



Ag Focus

Johne's Disease – Not Just a Dairy Problem

By: Nancy Glazier

Johne's disease can affect any ruminant, though most prevalent in dairy cows. Jackson Wright, dairy specialist with the team, wrote in May's issue about controlling Johne's on the dairy. From his article, the disease is an intestinal infection caused by *Mycobacterium avium* subspecies paratuberculosis, or MAP. MAP is a bacterium that primarily affects the latter portion of the small intestine (known as the ileum) of ruminants. Once ingested, intestinal mucosal cells absorb the bacteria initiating an immune response. This results in inflammation and thickening of the intestinal lining and decreased nutrient absorption. Symptoms of Johne's disease include weight loss despite good appetite, decreased milk production, diarrhea, and death.

The real danger of Johne's disease is due to the "iceberg" effect. For every clinical case of Johne's in a herd, there can be 15 to 25 animals subclinically infected. Onset of clinical signs may be as early as two years of age if a massive exposure occurs close to birth. Digestive tract insults from clostridium laden silages, mycotoxins, chronic acidosis and Salmonella infections may act to potentiate MAP infections creating more and younger clinical cases than the level of infection would predict. The "iceberg" of Johne's steals profits through reduced production, increased secondary diseases, culled animals, and increased feed costs.

MAP is shed in manure and can survive (but not multiply) in the environment for many years. Manure spread on pas-

ture land appears to be more of a concern than cow patties from carrier animals. Plant contamination is topical, not systemic. For the organism to reproduce and multiply, it needs a live host. Another means of transmission is through milk. A third route is in utero: a fetus may acquire the infection from its infected dam even before it hits the ground. In both modes of transmission, youngstock are the most susceptible to infection.

Since there is no cure, prevention is critical. It is present in about 68% of dairies, 8% in beef herds; however, the monitoring of Johne's in beef herds is much more casual than in dairy. I am aware of 3 beef herds that have had it. The first step is to assess whether your flock or herd is at risk. The National Johne's Education Initiative website (www.johnesdisease.org) has lots of information for all species of livestock. If you don't have internet access, give me a call and I will send the information on to you.

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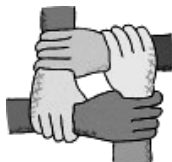
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Mission Statement

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.

Biosecurity – Going Beyond the Sign at the Door

By: Jerry Bertoldo

When the topic of disease control comes up the appropriate word association in New York is NYSCHAP. The Cattle Health Assurance Program we have here is bar none the most comprehensive state operated program of its kind in the US. Starting with a Johne's Disease module in 1998, the NYSCHAP program has moved on to address other infectious problems such as leukosis, BVD, Salmonella and mastitis. Integral to any module that a farm enrolls in are the farm specific protocols that are developed with the input of the farm's attending veterinarian. These recommendations go way beyond what vaccine or test should be employed.

Biosecurity is as much a way of conducting farm life as it is a bunch of scientific principles. Who and what enters, how you control pests and domestic animals how equipment functions and where, how sanitation is handled and what sort of animal flow exists come into the mix. The well - being of the livestock or the bank account of health and immunity that exists, if you will, makes a huge difference as to how tight biosecurity controls need to be. Cattle challenged by uncomfortable housing, poor ventilation, bad water and poor quality feed will not defend themselves as well against disease as thriving, productive animals. Vaccinations programs can offer a boost, but cannot be expected to offer solid protection in these situations.

Thinks about a sampling of scenarios on your farm and see how you stack up:

- ♦ Visitors including vets, AI techs, milk truck driver sand feed reps enter with disinfected, clean looking footwear
- ♦ Employees work with the youngest animals first, then go to older ones and do not return the other way without cleaning up
- ♦ Cats and dogs do not have access to feed stuffs – waste milk, grain, commodities
- ♦ **Anything** that contacts liquid calf feed (colostrum, milk or milk replacer) is sanitized in the same method that your milking system is cleaned

- ♦ Wheelbarrows, Gators, buckets, trailers, etc. do not transport baby calves after carrying dirty or manure - laden objects without cleaning first
- ♦ Isolate purchased animals separately from resident livestock for at least two weeks
- ♦ Dusty bedding should never be dispersed in the presence of animals, young or old
- ♦ Animals should never be present when a dirty or manure - coated area is being pressure washed (people need to wear masks)
- ♦ Mortalities need to be hauled off, buried or composted properly - never left for wildlife to scrounge

Human nature in the face of problems seeks easy answers. Often times in the livestock world this is "management in a bottle." The dairy that has few death "culls" high production, low medical expense with slick looking cows has succeeded by having many everyday rituals rather than periodic management events.

