



Photo source: Cathy Wallace

Ag Focus

2016 New York Corn & Soybean Growers Association Yield Contest Winners

By: Mike Stanyard

The annual corn and soybean yield contests are sponsored by the New York Corn & Soybean Grower Association. Congratulations to our 2016 NY Corn Champion, Charlie Bares from Allegany County and our NY Soybean Champion, Scott Arliss from Wayne County. Both win all expense paid trips to the 2017 Commodity Classic in San Antonio, TX in March. Listed here are the top three state winners and West and Finger Lakes regional winners. All the regional corn and soybean winners can be viewed on the NY Corn & Soybean Growers Association webpage at <http://www.nycornsoy.org/>.

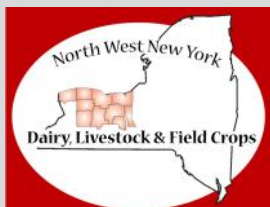
All of the national and state winners can be viewed on the NCGA webpage at <http://www.ncga.com/for-farmers/national-corn-yield-contest>.



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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.



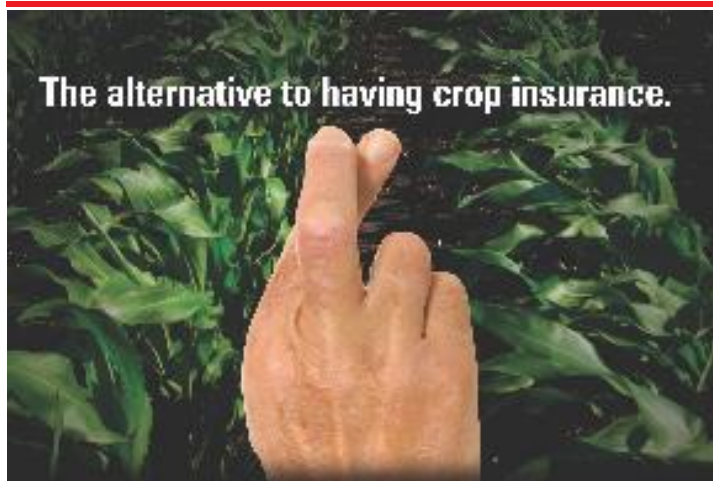
Photo source: Cathy Wallace

New York State 2016 Corn and Soybean Yield Contest Winners						
Rank	Entrant Name	Town	County	Hybrid Brand	Number	Yield
Corn Contest						
1	Charlie Bares	Ellicottville	Allegany	DEKALB	DKC 57-75	273.30
2	Kludt Brothers	Kendall	Orleans	Channel	207-27	263.90
3	Kevin Sykes	Morrisville	Oneida	Pioneer	P0339AM	259.95
Soybean Contest						
1	Scott Arliss	Clyde	Wayne	Seedway	SG 1776	87.41
2	Keith Dawydko	Clarence	Erie	Hubner	H24-26R2X	82.55
3	Jesse Snyder	Lockport	Niagara	Asgrow	AG 2431	82.36

West & Finger Lakes Region 2016 Corn Yield Contest Winners						
Rank	Entrant Name	Town	County	Hybrid Brand	Number	Yield
West Region						
1	Charlie Bares	Ellicottville	Allegany	DEKALB	DKC 57-75	273.30
2	Kludt Brothers	Kendall	Orleans	Channel	207-27	263.90
3	Jeff Rice	Geneseo	Livingston	FS Invision	65R45VT3	250.02
Finger Lakes Region						
1	Craig Strong	Barton	Tioga	FS Invision	58R47VT3	237.86
2	Mathew Strong	Barton	Tioga	Channel	209-51VT2	233.12
3	Scott Arliss	Clyde	Wayne	DEKALB	DKC 48-57	219.11

West & Finger Lakes Regional 2016 Soybean Yield Contest Winners						
1st Place	Entrant Name	Town	County	Brand	Number	Yield
West Region						
Group 0	Peter Vonglis	Avon	Livingston	Asgrow	AG 0835	55.76
Group 1	Faron Reding	Lawtons	Erie	Hubner	H18-15R2	66.72
Group 2	Keith Dawydko	Clarence	Erie	Hubner	H24-26R2	82.55
Group 3	Todd Roberts	Medina	Orleans	Pioneer	P31T77R	71.54
Finger Lakes Region						
Group 0	Ray Dean	Auburn	Cayuga	TA Seed	TS 0959	64.44
Group 1	Scott Arliss	Clyde	Wayne	Seedway	SG 1776	87.41
Group 2	Ethan Humbert	Rose	Wayne	Seedway	SG 2013	74.28
Group 3	Mark Lott	Waterloo	Seneca	Asgrow	AG 3334	66.61

The alternative to having crop insurance.



Farming is a risky business.

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Crop insurance can help protect you and your family from substantial crop losses. In 2016*, New York state policy holders received:

- an average of \$198 in payments per acre for their losses
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*As of Dec. 20, 2016. Totals will likely continue to increase as claims are processed.

New web tools can help you easily explore crop insurance options for your farm.

For an instant estimate, visit:
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Crop Insurance Deadlines 2017

2/1: Onions

3/15: Barley (spring), Beans (dry, green), Cabbage, Corn, Forage Seeding (spring), Grain Sorghum, Green Peas, Oats (spring), Potatoes, Soybeans, Sweet Corn, Tomatoes (processing), Whole Farm Revenue

5/1: Nursery (field and container)

7/31: Forage Seeding (fall)

9/30: Barley (winter), Forage Production, Wheat (winter)

11/15: Apiculture, Pasture and Hay

11/20: Apples, Grapes, Peaches, Tart Cherries

Monthly: Dairy, Swine (Livestock Gross Margin)



Upcoming Webinars:

Technology Tuesday Series:

Housing Heifers from Weaning to Pre-Calving

February 7, 8:30 - 10:30 a.m.

