,290 miles, stk# 5248, \$56,000.



2005 Peterbilt 357, CAT C11 370 h.p., 85,200 miles, auto., Hend. susp., 5.38 ratio, 22.5 tires, alum./steel wheels, 216" w.b., 20,000# F/A, 46,000# R/A, lockers, front alum. floats, diff. lock, cruise, stk# 5075, \$55,000.



2001 Kenworth T800, CAT C12 430 h.p., 160,558 miles, eng. brake, auto., Hend. susp., 22.5 tires, all steel wheels, 246" w.b., 4.11 ratio, 12,000# F/A, 44,000# R/A, very clean, low mile southern truck, stk# 4918, \$36,900.



2001 Int'l 2574, CAT C10 305 h.p., 5 spd. Allison HD4560P auto., all steel wheels, steel body, 20,000# F/A, 46,000# R/A, good running truck, dbl. frame w/FMC-VACON rod/rear vacuum sys. V312 SH4, SN 12962295, run by Cums 39L 4 cyl. eng. w/6,698 hrs., 3 stage blower fan, 12 cu. yd. cap tank, 6' boom, hyd. drive vac. pump, articulating hose reel, 1,000 gal. fresh water cap, 60 GPM pump w/2,500 PSI, 600 PSI hand gun, stk# 5037, \$47,900.



2005 Freightliner ARGOSY, Det. 515 h.p., 14L, eng. rebuilt w/warranty, 10 spd., 26'x96" body, 22.5 tires, all steel wheels, 244" w.b., 12,000# F/A, 40,000# R/A, 36" flat top slpr., clean cabover flatbed, 579,071 miles, stk# 5129, \$34,900.



2011 Kenworth W900B, Cums. ISX 600 h.p., 18 spd. eng. brake, 22.5 tires, alum. wheels, 260" w.b., 14,600# F/A, 69,000# R/A, big HP tri-drive tractor w/full locking rears, air slide 5th wheel, eng. rebuild @ 176,170 miles, service records avail., 327,006 miles, stk# 5238, \$59,900.



2006 Peterbilt 378, CAT C15 475 h.p., 18 spd. RTLO18118B trans., eng. brake, 22.5 tires, alum. wheels, 172" w.b., 12,000# F/A, 46,000# R/A, full locking R/A, very clean, low mile tractor w/air slide 5th wheel, 380,024 miles, stk# 4553, \$55,900.



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December 8, 6:00 pm - 9:00 pm

Yates County Government Building Auditorium
417 Liberty St., Penn Yan

RSVP by: December 5

Register:

https://reg.cce.cornell.edu/ProfitableMeatMarketing_257

December 15, 6:00 pm - 9:00 pm

CCE-Wyoming County Ag & Business Center
36 Center St., Warsaw

RSVP by: December 12

Register: Zach Amey at 585-786-2251 or
zta3@cornell.edu

Feed Dealers Meeting

November 18

10:00 a.m. - 2:00 p.m.

CCE Office, 420 East Main St., Batavia

Topics:

- * Forage quality & digestibility - What we can/can't influence in the field
- * Feeding strategies based upon forage quality & availability
- * Cornell Corn Silage Hybrid Trials - A new look
- * Agronomic & feeding strategies for winter forage crops

Pre-Registration is Requested!

Hot meal & proceedings included

Cost: \$30 per person / \$25 ea. additional person

Contact: Cathy Wallace

585-343-3040 x138 or cfw6@cornell.edu

Upcoming Webinars:

Handling Non-Ambulatory Cattle

November 3, 12:00 p.m.

Presented by:

Greg Crosley, DVM, Countryside Veterinary Service
<http://nationaldairyfarm.com/merck-training-materials>

Technology Tuesday Series:

Compost Bedded Pack Dairy Shelter Update

November 15, 8:30 - 10:30 a.m.

Presented by:

John Tyson, Penn State Extension
<http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series>

Inflammation Around Calving: What does it mean & how should we approach it?

November 14, 1:00 - 2:00 p.m.

Presented by:

Barry Bradford, Kansas State
<http://hoards.com/article-1755-Hoards-Dairyman-Webinar-Series.html>

Pain Management

November 17, 12:00 p.m.

Presented by: TBA

<http://nationaldairyfarm.com/merck-training-materials>



On a Farm Near You...