CDL Training for Genesee Co. Ag Producers

February 22 & 23

7:30 p.m., CCE-Genesee County Office

CCE-Genesee County, in collaboration with Genesee Valley Educational Partnership, will be offering a CDL Training Program for both Class A & B licenses to Genesee County Ag Producers and their employees.

This training program is designed for producers and farm employees that have some experience with commercial truck operation.

Informational Meeting: February 16, 7:30 p.m.

For more information or register contact:

Jan Beglinger: 585.343.3040 x132 or
jmb374@cornell.edu

Cost:

Class A: \$625.00

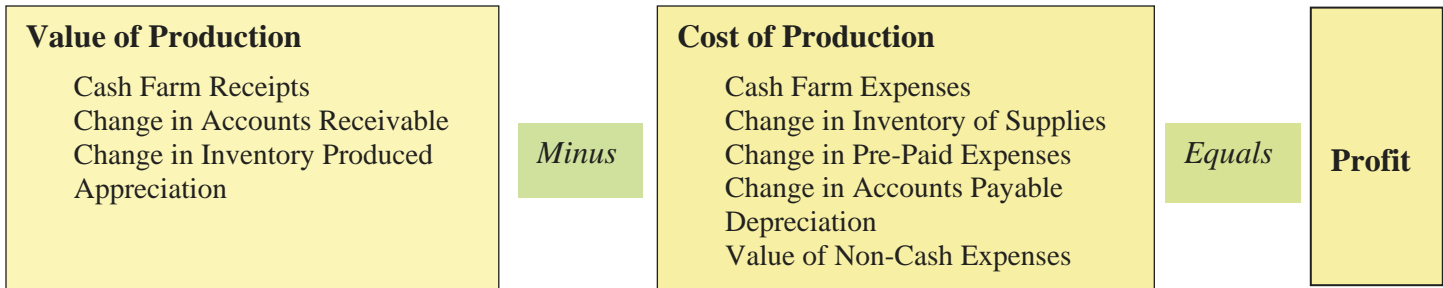
Class B: \$475.00



The Income Statement Helps Producers Understand Profitability

By Joan Sinclair Petzen

Profitability is key to the long term sustainability of any business. Farm profits can be used to provide a draw for family living, investment in new technology, to reduce debt, or to grow a business to include new operators or to fund the retirement of farm owners. Profit, however, is not always in the form of cash. Profit is defined in general terms as the value of production less the cost of production. Profit is the residue that is left after the costs of all resources used to produce a good or service are paid.



In the business of agriculture, some of the value and some of the production costs are not cash transactions. To yield a true picture of the costs associated with producing a certain quantity of a good or service, all the costs including non-cash costs must be considered. In agriculture, most businesses use a cash system for their accounting. To make more informed management decisions it is important to develop an income statement adjusted for changes in accounts receivable, inventory, accounts payable, and pre-paid expenses and appreciation of assets, depreciation of capital costs and the value of non-cash costs. Failing to consider these non-cash revenues and non-cash expenses can skew the impression of farm business profits.

Making accrual adjustments to receipts and expenses matches the costs of production to the same time frame during which the value was produced. Cash accounting records receipts when the income is received and expenses when the bill is paid. Cash accounting offers opportunities to manage taxable income by shifting expenses from one year to another depending upon when items are paid for or when income is accepted. This practice results in reducing profit on one year and increasing it in the other when only the cash perspective is considered.

Let's look at some examples of how the accrual adjustments can make a difference in profitability. On livestock farms, swings in home grown feed inventory can have a big impact on profits. In a good crop year, inventories build, potentially allowing the farm business to produce less to meet the needs of the herd in a future year. On the other hand, in a difficult crop year, feed inventory dwindles and less is available for feeding in the next year. In extreme cases, a bad year could result in the farm having to purchase more feed or reduce the herd to have adequate feed to carry through until the next crop is harvested. All these scenarios have an impact on the profits of the farm business.