Presented by:

Dan McFarland & John Tyson, Penn State Extension

<http://extension.psu.edu/animals/dairy/events/technology-tuesday-webinar-housing-heifers-from-weaning-to-pre-calving>

Reproductive Physiology of Dairy Cattle:

What is important to know for reproductive management (In Spanish)

February 22, 12:30 - 1:00 p.m.

Presented by:

Magdalena Masello, DVM, PhD Student

<https://prodairy.cals.cornell.edu/production-management/dairy-webinars/spanish-webinars>

Emerging Issues

February 7

Presented by:

Jamie Jonker, VP, Sustainability & Scientific Affairs, National Milk Producer's Federation

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

"FARM in 2017"

February 13, 1:00 - 2:00 p.m.

Presented by:

Emily Yeiser Stepp, FARM Animal Care, Ryan Bennett, Industry & Environmental Affairs, & Jamie Jonker, Sustainability & Scientific Affairs

<http://hoards.com/flex-309-Webinars.html>



Wholesale Opportunities for Marketing Beef

By: Nancy Glazier

I frequently get asked marketing questions. They may come from beginners up to those with many years of experience. If you are a beef producer looking to expand your marketing opportunities, wholesale may be an option.



Photo source: Nancy Glazier

Some advice ahead of time: do you raise a consistent product? This includes genetics, quality, and time to harvest. Wholesale markets sometimes require a number of finished cattle at one time; to sell a number at one time, they need to have the same degree of finish. Selecting a good herd sire or semen is a critical piece, selection based on your goals. Whether it is grass or grain finished, accomplishing this in as short a time as possible, knowing when an animal is finished, and knowing the length of time to finish are all important.

Below is a short list of opportunities, though I'm sure not complete. I have not vetted all of these wholesalers, so some legwork will be needed. The contacts are current as of January 12. All have some protocols you would need to follow. Some will want cattle on an ongoing basis while others may purchase one time.

Sell direct to a large packer: JBS or Cargill are two options in our region. They generally require ten head or so at a time. Some auction barns will assist with sales where you may be able to sell as few as one head. For more information, contact Cargill at 800.621.9111 and talk with the cattle procurement office. JBS has a local buyer, Tom McCombie at 315.447.5310.

Wegmans: Local Harvest, division of Meyer Natural Foods is a buyer for Wegmans (www.localharvestbeef.com). They are looking for a source from farms with natural management strategies plus other protocols. Here is the contact for the buyer. Erick Jensen, ejensen@meyerfoods.com.

Pineland Farms (www.pinelandnaturalmeats.com/). They are based in Maine but are looking for cattle in NY. The local contact for cattle procurement is Kristi

White, kwhite@pfnmeats.com, (207) 491-8943.

Kathleen Harris, marketing and processing coordinator with Northeast Livestock Processing Service Company (nelpsc.com) may be able to find an outlet for you. Kathleen would be able to explain protocols that must be met in order to participate in any programs.

Northeast Family Farms (<http://www.northeastfamilyfarms.com>) purchases naturally raised cattle. For information email nefflc@northeastfamilyfarms.com or call 781.935.1234.

Hardwick Beef (hardwickbeef.com) procures grass fed beef. Phone number is 860.434.9402 or email infor@hardwickbeef.com.

Adirondack Grazers Cooperative also procures grass fed beef. They have expanded their purchasing area to try to meet their demand. Berni Ortensi at berni@adkgrazers.com or call 802.363.4575 or 413.348.9024.

This provides a brief overview of some of the opportunities available. Check them out and see what works for you. If you run across one not listed, let me know and I'll add it to the list on our website.

Economics of Malting Barley Production, NYS: *Costs and Profit with Sensitivity Analysis*

By: John J. Hanchar

See <nwnyteam.cce.cornell.edu> for complete results presented at malting barley industry meetings held in December 2016.

Summary

- ◆ Profit estimates vary --negative to positive -- depending upon yield and price received by the farmer for barley
- ◆ Producers can use estimates to make decisions regarding malting barley production's place in their cropping systems; understanding variability plays an important role
- ◆ Understanding yield, quality, price, costs, profit interactions associated with suggested changes in production practices are key moving forward

Background

Changes in supply and demand conditions for malting barley, including the effects of policies designed to boost economic activity attributed to the production, marketing, and consumption of malting barley and its products, underlie farmer interest in the economic potential associated with barley production for malt. Economic analysis designed to answer three questions will contribute positively to farmers' decision-making efforts regarding malting barley.

- ◇ What are costs of production and how sensitive are costs to variability in key factors?
- ◇ What is the value of production and how sensitive is the value to variability in key factors?
- ◇ What is the value of expected profit and how sensitive is the value to variability in key factors?



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Analysts worked with Cornell University specialists, producers and others to develop enterprise budgets under various conditions – for example, spring vs. winter varieties; varying tillage practices; standard vs. intensive management; and others. Enterprise budgets comprise: value of production, income; costs of production (variable and fixed inputs); and profits, returns, for example, return above variable costs, and return to management.

Analysts worked to

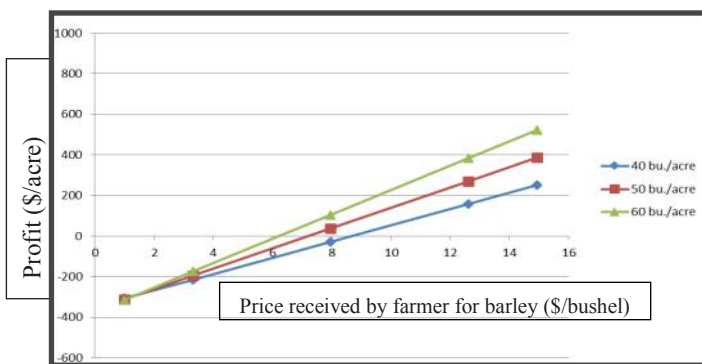
- ❖ Estimate costs of production under varying conditions
- ❖ Examine prices received by farmers for barley (Source of barley price data: CCE/Harvest New York. 2016. NYS Brewery: Supply Chain Analysis)
- ❖ Estimate value of production, price times yield
- ❖ Estimate profit and perform sensitivity analysis with respect to yield and output price

Results

Variable costs per acre averaged \$228 over spring and winter, standard and intensive management combinations for 2015, while fixed costs averaged \$166 per acre. Total costs per acre averaged \$394, while total costs per bushel averaged \$6.07.

