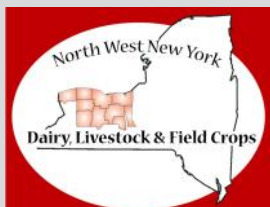




Photo source: Mike Stanyard

# Ag Focus



## Swine Brucellosis Outbreak in New York

By: Nancy Glazier

In April 2016 NYS Dept. of Ag & Markets (NYSDAM) was notified by NYS Dept. of Health of a human case of *Brucella suis*. The patient's symptoms were chronic tiredness, intermittent fever, joint pain and respiratory distress. Antibiotic treatment lasted for weeks, and symptoms may return several months after treatment concludes. Symptoms may appear from five days to five months from exposure.

Where did this infection come from if New York is Brucellosis free? Isn't the US free of Brucellosis? The answer to the questions is yes, the US is free of the disease in *commercial* herds. Definition of commercial is confinement of pigs to barns. There are other production methods and other potential sources for the bacteria. Transitional (NYSDAM term) farms have pigs outdoors on pasture. These pigs may have access to feral hogs. As of 2015, hunting operations have been banned, but some of these releases may have escaped. Could these outdoor pigs or feral populations have been the source for the human infection?

The person infected was assisting with farrowing on the family's farm in Schoharie County. The diagnosis was made via blood culture, testing positive for *B. suis* biotype 1. The farm raised transitional or pasture-raised swine with no known contact with feral hogs. USDA Animal and Plant Health



Photo source: <https://www.aphis.usda.gov/>

Inspection Service Wildlife Services (APHIS-WS) was called in to assist. All adult breeding hogs on the farm were tested with seven of 29 testing positive on multiple tests for the same strain.

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sector, neighbors & the general public.



*Photo source: Betsey Hicks*

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*Continued from page 1*

All but two that tested negative were humanely euthanized due to zoonotic (human transmission) risk. The two remaining hogs were kept under quarantine for “testing out.”

In swine the bacterial infection causes reproductive issues: infertility, abortion, stillborn or weak piglets, testicular swelling and reluctance to mate. There may also be signs of lameness with painful, swollen joints. It may be transmitted through breeding or ingestion of urine or placentas, aborted fetuses or uterine fluids.

The farm had sold feeders or breeding stock to numerous farms with four herds testing positive for *B. suis* biotype 1. Two were in NY (Schoharie, Rensselaer), one herd was in Virginia and one in New Jersey. They were all pasture-raised operations.

This infected farm had purchased a breeding boar from a farm in Washington County. Back in 2004 this farm had observed a feral boar gain access and breed two sows and then escape. Both sows had litters that sold as feeders or directly to restaurants.

The farm kept one pig from each litter (male and female). The boar died in 2014 and the sow was still alive and had farrowed multiple litters. Over 78% of the herd tested positive for brucellosis (59 of 75). They had sold or shared hogs with multiple farms.

This farm sold pigs to several other farms. A total of 50 herds in 13 states were investigated as trace-in or trace-out herds. Nine brucellosis-infected herds were found, all transitional (pasture-raised) swine with six infected herds in NY: two in Schoharie County, one in Rensselaer County, and three in Washington County.

As of September 26<sup>th</sup>, 2016 all known infected and exposed pigs had been depopulated. These farms received indemnity paid by NYSDAM and USDA. The farm owners performed dry cleaning and then were disinfected with Virkon by NYSDAM and USDA. Pastures were required to be fallow for 60 to 120 days. Restocking of the herds was done from validated herds, those that had tested brucellosis-free.

There were two strains of *B. suis* identified from this outbreak. Was the strain around a long time, opening the possibility for variation? Were there multiple sources of infected pigs?

What’s the takeaway message here? Biosecurity and traceability, not the favorite words on farms.

- ❖ Feral hog populations need to be kept away from domestic hogs with secure fencing.
- ❖ Avoid sharing breeding boars between herds, or have the boar tested for brucellosis before using him for breeding.
- ❖ Purchase only tested animals or animals from validated-free herds (herds that undergo routine testing for brucellosis).
- ❖ Isolate newly purchased animals for 30 days, and consider retesting them for brucellosis before using them for breeding or mixing them with the rest of the herd. Don’t borrow or lend disease to your neighbor.
- ❖ Avoid sharing equipment that comes in contact with animals. Thoroughly clean and disinfect all equipment that is borrowed.
- ❖ Practice good herd hygiene. DO NOT feed aborted fetuses and placenta to other pigs or dogs.
- ❖ Keep equipment clean, including transport trailers, chutes, and other tools for handling swine.
- ❖ Thoroughly clean feed and water troughs before reusing with another group of animals.
- ❖ Practice good manure management and remove manure as each group cycles through or sooner if needed.