Why would non-cash expense matter? Let's consider family or operator labor that does not receive a paycheck. If this labor were not available, then it would need to be replaced with hired labor. I have often heard parents whose son or daughter was actively engaged in the business say "I didn't realize how much he did each day until I needed to pick up those chores this fall." The other often silent contributor is the mother or wife who handles all the bookkeeping and banking tasks. In situations where that individual has become sick or unable to continue that task and the operator must pick it up, he is often amazed at how much time is required to keep up with the "desk" side of the business.

Finally, there is appreciation of assets owned and depreciation on capital expenses. Appreciation is the change in value of an asset. Over time an asset like land or livestock generally increases in value. This change in value of the investment in the farm business contributes to the profits of the farm business and generally goes unnoticed until the business is sold. However, if there is shift in the economic situation surrounding the business, assets can be devalued. We experienced this in 2009/2010 when, due to a number of market factors, the bottom fell out of the price of milk and consequently we saw an almost immediate one-third drop in the price of replacement cattle. This has an impact on the capacity of the business to borrow capital. Depreciation is the amount of expense claimed in a given year for the cost of an asset purchased and used in the business over several years.

Each of these items alone can impact the bottom line profit of the business. When considered in total, they help us to better understand the profitability and

therefore long term sustainability of a farm business. These factors are also important to understand when looking at profitability data in the farm press. If the data presented does not specify how profit is calculated it is important to ask if these factors were taken into consideration when analyzing the data supporting a new technology or practice you are considering.

This article is part of a series of articles addressing using financial statements to evaluate the performance of the farm business.

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Costs of Crop Production – Cash Grain Farms

By: John J. Hanchar

Summary

- ☛ Owners of cash grain farms who understand cost summary and analysis concepts, and know their costs of producing crops, are best positioned to make wise production, marketing, risk management and other management decisions.
- ☛ Alternative cost summary and analysis approaches exist.

Background

Cost of crop production information is valuable to the owner of a cash grain farm looking to answer the following questions and others:

- ☛ What crops should I produce?
- ☛ When developing a marketing plan, what should my price targets be?
- ☛ What production practices should I employ – for example, conventional or reduced tillage practices, a standard or intensive wheat management system?

To best use cost of crop production information, farm business owners should understand two important aspects of costs of production.

First, recognize and understand that a number of cost of production measures exist for a given enterprise, good or service. Costs can be grouped in a variety of ways – variable and fixed, operating and ownership, cash and non - cash are examples. There is no single cost of production. The notion of a single measure suggested by the question “What is your cost of producing a bushel of corn grain?” is not accurate. A clearer question would be, “What is your total cost of producing a bushel of corn grain?” Even here, one has to be clear about what is being included.

Second, recognize and understand the different methods used to calculate costs. Is the measure calculated from farm records using enterprise cost summary and analysis? Or, is the measure calculated from farm records using a whole farm method?

Cost Concepts

Costs of production are defined as the value of resources used in the production of goods and services. Traditional resource groupings include land, labor, and capital, where capital is described for its ability to purchase inputs other than land and labor. Labor includes hired family and nonfamily, unpaid family, and operator labor. Examples of goods and services produced include corn, wheat, soybeans, and custom work among others.

The enterprise cost accounting approach allocates costs to the production of a good or service. Some costs are easier to allocate to a particular enterprise than others. For example, accrual operating expenses such as fertilizers, seeds and plants, and chemicals among others are relatively easy to allocate to corn grain production. However, machinery and equipment expenses, both fixed and variable, and labor expenses are more difficult, because these inputs are used in the production of multiple goods and/or services, or enterprises, for example, corn, wheat and

soybeans for a cash grain operation. Various methods exist for allocating these costs including a method that is based upon the hours of use by enterprise.