Woodsway Farm – Setting Standards for Replacement Dairy Heifers

By: Jerry Bertoldo

Up on a hill in Bennington, NY, tucked away behind their suburban looking home, Jim and Sally Woods operate a newborn to 4 months of age custom calf raising operation, one that is well laid out, clean, weed free and neat as a pin. Since 2004 they and their children have contract raised calves for only one farm, Baker Brook Dairy of Attica, NY, now a 1700 milking cow operation. They claim 1 full time and 3 part-time worker equivalents for the enterprise.

The farm starts 750-800 calves per year using 140 hutches and two post-weaning barns that hold 65 calves each. There is a daily inventory of 250-270 calves. They feed an amino acid balanced 22-20 milk replacer, max out at just over 7 quarts per day in the winter, start a pelleted 23% starter grain coated with molasses at Day 8, wean by Day 40, introduce high quality grass hay by 9 weeks, switch to a 19% grower grain at 10 weeks and offer free choice baleage at 12 weeks. Not unusual particulars until you visit and talk about details.

The Woods keep great records and manage every detail. Their stats show it. Over the last 10 years their mortality rate has averaged 2.1%, scour treatment rate (more than one dose of electrolytes) 4.5%, respiratory treatment rate 3.3%, rate of gain in the first 8 weeks 1.75 lb/day and overall gain by 4 months 2.0 lb/day. They will admit that things don't always go as well as they would like, but challenges are met with reevaluation and consultation with advisors like Dr. Sam Leadley.

Before Woodsway picks up the calves, Baker Brook feeds 1.5-2.0 gallons of colostrum to heifers and places a temporary neck chain and tag on all calves. Permanent RFID tags are put in at the calf facility. The first feeding at Woodsway is an electrolyte solution. A hand added neomycin-tetracycline supplement is used up until Day 14. This was a more recent addition to reduce early scours.



Photo source: Jerry Bertoldo

Calves are fed milk replacer and water using an Urban Milk Shuttle on a custom-made trailer pulled by an ATV. This unit is credited with reducing % solids drift, maintaining ideal feeding temperatures, controlling scours, simplifying proper sanitation of equipment touching replacer and reducing labor. Water is never fed under 80F. Early gut health and calf aggressiveness seems to enable attractive growth rates coming more from significant early starter consumption than high liquid feeding rates. By the Day 40 weaning window grain consumption averages 4-6 lbs/day. Intakes rapidly reach 6-8 lbs after complete milk replacer removal.

Storage, milk replacer prep and sanitizing is made easier within a spacious building with overhead door, good lighting, heat, hot water, room for carts, ATV, bags of replacer and a 3-bay stainless steel restaurant sink for pre-wash, washing, and acid sanitize rinse for all feeding equipment. All milk pails are washed every feeding for the calves up to 2 weeks old. Older calves are washed as needed. Equipment is cultured periodically for bacterial load.

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Here are a few other management points that help create the success at Woodsway farm:

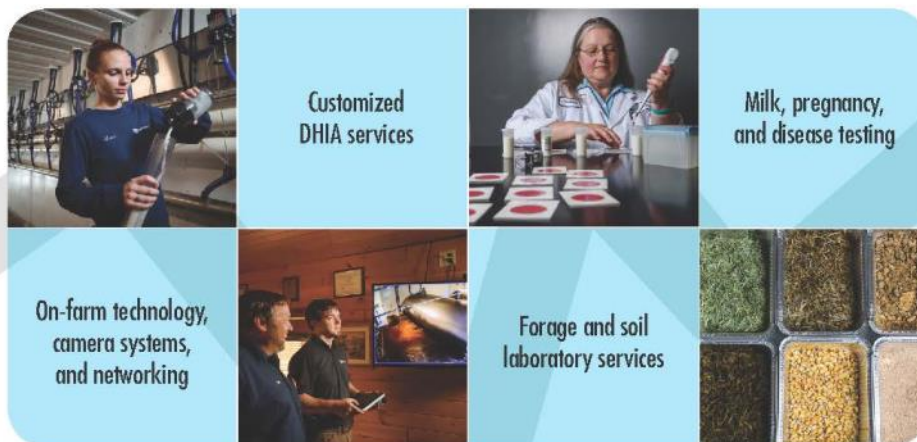
- ◆ Calf jackets are used during winter months on all milk calves.
- ◆ Milk shuttle is washed and acid rinsed after every feeding.
- ◆ Grain is shaken up at every feeding, changed or added to as needed.
- ◆ Hutch cleaning is done every week, taking about 1-1/2 hours (3 people) to pitch out hutch with skid steer and forks/shovels, another 1-1/2 hours (1 person) to wash hutches, and another 1 hour to take down and setup hutches (2 people).
- ◆ Hutches are cleaned when calves are moved to the barn, pressure washed with chlorinated soap and Clorox, at 170-180 degree water.
- ◆ Hutch site is 1 foot of gravel topped with 2-3" of #2 stone, then covered with felt landscape fabric under the hutches. Fabric is cleaned of manure then swept with power broom after the calf has been moved into the barn. The fabric is replaced once a year. The hutch area is re-stoned every 3 years.