Keep yourself safe, too. Wear protective clothing such as coveralls or barrier aprons and rubber boots when working with swine.

- ❖ Thoroughly clean and disinfect your boots and apron when you are finished and wash your coveralls.
- ❖ Be very careful when handling aborted fetuses or placentas or when assisting with farrowing.
- ❖ Use rubber gloves, safety goggles and a mask to cover your nose and mouth.

*Continued on page 4*



Continued from page 3

- ❖ Wash thoroughly with soap and water immediately afterward, paying particular attention to any areas where birth products have accidentally touched your skin or soaked through your clothing.
- ❖ During cooking/food prep, avoid eating undercooked meat; and wash your hands thoroughly after handling raw meat.

Thanks to Dr. Jane Lewis, Veterinarian 2 with NYS-DAM, for sharing her slides with me. She presented the topic at the NY Pork Producers annual meeting in January.

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## Upcoming Webinars:

### ***Crop Insurance Options for Corn Silage***

March 2, 12:30 - 1:15 p.m.

*Presented by:*

Jennifer Ifft, PhD, Asst. Professor, Charles H. Dyson  
School of Applied Economics & Management  
<https://prodairy.cals.cornell.edu/production-management/dairy-webinars>

### ***Making Use of All That Parlor Data***

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

*Presented by:*

David Reid, DVM  
<http://hoards.com/flex-309-Webinars.html>

### ***Technology Tuesday Series:***

#### ***Tie Stall Dairy Barns***

March 14, 8:30 - 10:30 a.m.

*Presented by:*

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

### ***Managing Transition Cows During Heat Stress***

March 23, 12:30 - 1:15 p.m.

*Presented by:*

Dr. Tom Overton, Professor of Dairy Management,  
Cornell University/PRO-DAIRY  
<https://prodairy.cals.cornell.edu/production-management/dairy-webinars>

### ***Implement Effective Protocols for First Postpartum AI Service in Dairy Cattle (In Spanish)***

March 29, 12:30 - 1:00 p.m.

*Presented by:*

Matias Stangaferro, DVM, PhD Student  
<https://prodairy.cals.cornell.edu/production-management/dairy-webinars/spanish-webinars>

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# Auto Section Control on Row Crop Planters: *Economic Benefits & Costs For Dairy Farms*

By: John Hanchar and Erick Haas

For more complete coverage of entry level precision agriculture technologies, please visit [<nwnyteam.cce.cornell.edu>](mailto:nwnyteam.cce.cornell.edu) and view the authors' presentation titled "Benefits and Costs of Entry Level Precision Agriculture Technologies" given at PRO-DAIRY's 2017 Operations Managers Conference. Erick Haas is an Integrated Solutions Specialist with the Cazenovia Equipment Company.



Photo source: Cathy Wallace

## Summary

- Expected changes in profit attributed to Auto Section Control on a corn planter are positive for some, but not all corn silage acres scenarios
- Capital investment analysis yields similar results
- Some benefits to the operator are difficult to quantify, but valuable -- reduced stress, reduced fatigue
- Producers are encouraged to take advantage of analysis provided by equipment professionals, advisors etc. when making decisions

## Background

Auto Section Control (ASC) is a precision agriculture technology designed to reduce double planting and other crop input usage in headlands. The technology also helps to ensure proper application of crop inputs to accomplish environmental goals. A farm implement equipped with ASC knows where to plant, apply or spray, sensing where inputs have already been applied, thus reducing overlap and skipped areas. Dairy farmers can benefit from ASC technology on row crop planters when growing corn for silage, corn for grain, and soybeans. Farm business owners make technology adoption decisions based upon expected economic outcomes.

Economic analysis sought to answer the following questions as they relate to adoption of ASC on corn planters for dairy farms.

- What changes in profit can be expected?

- What net present values and internal rates of return can be expected?
- How sensitive are results to changes in key variables?

## Approach

Analysts used partial budgeting, and capital investment analysis to answer the above questions. Capital investment analysis properly accounts for time value of money considerations where an individual prefers a dollar received today to a dollar received at some future date, for example, a year from today. Net present value (NPV) and internal rate of return (IRR) are two common measures used to evaluate investments.

A key factor in evaluating the benefits and costs of ASC is the extent of double planting without ASC. Analysts used field perimeter measurements in feet, and area measurements in acres to classify a typical farm's acres into three planting overlap categories. The table below, including the notes at the bottom of the table, describe a typical distribution without ASC (the middle column) and two alternative distributions.