The whole farm method allocates costs to an enterprise using accrual receipt and expense information from the business’ income statement. For example, to estimate the total cost of producing a bushel of corn grain, make the following calculation:

Total cost of producing corn grain
= Total costs for the business – Accrual, non - corn grain receipts



Dividing by corn grain produced (accrual basis) yields a per bushel measure. Note, use of the word "estimate" above.

An Illustration of the Whole Farm Method

Suppose the following is information from the 2011 income statement for a representative 1,000 acre farm producing corn grain and soybeans.

- ☛ Accrual receipts total \$665,861 with corn grain accounting for \$444,835 of the total, and soybeans the remainder.
- ☛ Accrual operating expenses total \$440,026, while depreciation expense is \$29,452.

If the value of the operator's labor and management is \$50,000 and interest on average equity for the year as an opportunity cost is \$21,694, then total costs are \$541,172.

Subtracting accrual receipts for soybeans, \$221,026,

from total costs for the business, \$541,172, and dividing by bushels of corn produced, 85,600, yields an estimate for the total cost of producing a bushel of corn of \$3.74. Subtracting accrual receipts for corn grain, \$444,835, from total costs for the business, \$541,172, and dividing the result by bushels of soybeans produced, 18,267 bushels, yields an estimate for the total cost of producing a bushel of soybeans of \$5.27 per bushel.

Remember, these are estimates derived from the business' income statement. The producer who is not comfortable with estimates from the whole farm method can utilize enterprise cost summary and analysis methods to more accurately calculate costs for their business.

If you would like to discuss using your business' income statement to develop some cost of crop production estimates and/or using enterprise cost summary and analysis to generate costs, please contact me.

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7:00 p.m.

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Bill will also be speaking at the Step It Up Grazing Conference (see page 9).

Pre-registration by: **February 16, 2012**

Cost: \$10.00 per person

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February 21, 2012

BW's

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9:30 a.m. - 3:00 p.m.

- *Managing Forage Inventory, Managing Your Shortfalls, *Joan Petzen*
- *Sustainable Genetics: Breeding for Your Microclimate, *Bill Hodge, Hodge Ranch (see bio on page 8)*
- *Roadmapping Your Farm's Future, *Wally & Eric Sheffer, Sheffer's Grassland Dairy*
- *Grass Management for Dairy Cattle, Beef, too!, *Nancy Glazier*
- *Afternoon breakout sessions for dairy and beef

Pre-registration by: **February 16, 2012**

Cost: \$35.00 first person, \$25.00 for each additional person

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Favorable market report for Dairy farmers

The 2012 outlook for dairy farmers just improved a bit with the final USDA crop estimates, released on January 12. http://www.farmdocdaily.illinois.edu/2012/01/usda_reports_negative_for_crop.html

The University of Illinois grain analysts, of course, come at it from the perspective of bad news for growers, but their analysis hits the major points and explains the market response. Despite grim weather reports all year long, the corn and soybean harvests have proved a good deal better than expected. Apparently the performance of new drought-resistant varieties have proved their worth in areas to the south that were dry. Standing in water still is tough on yields but flooded areas tended to be more localized or too far north to worry corn and beans that much. (find the rest of the article at www.nwnyteam.org under Ag Focus, February.)

Andy Novakovic is a professor of agricultural economics at Cornell. He is well informed on agricultural policies and politics at the federal level. He is presently on leave from the university while working in Washington, DC as a policy advisor to dairy

Agricultural Assessment Deadline – March 1

Agricultural property owners must file application annually to receive the benefits of agricultural assessment. Both farm owners and landowner who rent their property for agricultural production are eligible to receive the real property tax reduction benefits through the program. Applications must be filed with the town assessor by March 1. For more information about agricultural assessment or to download the forms require to apply check the NYS Department of taxation and finance web site at: <http://www.tax.ny.gov/research/property/assess/valuation/agindex.htm>.



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Harold Brecht

By Harold Brecht

At least four things can happen to the nitrogen that corn growers apply to their fields — and only one of them is positive for the crop. In a perfect world, 100 percent of applied nitrogen would go straight to the crop, where it would be used to maximize yields. But in the real world, a high percentage of applied nitrogen is lost. How?

Volatilization is a process that occurs when urea comes in contact with moisture and urease. When urea breaks down, it releases ammonia into the air. As much as 30 percent of applied nitrogen can be lost within days of application unless the urea is stabilized.