Expected profit (\$/acre) varies considerably – negative to positive -- by barley price and yield for the spring variety, conventional tillage, standard management scenario (Figure 1). The barley price points in Figure 1 reflect the variability in prices received by farmers from the barley supply chain report mentioned earlier where price received depended upon end use. Breakeven malting barley price (\$ per bushel) by yield (bushels per acre) can be found along the horizontal axis, that is, where profit equals 0. Figures for other scenarios are available and illustrate similar variability (see <nwnyteam.cce.cornell.edu>).

Figure 1. Profit, measured as return to management, (\$/acre) by barley price (\$/bushel) by barley yield (bushels/acre), spring variety, conventional tillage, standard management, NY, 2015



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NYCAMH to Host Manure Pit Safety Demonstrations at the Western NY Farm Show February 2-4, 2017

By James Carrabba

NYCAMH is excited to announce that we will be hosting a manure pit safety demonstration unit at the Western NY Farm Show, Erie County Fairgrounds, Hamburg, NY February 2-4, 2017. The unit is provided by the National Education Center for Agricultural Safety (NECAS), from Peosta, Iowa. NECAS travels all over the entire country with this unit in order to teach farmers and emergency personnel about manure pit safety and rescue techniques. There will be demonstrations with the unit each day during the show.

Visitors to the WNY Farm Show will learn critical information about the hazards of working around manure pits, the importance of air quality monitoring, and how to properly use breathing apparatus, harnessing, and rigging. NECAS Agricultural Safety Director Dan Neenan will offer 20-minute safety education demonstrations every hour throughout the show. The unit will be in the Showplex building in the large demonstration area.

As an added benefit to local firefighter and emergency responder services, the WNY Farm Show is partnering with NYCAMH and NECAS to offer confined space-manure pit rescue training after hours at the show on Thursday and Friday evenings starting at 6:00 PM (February 2nd and 3rd). First responders interested in registering for this training must contact NYCAMH Agricultural Safety Specialist Jim Carrabba at 800-343-7527 x2216, or e-mail at jcarabba@nycamh.com. The training sessions are limited to 30 participants. Each session is 4 hours long and consists of an hour of classroom style presentation and 3 hours of hand-on training with the unit. There is no cost to attend the training.

"On-farm equipment poses a risk for injury or death not only to farmers but to those who respond to emergencies on the farm. The National Education Center for Agricultural Safety is pleased to offer this special education opportunity about manure pit hazards to farmers attending the WNY Farm Show and



after hours to local emergency responders. This training saves lives," Neenan said.

In addition to the manure pit simulator, NYCAMH will have a display at booth #174 in the Showplex building at the WNY Farm Show. Stop by our booth to learn more about all of our services including farm safety surveys, safety training, CPR and First Aid training, which are all offered at no cost. NYCAMH also sells personal protective equipment (PPE) and low cost power takeoff (PTO) shields. We will have information on the NY State ROPS (Rollover Protective Structure) Rebate Program that offers a rebate amount that will ensure that farmers are not paying more than \$500 towards the cost of retrofitting tractors with the rollbars. For more information, please contact me at 800-343-7527, ext 2216 or e-mail me at jcarabba@nycamh.com. A program of Bassett Healthcare Network, NYCAMH is enhancing agricultural and rural health by preventing and treating occupational injury and illness.



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20 Attributes of Highly Successful Managers

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

On January 5th 2017 the NY State Agricultural Society held its 185th Annual Meeting and Agricultural Forum in Liverpool, NY. Dr. Danny Klinefelter, professor and Extension economist from Texas A&M University gave the keynote address: *Attributes of Highly Successful Farmers and Collaborative Arrangements*. What follows is a synopsis of that address with some embellishments. I only hope I can do Dr. Klinefelter justice. These attributes are not size, or even industry, dependent. They apply just as easily to the CEO of a large multi-national corporation as they will to the brew master of a start-up microbrewery. See how many you can check off as, “Yes, I do that.”

1. Four Patterns –

- a. They anticipate and adapt to the changing needs of their markets. They recognize the possibilities before they become obvious to the average producer, and act accordingly.
 - b. They are open to exploring new ideas and considering different points of view, but their mind is not so open that their brains fall out.
 - c. They operate more as resource managers of the inputs than as producers of the products. They recognize that resources – land, animals, people – are not infinite nor easily replaced.
 - d. They recognize the importance of networking and developing alliances across the value chain. There is no sense in allocating resources to do something someone else can do better, faster, cheaper for me.
2. They are strategic thinkers. They anticipate, adapt to, drive toward, and capitalize on change. Change is inevitable, why not make something of

it? They focus more on strategic (what could be) than operational (what is) planning. In other words, they look at doing the right things, not just doing things right. NHL legend Wayne Gretzky, when asked about the secret of his success replied, “A good hockey player plays where the puck is. A great hockey player plays where the puck is going to be.”

3. They are more open to exploring new ideas and considering different points of view. Mark Twain said, “*It were not best that we should all think alike; it is the difference of opinion that makes horse races.*” and, “*A person with a new idea is a crank until the idea succeeds.*”
4. They are able to objectively assess strengths and weaknesses in people, including themselves. They build on the strengths and compensate for the weaknesses. They delegate and hire accordingly. If necessary they will outsource or form alliances. They believe that having the right people in the right positions is half the battle. Lee Iacocca once quipped, “I hire people brighter than me and then I get out of their way.”