Analysis reflected three farm size scenarios with respect to the acres of corn silage affected, 250, 500 and 1,000 acres.



Acres correspond roughly to 500, 1,000 and 2,000 cows, respectively. Assume an initial capital investment in ASC technology for a planter of \$15,000 and an expected useful life, planning horizon of ten years.

## Results

For complete expected change in profit and NPV results, view the presentation mentioned at the beginning of this article.

Expected change in annual profit for the three double planted acres distributions without ASC averaged - \$946, \$677 and \$3,489 for the 250, 500 and 1,000 acres of corn silage scenarios, respectively. NPVs averaged -\$8,073, \$5,091 and \$27,899 for the 250, 500 and 1,000 acres of corn scenarios, respectively. Positive expected changes in profit and positive

Internal Rate of Return (IRR), Auto Section Control (ASC) by Acres of Corn by Double Planted Acres Distribution without ASC

Acres of Corn Affected	Double Planted Acres Distribution without ASC		
	% of Fields, Low, Med, High: 15, 50, 35	% of Fields, Low, Med, High: 20, 50, 30	% of Fields, Low, Med, High: 25, 50, 25
--- Internal Rate of Return (%) ---			
250	-7.9	-9.1	-10.4
500	12.0	10.3	8.6
1,000	35.9	33.3	30.6

Notes: 1) Expected change in value of production = \$0; 2) Initial capital cost = \$15,000; 3) expected double planted area with ASC = 0; 4) 10 year planning horizon; 5) A field is classified as Low when less than 2 percent of the field is double planted, Moderate when the double planted area is at least 2 percent but not more than 5 percent, High when more than 5 percent of a field is double planted; 6) IRR is the discount rate (%) that generates a NPV = 0; 7) If IRR for the investment is > or = the discount rate in real terms used by the business for capital investment decisions, then investment is attractive, appealing.

NPVs suggest that investment in ASC technology is profitable for the 500 and 1,000 acres scenarios.

IRR varies, negative to positive, by acres of corn and by double planted acres distribution without ASC (see table). IRRs greater than the business' opportunity cost of capital are attractive investments.

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# Training Resource Corner: Calf Care

By: Libby Eiholzer

**Why it's important:** Your calves are the future of your dairy. Research shows that the care they receive in the first few months of life has a big impact on potential milk production. Every detail that goes into raising healthy calves is important. The following resources will help you take your calf program to the next level.

## Key Resources:

### Calf Notes:

<http://www.calfnotes.com>

This website has an extensive library of fact sheets and short articles on calf care. Topics include colostrum feeding, milk & milk replacers, calf starters, health management, weaning, housing, and older heifers.

### Calves with Sam:

<http://dairycalfcare.blogspot.com/>

Dr. Sam Leadley of Attica Veterinary Associates has many years of experience raising calves and consulting on dairies in the US and other countries. On his blog you will find frequent articles on all aspects of calf management as well as links to his monthly newsletter, *Calving Ease*. The most recent issue focuses on prevention and control of Salmonella Dublin.

### Calf Facts:

<http://www.atticacows.com/resources/calf-facts-resource-library.php>

Another resource written by Dr. Leadley: here you will find a long list of simple fact sheets and protocols focusing on the basics of calf care. Some examples are "Bleach is not Enough," "Washing Milk Containers," "Dehorning Calves" and "Milk Replacer: Mixing Tips."

### Dairy Care 365:

<http://www.dairycare365.com/>

Merck Animal Health has collaborated with the National Dairy FARM Program in order to provide first-rate training materials. Under the "Training" tab



Photo source: Libby Eiholzer

you can sign up for a free membership. Once logged in, you can access a number of excellent videos produced by Merck in collaboration with industry experts. Each video is available in English and Spanish and is followed by a quiz. They have a number of modules to help train employees charged with calf care, including "Newborn Care & Handling," "Calf Handling & Stockmanship," and "Low-Stress Handling of Dairy Calves and Heifers."

### Calf Management DVD:

Contact Libby or Jerry for a copy!

A number of years ago Greg Coffta & Sam Leadley developed a training DVD in English and Spanish. It includes a number of narrated video clips that explain how to complete certain tasks such as dipping the navel, tubing colostrum, etc.

### Genex Dairy Herdsman Videos:

<http://genex.crinet.com/page290/DairyHerdsmanVideos>

Genex has a number of excellent videos to help train herdsmen, available in English and Spanish. "The Art & Science in Raising a Healthy Calf" goes over topics such as the importance of colostrum, how to tube a calf, cleaning and sanitation of feeding equipment, and weaning. The "Obstetrics" video is also good for anyone with responsibilities in the maternity pen. They're available from Genex for \$49.00 each.