Denitrification is a process where nitrogen is converted back into nitrogen gas that is then lost into the air. This process occurs when soils are saturated or very wet. Clay textured and poorly drained soils are most susceptible to this type loss.

Leaching occurs when the nitrate form of nitrogen is washed out of the root zone and ends up beyond the reach of plants. Sandy soils are most susceptible to these losses, because they have less ability to hold water and nutrients.

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Soybean/Small Grains Congress 2012

- ✓ Disease Challenges to Sustainable Soybean Production in NY, Gary Bergstrom, Cornell Plant Pathologist
- ✓ Cornell Small Grains Variety Trial Update, David Benscher, Cornell Plant Breeding
- ✓ Residual Herbicides in Glyphosate Resistant Soybean Weed Control, Russ Hahn, Cornell Weed Scientist
- ✓ Nitrogen Management: It's not too early to be thinking about your Wheat, David DeGolyer, WNY Crop Management Association
- ✓ NY Soybean Yield Contest Results, Mike Stanyard, Cornell Cooperative Extension
- ✓ Available Tools for Integrated Management of Fusarium Head Blight & Vomitoxin in Wheat, Gary Bergstrom, Cornell Plant Pathologist
- ✓ Trochanter Mealybug: New Soybean Pest found in NY, Mike Stanyard, Cornell Cooperative Extension
- ✓ Flax: A New Small Grain Possibility for WNY, Jim Ochterski, Cornell Cooperative Extension
- ✓ Field-Scale Studies on Soybean Seed Treatments, Row Spacing, & Variety Selection, Bill Cox, Cornell Agronomist

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February 8, Clarion Hotel, Batavia

February 9, Holiday Inn, Waterloo

Please make reservations by contacting: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu

RESERVATIONS MUST BE RECEIVED BY:

February 2, 2012

Farm Disaster Preparation Certificate Course

Thursday, March 8, 2012

8:30 AM - 2:30 PM

CCE-Genesee Co., 420 East Main Street, Batavia, NY 14020

Cornell Cooperative Extension has developed a unique training program for farm owners to increase their resistance to small and large disasters. The Farm Disaster Preparation Certificate program will help farm owners plan for and manage disasters that might occur.

By arrangement with several farm insurance carriers, farms that complete the training will receive a certificate to provide to their insurer as a condition of eligibility for receiving a credit or discount toward the farm's annual insurance premium. The value of the credit will vary but is usually a 10 to 15 % discount.

The Farm Disaster Preparation Certificate is directed to all sizes of farms and all types of products. Dairy and livestock farms are especially encouraged to participate in the program due to their additional concerns regarding animal agriculture.

Class fee: \$35.00 per person includes lunch, handouts and complete Farm Disaster Preparation Certificate training. The person representing a farm should be the insurance policyholder; other key farm personnel are welcome.

For more information or questions about the workshop contact Jackson Wright at (585)746-3016. Please pre-register by March 1; to register contact Jan Beglinger at 585-343-3040 x 132 or jmb374@cornell.edu.

2011 National Corn Growers Yield Contest – Two New York Growers Win Awards!

Western NY had two producers place nationally in the corn yield contest sponsored by the National Corn Growers Association. Congratulations to Gary Swede Farms Inc. of Pavilion. Their corn yield entry of 285.6094 bushels per acre earned them 2nd place in the class A no-till/strip-till category. Henry Everman's entry of 277.5063 bushels earned him 3rd place in the class A Non-Irrigated division. Winners will be presented awards at the 2012 Commodity Classic in Nashville, TN (March 1-3). You can find all the National and New York winners on the National Corn Growers webpage @ www.ncga.com.

Top New York State Entries in the National Contest

Class A Non-Irrigated

Name	Town	Variety	Bu/acre
1. Henry Everman	Dansville	DeKalb 61-69	277.0563
2. H. David Everman	Dansville	DeKalb 61-69	274.3618
3. Gary Swede Farms	Pavilion	DeKalb 57-67	267.4286



Class A No Till/StripTill Non-Irrigated

1. Gary Swede Farms	Pavilion	DeKalb 63-42	285.6094
2. GA-RY Properties	Pavilion	DeKalb 57-50	266.4413
3. Gary Swede	Pavilion	DeKalb 61-69	264.1814

This year's highest non-irrigated corn yield of 322.17 bushels came from Kevin Kalb of Dubois, IN. The highest irrigated class yield of 429.02 bushels came from David Hula of Charles City, VA.