It is an economic reality that for your business to succeed and continue successfully beyond you, management must learn, adapt and continuously improve at the rate set by the leading edge of the competition and not by your comfort zone, otherwise you'll be falling behind, even if you're moving ahead.

Dr. Danny Klinefelter

Moreover, establishing the right culture is critical – how we do business, what are our values; and how we treat people, what is acceptable and what isn't.

5. They operate in a continuous improvement mode. Most managers say, “If it ain't broke, don't fix it,” but the successful managers say, “If it ain't broke, you probably haven't looked hard enough!” They focus as much effort on analyzing what they need to stop doing or do differently as they do evaluating possible new opportunities. They believe that to stay ahead, the internal rate of change needs to exceed the external rate of change, and the only true competitive advantage is to learn and adapt faster than your competition (or government regulation).

The Pareto Principle (a.k.a. 80:20 rule) and putting first things first is not just about setting priorities, but prioritizing within those priorities and then delegating, outsourcing, or forming alliances as appropriate. They realize that continuous improvement requires implementing management systems, mapping (understanding) various processes, developing standard operating procedures, as well as delegating authority and demanding accountability. Without standard operating procedures you can't know what is or is not working and why it is or is not working. Furthermore, nothing is more frustrating for a middle manager than having all the responsibility to carry out a job but none of the authority to do so.

6. They spend more time thinking about "what if" scenarios and developing contingency plans. They don't dwell on the negative, but consider what could happen, good or bad, and what to do if it does. Fire evacuation plans are best formulated before the flames appear. They recognize that most problems and opportunities arise not from just one thing, but a convergence of factors (think perfect storm) often from outside the business. Therefore, they are always on the lookout for leading indicators.
7. They are more likely to seek input and expertise from outside of the business. They see themselves as the business's link to the outside world. They spend as much, or more, time thinking about the externalities of economic, regulatory, social, and market environments as they do day-to-day operations (strategic vs. operational) (See #2) They are aggressive information seekers and networkers. Often they are members of a peer advisory group of other successful industry individuals with whom they can be open and candid, and receive honest feedback. They seek to soar with eagles, not scratch with turkeys.

Thinking outside the box frequently requires getting outside the box. Sam Walton and his VP's often visited competitor's stores. This wasn't so much to see what the competitors were doing wrong vs. what WalMart was doing right, but to see what the competitors were doing right and

how WalMart could capitalize on it. Sam believed everyone exists in four states of knowledge:

- a. What they know that they know
- b. What they know that they don't know
- c. What they don't know that they don't know
- d. What they think they know that, in reality, just ain't so.

Unfortunately, "Human beings, who are almost unique in having the ability to learn from the experience of others, are also remarkable for their apparent disinclination to do so." Douglas Adams.

8. They see change and challenges as opportunities and don't tend to view themselves as victims. (Remember, eagles vs. turkeys.) Like everyone else, they don't enjoy diversity, but recognize that setbacks are a part of life, they learn from them, make adjustments, and then move forward.

Change creates opportunities for those who are prepared to act. For example, in the early evening of December 10, 1914 an explosion erupted in a building in West Orange, New Jersey. The chemical fueled fire quickly engulfed nine other buildings in Thomas Edison's industrial plant. His son Charles later recounted that amid the chaos his father calmly walked up to him and said in an excited and child-like voice, "Go get your mother and all her friends. They'll never see a fire like this again! When Charles protested Edison replied, "It's alright. We just got rid of a lot of rubbish."

Edison was quoted the next day in the New York Times, "Although I am over 67 years old, I'll start all over again tomorrow." Three weeks later part of the plant was up and running again, and he did so without firing or laying off any employees. The fire cost him almost \$920,000 (\$23 million today), but the following year his company had revenues approaching \$10 million. Moral of the story: The true measure of the individual lies in how they react and respond to adversity.

I'm running out of space so we'll leave off here. Next month we'll start right in with Attribute #9.

The New Veterinary Feed Directive Discussion



On January 1, 2017 the regulations changed dramatically regarding the use antibiotics in animal feeds as well as water. Any antibiotics labeled for these uses must be authorized by a veterinarian. No longer can you purchase these over-the-counter from a feed or farm supply store. You must establish a valid VCPR – Veterinary Client Patient Relationship – with a veterinarian. Join us for an informational meeting on the new Veterinary Feed Directive (VFD). 4-H members, their families and commercial producers are all welcomed.

CCE -Genesee County office

March 7, 2017

6:30 – 8:00 PM

4-H families and producers welcomed

Dr. Cricket Johnson Seward, area state field vet with Ag & Markets

Dr. Melanie Hemenway, State NYSCHAPS Coordinator

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English Topics

- Udder Dissection
- Mastitis Bugs & Quality– Dr. Rick Watters
- Cost of Mastitis, Record Keeping– Dr. Michael Capel
- Producer Panel on Milk Quality Goals— John Davies, Spring Hope Dairy, Bob DiCarlo, FaBa Farms & Meghan Hauser, Table Rock Farm
- Milk Price & Marketing Trends– Andy Novakovic

Spanish Topics

- Biology of Milk Production– Dr. Susan Greenbaum
- Udder Dissection
- Mastitis & SCC– Dr. Michele Barrett
- Milking Procedures– Libby Eiholzer
- Cost of a Case of Mastitis & Economics of Milk Quality– Libby Eiholzer

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USDA Seeks Comments on Proposal to Establish a New Organic Research, Promotion, & Information Order

The U.S. Department of Agriculture (USDA) is seeking comments on a proposal for a new industry-funded research and promotion program. The proposed Organic Research, Promotion, and Information Order would cover certified organic products and would include a range of agricultural commodities, such as fruits, vegetables, dairy, meat, poultry, breads, grains, snack foods, condiments, beverages, and packaged and prepared foods. It would also include non-food items, such as textiles, personal care products, pet food, and flowers. Organic imports – both those certified under the USDA organic regulations and those entering the U.S. under an organic equivalency arrangement – would also be covered.