- ◆ In the late fall/early winter hutches are bedded with straw for the young calves (up to 2 weeks old) and sawdust after that. In the late spring/early summer only sawdust is used. In 2014 Woodsway started using bagged coarse shaving versus bulk sawdust. This drastically reduced respiratory problems attributed to dust from bedding hutches. Interestingly, a reduction to lower jaw abscesses was observed in young calves thought to be associated with sawdust splinters in the bulk product.
- ◆ The best quality grass forage either as dry hay or baleage is put up for feeding calves.

The Woods family does an exception job of raising calves. Their close relationship with their source farm and openness with communications has allowed for rapid response to challenges whether originating at Baker Brook or at home. Their attention to detail is second to none. "It will do" is not in the vocabulary of Woodsway Farm.

Woodsway will be featured at the upcoming Calf & Heifer Congress in East Syracuse as part of a virtual tour of excellent heifer operations.

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NOVEMBER 2016

Save the Date...

- 8 ***Calf Management Workshop***, 10:00 a.m. - 3:00 p.m., Mulligan Farms, 5403 Barber Rd., Avon
- 9 ***Cornell Field Crop Dealer Meeting***, 10:00 a.m. - 5:00 p.m., Holiday Inn, 441 Electronics Parkway, Liverpool
- 15 ***Calf Management Workshop***, 10:00 a.m. - 3:00 p.m., Lamb Farms, 6880 Albion Rd., Albion
- 15 ***Employee Management Road Show: Helping Agriculture Employers Stay Current on Employment Rules & Best Practices***, 10:00 a.m. - 4:00 p.m., Elba Fireman's Rec Hall, 7143 Oak Orchard Rd., Elba. \$45/person or \$40/person for 2 or more from a farm. For more information/register contact registration@nedpa.org
- 18 ***Feed Dealer Meeting***, 10:00 a.m. - 2:00 p.m., CCE-Genesee Co., 420 E. Main St., Batavia. For registration contact Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu. See page 13 for more details

DECEMBER 2016

- 7-8 ***Calf & Heifer Congress***, Doubletree Inn, 6301 State Route 298, East Syracuse. See page 5 for more details
- 8 ***Profitable Meat Marketing***, 6:00 p.m. - 9:00 p.m., Yates Co. Government Building Auditorium, Penn Yan. **RSVP by: Dec. 5.** For more information contact Nancy Glazier at 585-315-7746 or nig3@cornell.edu. See page 13 for more details
- 15 ***Profitable Meat Marketing***, 6:00 p.m. - 9:00 p.m., Ag & Business Center, 36 Center St., Warsaw. **RSVP by: Dec. 12.** For more information contact Zach Amey at 585-786-2251 or zta3@cornell.edu. See page 13 for more details

JANUARY 2017

- 11 ***WNY Corn Congress***, 10:00 a.m. - 3:00 p.m., Quality Inn & Suites (formally Clarion), 8250 Park Road, Batavia
- 12 ***Finger Lakes Corn Congress***, 10:00 a.m. - 3:00 pm, Holiday Inn, 2468 NYS Route 414, Waterloo

FEBRUARY 2017

- 8 ***WNY Soybean/Small Grains Congress***, 10:00 a.m. - 3:00 p.m., Quality Inn & Suites (formally Clarion), 8250 Park Road, Batavia
- 9 ***Finger Lakes Soybean/Small Grains Congress***, 10:00 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 28 ***Forage Congress***, Genesee River Restaurant & Reception Center, 134 N. Main St., Mount Morris. More info coming.

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