2011 New York Corn & Soybean Growers Association Yield Contest Winners

If you don't want to enter into the National contest, why not enter the contest sponsored by the New York Corn & Soybean Grower Association. There were 50 yield entries submitted this year. The top three place winners of each region were presented plaques at this year's NY Corn & Soybean Expo in Syracuse on January 26th.

Western Region

1. Ron Gruschow	Livingston County	Pioneer 9630AM1	205.89
2. Matt Kludt	Orleans County	DeKalb 46-61	205.06
3. Ron Gruschow	Livingston County	Pioneer 0115AM1	200.72

Finger Lakes Region

1. Dave LaFave	Cayuga County	DeKalb 46-61	218.81
2. Norm Vaill	Cayuga County	DeKalb 52-59	211.38
3. Dave LaFave	Cayuga County	DeKalb 46-07	208.59

Central Region

1. Randy Brouillette	Oneida County	Pioneer 0125HR	225.39
2. Wayne Durant	Oneida County	Pioneer 9807HR	221.35
3. Bob Pawlowski	Oneida County	Pioneer 35F40	209.31



Winter Dairy Management 2012

Group Housed Dairy Calf Systems

The Group Housed Dairy Calf Systems symposium last December in Syracuse was a resounding success. 270 attended the one day meeting. Many were turned away due to lack of facility space. 19 states and 2 provinces of Canada were represented in the audience. The interest in this management model continues to be impressive to say the least.

The working group for this conference and for the annual Winter Dairy Management series decided to offer a "Lite" version of this popular gathering. This will enable those interested, but unable or not aware of the original symposium, to learn the critical components of this system from experienced educators and a producer using the system.

March 1, 2012

Livingston Co. Highway Department
4389 Gypsy Lane, Mt. Morris
(off of Rt. 63, just south of the 390 Geneseo/Rt. 408 exit)

10:00 AM– 3:00 PM

\$30 registration includes lunch and proceedings

To register contact:

Cathy Wallace: 585.343.3040 x138 or
cfw6@cornell.edu

- ♦ Linking Baby Calf Performance to Lifetime Production
- ♦ Mimicking the Natural Calf Experience
- ♦ Mastering Calf Barn Design & Ventilation
- ♦ Economic Considerations
- ♦ Case Farm Manager Presentation – Experience from the Trenches



Introductory Financial and Economic Evaluation of Biogas Systems

Brent Gloy, Associate Professor
Dept. of Ag Economics, Purdue University

February 27 10:00 a.m. - 2:30 p.m.
(lunch provided)

CCE-Genesee County Office

For additional information & registration contact:

Jenny Pronto: 607.227.7943
jlp67@cornell.edu

This workshop will allow participants to:

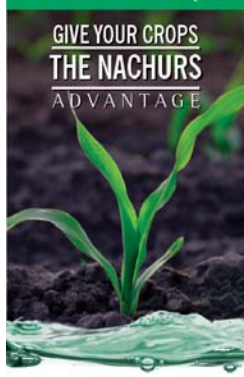
- ☞ Quantify the effect of uncertainties or variability in assumptions on economics of AD systems, and quantify risks associated with anaerobic digesters (AD)
- ☞ Predict the cost and revenue generation from an AD system
- ☞ Identify potential sources of funding for the development of an AD system
- ☞ Understand how to conduct a sound economic analysis of an AD system
- ☞ Utilize the Economic Assessment Model spreadsheet to estimate project costs and returns.

The workshop will involve a hands-on introduction to the assessment model using actual values from participant's farm operations.

Whether you are a producer considering an on-farm digester, a banker or lender with little biogas system knowledge or other interested parties in the position of advising farms. You will find this workshop of interest.