Like all USDA R&P programs, the proposed program would establish a framework to pool resources to develop new organic markets, strengthen existing markets, and conduct important research and promotion activities. Under the proposed order, certified domestic producers, certified handlers and importers of organic products would pay the following initial assessment rate:

- Producers and handlers with gross organic sales greater than \$250,000 for the prior marketing year would pay one tenth of one percent of net organic sales; and
- Importers of organic products declaring a transaction value greater than \$250,000 for the prior marketing year would pay one tenth of one percent of the declared transaction value of organic products imported into the United States.

The program would provide exemptions for:

- Producers and handlers with gross organic sales of \$250,000 or less during the prior marketing year;
- Importers with \$250,000 or less in transaction value of imported organic products during the prior marketing year; and
- Organic products produced domestically and exported from the United States.

The proposed order would provide otherwise exempt producers, handlers, and importers the option of being voluntarily assessed and participating in the program.

A 17-member board would be appointed by the Secretary of Agriculture to administer the program and would be responsible for developing, financing and coordinating activities to support research to benefit the organic industry, to raise consumer awareness of certified organic products in the marketplace, and to improve access to information and data across the organic sector.

A proposed rule with information about the proposed program will be published in the [Jan. 18, 2017 Federal Register](#). A 60-day public comment period, ending on March 20, 2017, will follow the publication of the proposed rule. Comments should be posted on www.regulations.gov or mailed to:

Promotion and Economics Division
SCP, AMS, USDA
Room 1406
Stop 0244
1400 Independence Avenue SW
Washington, DC 20250-0244

Continued on page 19



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Wyoming County CCE

Wyoming County Business Center

36 Center St.

Warsaw, NY 14569

**Registration is \$25 and includes
lunch.**

To register for either site contact::

Nancy Anderson

nea8@cornell.edu

585-394-3977 ext 427



Cornell University

MANURE FORUM

Proper Handling, Value and Dangers!

February 23, 2017

9:30am to 3pm

***Sites and speakers from around the state will be
connected via the internet***

Effective, safe manure handling is a must. This forum will cover how to transport manure safely, a unique program for handling spills, maximizing nutrient value, safety considerations in confined spaces and an update on a study in Yates County regarding hazardous hydrogen sulfide levels in stored manure particularly with gypsum bedding products.

Presentations:

Road Safety with Manure Transport

- ♦ Lt. Duane Lopez, Officer Greene County.

Collaborative Emergency Response Systems

- ♦ Mark Burger Onondaga, Director of Onondaga County Soil and Water Conservation District

Manure Handling and Confined Space Safety

- ♦ James Carrabba, Agricultural Safety Specialist Bassett Healthcare Network

Nutrient Value of Strategic Manuring Application

- ♦ Karl Czymmek, Cornell PRO-DAIRY Specialist.

Hydrogen Sulfide Concerns with Gypsum Bedding

- ♦ Tom Eskildsen, District Technician, Yates County Soil & Water Conservation District

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

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2017 Cow Comfort Conference to be held in Syracuse

Along with help from partners and sponsors, the Cornell Cooperative Extension Northern NY Regional Ag Program has organized the 2017 Cow Comfort Conference - "Working with what you have and looking towards the future". The focus of the conference will be on the importance of maximizing cow comfort through facility design.

The keynote speaker is Dr. Gordie Jones, a partner in Central Sands Dairy, LLC in Wisconsin, and an internationally known consultant on dairy herd performance, nutrition, dairy housing and facilities, expansion, dairy management, SOPs, and cow comfort. Other speakers include Dan McFarland (Agricultural Engineering Educator, Penn State Extension), Dr. Heather Dann (Research Scientist, Miner Institute), Emily Yeiser Stepp (Director, National FARM Animal Care Program, National Milk Producers Federation), Dr. Albert De Vries (Associate Professor, Department of Animal Sciences, University of Florida), and Dr. Rob Lynch (Dairy Herd Health and Management Specialist, PRO-DAIRY). There will also be a panel discussion.

Topics include: understanding the importance of cow comfort, maximizing cow comfort through facility



design, understanding when to retrofit and when to rebuild, the economics of cow comfort, using on-farm automation to improve cow comfort, and an update on the National F.A.R.M. Program.

**March 20-21, 2017,
Holiday Inn, Liverpool**

To register on-line: https://reg.cce.cornell.edu/cowcomfortconference2017_10512

or for questions call: Tatum Langworthy
315-788-8450, tlm92@cornell.edu

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Continued from page 16

Copies of the proposed rule may be requested from the address above or viewed at www.regulations.gov

Should USDA proceed with promulgating a program based on public comments, a referendum would be held to determine whether a majority of eligible domestic producers, handlers and importers support a program prior to it going into effect.

Since 1966, Congress has authorized the establishment of 22 research and promotion boards that are industry-funded and empower agricultural industries with a framework to pool resources and combine efforts to develop new markets, strengthen existing markets, and conduct important research and promotion activities. AMS provides oversight, paid for by industry assessments, which helps ensure fiscal responsibility, program efficiency and fair treatment of participating stakeholders. More information about research and promotion programs is available at www.ams.usda.gov/rules-regulations/research-promotion

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2017 PRECISION AG WORKSHOP: KNOWLEDGE IS PROFIT

Keynote Speaker - David Grusenmeyer, New York Farm Viability Institute



This workshop will address intermediate precision-agriculture management topics. Speakers will give tips on being more accurate in your data collection, how to interpret the information and what to do with it. Learn to manage challenges and best practices for pesticide and herbicide application. Participants will walk away learning to decrease waste, increase yields and improve the profitability of your operation.

- **"GIS-Speeding Up the Data Import Process"**
Ben Flansburg (BCA Ag Technologies)
- **"Communications Between Systems: Data Accuracy"**
Avery DeGolyer (WNY Crop Management Association)
- **"Silage Yield Monitors"** Rob Logston (Gary Swede Farms, Inc.)
- **"Running Guidance Systems: Nutrient Management, Land Leveling and Drainage"** Brad Macauley (NY Corn & Soybean Growers Association)
- **"Planter Data: Information Collection During Planting & Planning Afterwards for the Next Planting"** Seth Conway (Monroe Tractor)
- **"Working With Data, Tracking Product Locations & Rates – Pesticide/Herbicide Applications"** Seth Sheehan (T&S Crop Service)
- **"You've Collected, Analyzed Data and Applied It - Now What? Behavior of Manure Derived Soil"** Question and Answer Session (Ben Flansburg, Avery DeGolyer, Rob Logston, Brad Macauley, Seth Conway and Seth Sheehan)

Participants will receive a certificate for 7 CEUs:

- (1) Nutrient Management, (1) Integrated Pest Management,
- (2) Soil and Water Management and (3) Crop Management

Space is limited. Please register by February 7, 2017 with The BEST Center, Genesee Community College (585) 345-6868

WORKSHOP INFORMATION

Fee: \$49
(includes lunch & materials)

GCC BATAVIA CAMPUS

Tuesday, February 14, 2017

9:00 am - 4:00 pm

Room T119 A&B

Questions?

**Contact Jennifer Wakefield,
Program Coordinator**

Email:

jgwakefield@genesee.edu

Phone:

(585) 343-0055 ext. 6602



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Mike Stanyard named Ag Environmental Stewardship Award Winner

Congratulations to Michael Stanyard, Team Leader, Field Crops Specialist of the Northwest New York Dairy, Livestock & Field Crop Team. Mike is the recipient of the 2016 Wayne County Agriculture Environmental Stewardship award, with recognition by the Wayne County Board of Supervisors.

Over the past several years, the Wayne County Soil and Water Conservation District has given an



Agricultural Environmental Stewardship award to a member of the agricultural support community who goes above and beyond to provide services and manage environmental issues, aid in

dealing with the difficult years and lend a hand to others. The award was created to be given at a grassroots level to individuals who strengthen the agricultural support community.

Mike has been supporting Wayne County agricultural communities address environmental related issues including but not limited to soil health, cover crops, integrated pest management, crop disease management, climate resiliency, commodity marketing research, crop typing, organization of technical Ag teams, agricultural business planning, discussion groups, agriculture water quality management and so much more.

He has been an active participant on the Wayne County Agriculture Advisory Committee for 5 years and has assisted farms regarding USDA and Wayne County Soil & Water Conservation Programs through the local working group. His advisement is available and he offers outreach for any community member or group that requests it. His continued

interest in the world of insects has provided technical assistance in addressing issues within Wayne County. Because Mike is a resident of Wayne County, honoring him with this award is extra special, as he continues to take part in efforts of Agro forestry and wildlife conservation planning along with the continuation of education activities with youth.

We honor Mike as the 2016 Wayne County Agriculture Environmental Stewardship recipient because of his dedication and continued passion for leading the Wayne County Agricultural Community into the future.

Just a snapshot of Mike's activities serving Cornell Cooperative Extension throughout the ten county region of the Northwest New York Dairy, Livestock & Field Crop Team.

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18K/46K Rears
Allison Auto.
2006 INTERNATIONAL 7500; 300 HP 14" HT570; Allison Auto.; 22.5 Tires; Alum./Steel Wheels; 190" WB; Tandem Axle; 18,000# F/A; 46,000# R/A; PLOW/Sander Truck w/Stainless Steel Tenco 12 Cu. Yd. Spreader w/Dickey John Controls & 12" Tenco Plow/Wing; 213,391 Miles; Stk. #5292 - \$39,900



20K/46K Rears
Allison Auto.
2007 KENWORTH T800B; 335 HP CAT C11; Allison 4500RDS Trans.; Tandem Axle; 15" Steel Box w/Electric Tarp; 6.83 Ratio; 24.5 Tires; Alum./Steel Wheels; 208" WB; 18,740# F/A; 46,000# R/A; 122,879 Miles; Clean, Low Mile Dump Truck w/Double Frame; Stk. #5295 - \$59,000



550 HP
2006 WESTERN STAR 4900SA; 550 HP CAT C15; 18-Spd.; Tandem Axle; 232" WB; 2,570 Gal. Steel Body; 24.5 Tires; 50,000# Full Locking Rear Axles; 20,000# F/A; w/Vacuum Tank System w/Fruitland Pump; Tires 90%; Will Separate Tank From Chassis; 16'8" Frame Behind Cab; 150" CT; 461,910 Miles; Stk. #5268 - \$38,000



260K Miles
475 HP
2007 KENWORTH W900; 475 HP CAT C15 Diesel; 8LL Trans.; Tandem Axle; Engine Brake; 4.10 Ratio; 24.5 Tires; Alum. Wheels; 228" WB; 20,000# F/A; 46,000# R/A; Double Frame; 3/4 Locking Rears; Dual Exhaust & Air Cleaners; Has PTO & Pump; 5th Wheel Can Be Removed For Cab & Chassis; 16' Frame; 138" CT; 261,907 Miles; Stk. #5290 - \$55,000



20K/46K Rears
6x6
Rust Free
2003 OSHKOSH F2346; 330 HP Cummins ISM; 10-Spd.; 212" WB; 20,000# F/A; 46,000# Full Locking Rears; Good Running 6x6; Haulmax Susp.; 17" Frame Behind Cab; 128" CT; 162,140 Miles; Stk. #5073 - \$39,900



Qty. (2)
46K Rears
485 HP
2010 PETERBILT 367; 485 HP Cummins ISX Diesel; 10-Spd. Engine Brake; Air Trac Susp.; 24.5 Tires; Air 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. #49904991 - \$36,900