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(2) 2008 Peterbilt 365, CAT C13, diesel, 9LL trans., 105,680 miles, Haulmaxx susp., alum./steel wheels, 234" w.b., T/A, 20,000# F/A, 46,000# R/A, stk# 3837/3838, **\$86,900.**



(2) 2006 Int'l 4700 w/72" Mid Roof Sleeper, Cums. ISX 450 h.p., diesel, 10spd., 410kmiles, eng. brake, airride, 22.5 on all steel, 299" w.b., T/A, 12,000# F/A, 40,000# R/A, stk# 3850/3851, **\$34,900.**



1999 Western Star 4964SX C&C, CAT 600 h.p., Eaton Fuller RTLO 18 spd., Chalmers susp., 4 lift axles, 22.5 drive tires, new 445/65R22.5 steer tires, dual stacks & air cleaners, 20,000# F/A, 46,000# full locking R/A, 277" w.b.



1999 Ford L7500C&C, CAT 3406, 400h.p., 13 spd., spring ride, 20,000# F/A, 40,000# R/A, heavy spec, hard to find chassis or longer daycab, excell. cond.



2006 Freightliner Business Class M2 106, MBE 330 h.p., diesel, 10 spd., 187,400 miles, air ride, 4.30 ratio, 22.5 tires, 150" w.b., T/A, 12,000# F/A, 40,000# R/A, stk# 3901, **\$33,750.**



(2) 2012 Mack Vision CX613, Mack E7 427 h.p., 10 spd., eng. brake, airride susp., 177" w.b., 22.5 on alum., T/A, 12,000# F/A, 44,000# R/A, 530,688 miles, heavy spec day cabs w/wetlines, stk# 3617/3618, **\$37,000.**



2002 Peterbilt 385, C12 CAT 425 h.p., diesel, 10 spd., eng. brake, 544,771 miles, airride, 22.5 on alum., 185" w.b., T/A, 12,000# F/A, 50,000# R/A, wetline, good runner, just off road, ready for work, stk# 3687, **\$23,900.**



2003 Kenworth T800, C12 CAT 445 h.p., diesel, eng. brake, 689,124 miles, Chalmers susp., 20' alum. body, 24.5 on alum., 324" w.b., 5 axle, 20,000# F/A, 46,000# R/A, alum. comp., elec. tarp, stk# 3686, **\$44,500.**



2005 Western Star 4900, CAT C15 475 h.p., 18 spd., eng. brake, Haulmaxx susp., 244" w.b., 36" flat top slr., 22.5 on alum., T/A, 14,600# F/A, 46,000# R/A, 545,068 miles, stk# 3636, **\$52,500.**



1999 Western Star 4964FX, CAT 3406E 475 h.p., 18 spd., eng. brake, Hend. susp., 258" w.b., 24.5 on alum./steel, T/A, 12,000# F/A, 45,000# R/A, 443,813 miles, southern truck, stk# 3626, **\$52,500.** Also: 1999 Peterbilt & 1994 Western Star Oil Field Winch Trucks!



1998 Kenworth T800, CAT 475 h.p., Jake Brake, 8LL trans., 20,000# F/A, 44,000# R/A, 14,000# T/A, D.F. 25' frame behind cab, 248kmiles, current flatbed w/truckle boom, will separate to make C&C.



(3) 2000 Int'l 4700, B230 Int'l 230 h.p., diesel, auto., 26kmiles, spring susp., all steel wheels, 188" w.b., S/A, 12,000# F/A, 21,000# R/A, stk# 3866-3868, **\$19,900.**



2009 Peterbilt 367, CAT C15 475 h.p., 8LL trans., 364,365 miles, eng. brake, air trac susp., 3.70 ratio, all alum. wheels, T/A, 20,000# F/A, 46,000# R/A, stk# 3874.



2003 Peterbilt 357, ISM Cums. 305 h.p., diesel, auto., Haulmaxx susp., 22.5 on alum./steel, 217" w.b., 22,000# F/A, 46,000# R/A, 188,916 miles, no rust, southern truck, stk# 3772CC, **\$55,000.**



(2) 2005 Sterling 14L, Det 515 h.p., Jake Brake, 8LL trans., Haulmaxx susp., 24.5 on alum./steel, 210" w.b., triaxle, 18,000# F/A, 46,000# R/A, 230kmiles, 16' steel body, **\$54,900** each.