44,000# Lockers
430 HP
2006 PETERBILT 357; 430 HP CAT C13; 18-Spd.; Tandem Axle; 22.5 Tires; Alum. Wheels; 222" WB; 12,350# F/A; 44,000# Full Locking Rears; Wetline System; Service Records Available; 507,886 Miles; Stk. #5291 - \$49,900



Low Miles
10 ft. Alum.
2013 PETERBILT 330 DUMP TRUCK; 325 HP Paccar PX-6; 6-Spd. Trans.; 3.55 Ratio; 10 ft. Aluminum Box; 9,000# F/A; 17,000# R/A; 62,540 Miles; Stk. #5287 - \$51,500



CAT 475 HP
46,000# Lockers
2005 WESTERN STAR 4900; 475 HP CAT C-15; 18-Spd.; Tandem Axle; Engine Brake; 4.30 Ratio; 22.5 Tires; Alum. Wheels; 244" WB; 14,600# F/A; 46,000# Full Locking Rears; Very Good Condition; Double Frame; 545,068 Miles; Stk. #3636 - \$39,900



20K/46K Rears
Allison Auto.
2009 PETERBILT 365; 350 HP Cummins ISX; Allison Automatic Trans.; Tandem Axle; 24.5 Tires; Alum./Steel Wheels; 252" WB; 20,000# F/A; 46,000# R/A; 20" Frame Behind Cab; 167" Back Of Cab To Center Axles; Heavy Single Frame; No Rust; 140,000 Miles; Stk. #5264 - \$54,900



20K/46K Rears
425 HP
2000 KENWORTH T800B; 425 HP CAT C12; 8LL Trans.; Engine Brake; 4.33 Ratio; 22.5 Tires; 246" WB; 20,000# F/A; 46,000# R/A; Double Frame; 19" Frame Behind Cab; 178" CT; 516,203 Miles; Stk. #5280 - \$33,000



Clean, Heavy Spec Water Truck
2006 MACK GRANITE CTP713; 460 HP Mack AI Diesel; 18-Spd.; Engine Brake; 24.5 Tires; Alum. Wheels; 232" WB; Tandem Axle; 4,500 Gal. Steel Semi Tank; 46,000# R/A; Clean, Good Running Water Truck w/Full Locking Rears; 554,146 Miles; Stk. #5267 - \$41,900



24 ft. Alum. Dump
2000 MACK RD600; 400 HP Mack E7; 8LL Trans.; 24' Length Alum. Body; 2-Way Tailgate w/Coal/Grain Chute & Tarp; 22.5 Tires; Alum./Steel Wheels; 283" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; Good Running Dump Truck w/20,000# Air Lift Axle; Good Rubber; 499,008 Miles; Stk. #5109 - \$39,500



46K Rears
328,000 Miles
2005 MACK VISION CX813; 380 HP Mack E7 Diesel; 13-Spd.; Tandem Axle; Engine Brake; 22.5 Tires; Alum./Steel Wheels; 185" WB; 14,000# F/A; 46,000# R/A; Very Clean, Heavy Spec Daycab Tractor w/Low Miles; Air Slide 5th Wheel; 327,882 Miles; Stk. #4933 - \$29,900



Very Clean
Look! No Rust!
2003 KENWORTH T800; 425 HP CAT C12; Engine Brake; 10-Spd.; Tandem Axle; 4.11 Ratio; 24.5 Tires; Alum. Wheels; 191" WB; 12,000# F/A; 40,000# R/A; Very Clean Daycab Tractor w/Wetline System; Rubber 80%; Stk. #5283 - \$35,000



Rebuilt Engine w/Warranty
2005 FREIGHTLINER ARGOSY; 515 HP Detroit 14L; Engine Rebuilt With Warranty; 10-Spd.; 25' Length; 36" Body; 22.5 Tires; All Steel Wheels; 244" WB; Tandem Axle; 12,000# F/A; 40,000# R/A; 36" Flat Top Sleeper; Creab Cabover Flatbed; 579,071 Miles; Stk. #5129 - \$34,900



16K/46K Rears
Heavy Spec
2007 WESTERN STAR 4900SA; 475 HP CAT C15; 18-Spd.; 24.5 Tires; Alum. Wheels; 246" WB; Tandem Axle; 18,000# F/A; 46,000# R/A; Very Clean Truck w/40" Flat Top Sleeper; Tulsa Roughneck Winch; Low Boy Ramps & Full Locking Rears; 488,664 Miles; Stk. #5289 - \$46,900



20K/46K Rears
Allison Auto.
2005 PETERBILT 357; 370 HP CAT C11; Allison HD4560P; 20,000# F/A; 46,000# R/A; Hendrickson Susp.; 216" WB; 144" CT; 17 ft. Useable Frame Behind Cab; 5.38 Ratio; Lockers; Front Alum. Floats; 134,000 Miles; Stk. #4883 - CALL



19 ft. Alum.
Rebuilt Engine
1998 FREIGHTLINER FLD120; 470 HP Detroit 12.7L; 8LL Trans.; 20,000# Lift Axle; 18 ft. Alum. Body; 24.5 Tires; Spoke Wheels; 258" WB; 20,000# F/A; 46,000# Full Locking Rears; Rear Double Frame & Tarp; Complete In-Frame Rebuild @ 322K w/Paperwork; 379,222 Miles; Stk. #5261 - \$31,000



600 HP
Heavy Spec
2012 KENWORTH W900B; 600 HP Cummins ISX; 18-Spd.; 4.56 Ratio; Alum. Wheels; 260" WB; Tri-Axle; 16,000# F/A; 69,000# R/A; Big HP Tri-Drive Tractor w/Full Locking Rears and Air Slide 5th Wheel; Engine Rebuilt @ 312,000 Miles; Paperwork Available; 394,202 Miles; Stk. #5237 - \$59,900



2008 PETERBILT 367 TRI-AXLE DUMP; 430 HP CAT C13 Diesel; 10-Spd.; Tri-Axle; Engine Brake; 19 ft. Benson Heated Alum. Body w/Tarp; 24.5 Tires; Alum. Wheels; 260" WB; 18,740# F/A; 46,000# Full Locking Rear Axle; Clean, Heavy Single Frame; Air Trac Susp.; 533,588 Miles; Stk. #5282 - \$59,900



Guzzler NX Vac
2007 INTERNATIONAL 7600; 410 HP CAT C13; 10-Spd.; Engine Brake; Alum. Wheels; 282" WB; Quad Axle; Steel 3,600 Capacity Body; 20,000# F/A; 46,000# R/A; Double Frame; (2) Steerable Lift Axles; Guzzler NX Vacuum System w/Full-Open Rear Hatch and Dump; 9,821 Total Hours On Truck; 213,504 Miles; Stk. #5266 - \$85,000



18K/46K Rears
Allison Auto.
2002 FREIGHTLINER FLD112; 370 HP Cummins ISM; Allison Auto. Trans.; Tandem Axle; 4.89 Ratio; 315/80R22.5 Tires; All Steel Whels; 170" WB; 18,000# F/A; 46,000# R/A; Double Frame Tractor w/Wetline System; 306,867 Miles; Stk. #5297 - \$32,900



46,000# Rears
475 HP
2006 PETERBILT 378; 475 HP CAT C-15 Diesel; 18-Spd.; RTL181188 Trans.; Engine Brake; 22.5 Tires; Alum. Wheels; 172" WB; Tandem Axle; 12,000# F/A; 46,000# Full Locking Rears; Very Clean, Low Mile Tractor w/Air Slide 5th Wheel; 380,024 Miles; Stk. #4553 - \$45,500

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2017 Forage Congress

In response to producer requests, the NWNy Team is presenting the first Forage Congress. This conference will bring together the topics of soil health, farm forage requirements, nutrient conservation, best crop selection and economics in a one day venue. Great speakers, valuable take home messages!

February 28

Registration starts at 9:00 a.m.

Presentations begin at 10:00 and program ends at 3:30 p.m.

Genesee River Restaurant & Reception Center

34 North Main Street, Mount Morris

Building Your Whole Farm Plan From The Ground Up

David DeGolyer, Western NY Crop Management

Precision Feeding - High Forage Economics

David Balbian, Central New York Dairy & Field Crops Team

Low Lignin Alfalfa in Mixture with High Quality Grass

Jerry Cherney, Cornell University

Double Cropping - What's the Latest

Tom Kilcer, Advanced Ag Systems

Double Cropping Panel

Bag vs Bunk Storage - Pros & Cons

A Large Dairy Case Study

Ron Kuck, CCE - Jefferson County

NEW

RESERVATIONS MUST BE RECEIVED BY:

February 21, 2017

Please make reservations by contacting:

Cathy Wallace: 585-343-3040 x138 or cfw6@cornell.edu

Cost:

\$50, for those NOT enrolled in the NWNy Team through your local county extension office.

(If you do not received Ag Focus, the monthly team newsletter, you are NOT enrolled.)

\$35.00 for those enrolled in the NWNy Team.

LATE registration or walk-ins will be charged \$50 per person

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NWN Dairy, Livestock & Field Crops Team
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FEBRUARY 2017

Save the Date...

- 8 **WNY Soybean/Small Grains Congress**, 10:00 a.m. - 3:00 p.m., Quality Inn & Suites (formerly 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
- 14 **NYCO Meeting: Mid Scale Poultry Production**, 10:00 a.m. - 2:00 p.m., Jordan Hall, Geneva Exp. Station, 614 W. N. Street, Geneva. No RSVPs or cost to attend. Participants are asked to bring a dish to pass for potluck lunch. For more information contact: Fay Benson at 607-745-3807 or afb3@cornell.edu
- 14 **Precision Ag Workshop: Knowledge is Profit**, 9:00 a.m. - 4:00 p.m., GCC Batavia Campus. See page 20 for more details
- 23 **Manure Forum, Proper Handling, Value & Dangers!**, 9:30 a.m. - 3:00 p.m., see page for 17 for locations & cost
- 28 **Forage Congress**, Genesee River Restaurant & Reception Center, 134 N. Main St., Mount Morris. See page 23 for more details

MARCH 2017

- 2 **Milk Quality: Make it Pay!**, 9:45 a.m. - 3:00 p.m., Wyoming Co. Ag & Business Center, 36 Center St., Suite B, Warsaw. See page 14 for more details
- 7 **The New Veterinary Feed Directive Discussion**, 6:30 - 8:00 p.m., CCE-Genesee County, 420 East Main St., Batavia. See page 12 for more details
- 11 **Meat & Greet Fair**, Hobart & Williams Smith Colleges. Connecting consumers to local meat producers. Contact Nancy Glazier for more information at: 585-315-7746
- 17-19 **Sheep Shearing School**, 9:00 am - 5:00 pm, SUNY Cobleskill, Registration fee of \$285 includes classroom materials and .8 continuing education units. For more information or to register call: 518-255-5528. Register on-line at: www.cobleskill.edu/workshops. **SPACE IS LIMITED!**
- 20-21 **Cow Comfort Conference**, Holiday Inn, Liverpool. See page 18 for more details

Don't Be Lame!

Winter Dairy Management

March 7, 2017

10:00 a.m. - 3:00 p.m.

CCE - Office Wyoming County Ag & Business Center, 36 Center Street, Warsaw

The Winter Dairy Management program will focus on keeping cows on their feet and free from lameness. The program will address preventing hoof problems & how to identify lameness issues as quickly as possible.

Registration:

Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu

Cost: \$30.00 includes lunch & proceedings

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