2008 Kenworth W900L, CAT C15 475 h.p., 13 spd., OVD, 165k miles, eng. brake, airride, 3.91 ratio, all alum. wheels, 232" w.b., T/A, 13,200# F/A, 46,000# R/A, stk# 3888, **\$94,900.**



2004 Freightliner FL70, C7 CAT 190 h.p., 6 spd., 10' spring susp., steel comp., 22.5 tires on all steel S/A, 12,000# F/A, 21,000# R/A, 60,358 miles, good runner, low miles, **\$28,500.**



2000 Mack DM690, Mack 300 h.p., 8LL trans., Camelback susp., 224" w.b., triaxle, 156,247 miles, 20,000# F/A, 46,000# R/A, 10.5 CY mixer, will separate, **\$28,900.**



2002 Kenworth T800, C12 CAT 445 h.p., diesel, 10 spd., eng. brake, air ride, 4.30 ratio, 179" w.b., 22.5 on alum., T/A, 13,280# F/A, 46,000# R/A, 456,597 miles, very clean, stk# 3616, **\$34,500.**



1998 Int'l Paystar 5000, N14 Cums. 460 h.p., 18 spd., eng. brake, 607,450 miles, rubber block susp., 20' alum. box, triaxle, 20,000# F/A, 46,000# R/A.



1999 Int'l 15000 PayStar, Cums., Jake Brake, 8LL trans., air lift, 18,000# F/A, 46,000# R/A, vac. pump, rear discharge. Many Other Freightliner/Volvo Int'l Alum. & Steel Tank/Vac. Trucks In Stock & More Coming!



2000 Freightliner FLD, CAT C12 380 h.p., diesel, 8LL trans., 497,939 miles, Haulmaxx susp., 22.5 on polished alum., 233" w.b., six axle, 20,000# F/A, 46,000# R/A, 23' alum. dump body, stk# 3844, **\$58,900.**



1998 Timpco 40' Hopper Grain Trailer, spring ride, ready road or field.

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Save the Date...

February 2012

- 8 WNY Soybean/Small Grains Congress, Clarion Hotel, 8250 Park Road, Batavia
- 9 Finger Lakes Soybean/Small Grains Congress, Holiday Inn, 2468 Route 414, Waterloo
- 20 Direct Marketing Grass Finished Beef - One Small Scale Approach, Bill Hodge, Sustainable Genetics 7:00 p.m., Junius Fire Hall, 647 Dublin Road, Clyde, Questions: Contact: Nancy Glazier: 585.315.7746, Registration: Contact: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu
- 21 Step It Up Winter Grazing Conference, 9:30 a.m. - 3:00 p.m., BW's, 11070 Perry Rd., Pavilion, Questions: Contact: Nancy Glazier: 585.315.7746, Registration: Contact: Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu

March 2012

- 3 Beef Quality Assurance Training, Tamberlane Farm, Canandaigua, Contact: Nancy Glazier: 585.315.7746
- 13, 15, 20 & 22 Dairy Skills Training: Nutrient Management, 6:30-9:00 p.m., CCE-Ontario & Wyoming offices

Quality Forage Production

Classes to be held simultaneously at

Ontario County CCE
480 North Main Street, Canandaigua

and

Wyoming County CCE
401 North Main Street, Warsaw

February 14, 16, 20 and 23, 2012 — 6:30 - 9:00 PM

On - farm sessions to be announced



What's on the Agenda?

- *Meeting cows feed needs
- *Hybrid selection
- *Grasses vs. alfalfa
- *BMR vs. conventional corn
- *Managing soil and field crop conditions
- *Pest Management
- *The ideal harvest window
- *Monitoring during harvest
- *Filling the bunk/silo
- *Using inoculants
- *Covering bunks

Cost \$50.00 per person and includes resource materials

To Register Contact Cathy Wallace at (585)343-3040 ext. 138

Questions contact Jackson Wright (585)746-3016 or Jerry Bertoldo (585)281-6816

Presented by Cornell Cooperative Extension and the Wyoming County Dairy Institute

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