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# Coccidiosis in Cattle - Part 1

By: Jerry Bertoldo, DVM

Coccidiosis is a perpetual concern of calf raisers regardless of herd size or type of housing. This “non-worm,” internal parasite is often a stealth robber of feed efficiency, health and growth. Fortunately, there are medications available to prevent and treat this infection. Recognizing the often subtle signs of a growing problem is not as straightforward.

Note: The new Veterinary Feed Directive (VFD) will have a direct impact on which anti-coccidial medication (generally an ionophore) can be used in combination with feed additive antibiotics. As an example, if you also want to use an antibiotic in the feed such as chlortetracycline (e.g. Aureomycin Crumbles®), you can have it blended in the feed or hand add it with Bovatec® or Deccox®, but not with Rumensin®. If you happen to use amprolium crumbles (e.g. Corid®) note that it is **not** approved to be fed with **any** antibiotic labeled for addition to the feed. Amprolium liquid, however, added to water can be used with any antibiotic labeled for feed inclusion under the VFD.

## What is coccidiosis?

- ♦ *Coccidiosis is a disease of the digestive tract common to many animal species caused by a protozoa or “single-celled animal.” This organism is intracellular, that is, its reproductive phase occurs within host cells. Coccidia are quite host-specific; meaning each species of coccidia will parasitize only one genus of animal (e.g. cattle) and the species contained within the genus (e.g. Brahma, water buffalo, bison, domestic cattle).*
- ♦ *Humans cannot contract coccidiosis from domestic animals.*
- ♦ *There are some 15 species of Eimeria (cattle coccidia); however two are responsible for the vast majority of infections.*

## What groups of cattle are most at risk?

- ❖ Generally, the younger the animal, the more susceptible to infection they are. It is possible for a

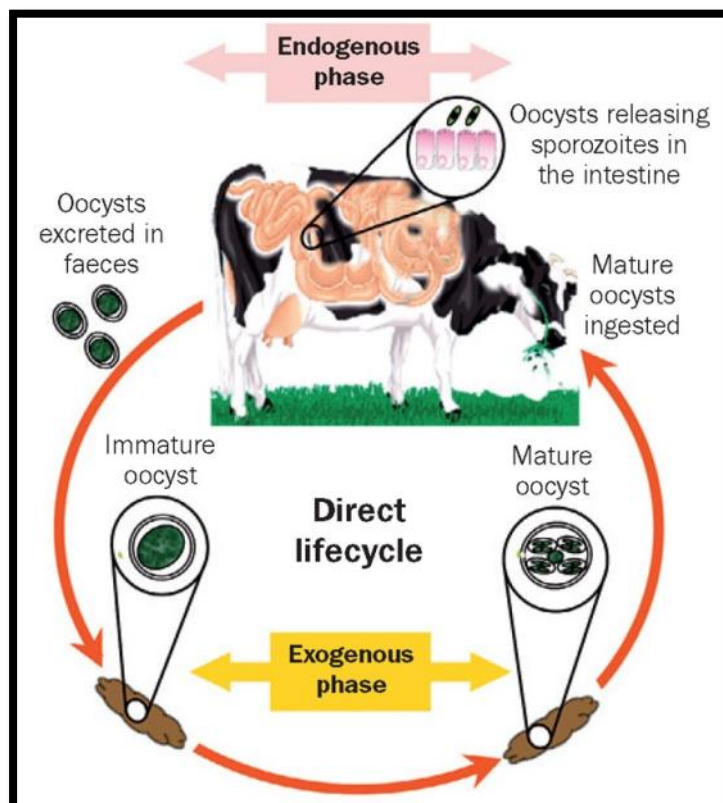


Photo source: <https://www.vettimes>

calf as young as 17 days of age to show signs of infection. Older cattle that are under stress, malnourished and/or exposed to high levels of the infective form of the organism can exhibit clinical signs of disease.

## What are the clinical signs of coccidiosis?

- ❖ Severe cases are generally of an acute nature. These can be recognized by a sudden reduction in feed intake, depression, weight loss, bloody diarrhea and may result in death. *Only 5% of cases are acute.* It is important to note that not every acute case will exhibit blood in the manure. Mortality in severe cases ranges from 5-20%.
- ❖ Mild, subclinical cases may exhibit poor appetite, reduced daily gains, increased incidence of secondary respiratory diseases and a decrease in response to therapy with or without any abnormal change in manure.



## How does infection and resistance occur?

- ❖ Coccidia are normal, low level inhabitants of the bovine digestive tract. As cattle mature, they develop immunity against the parasite. This is a slow process. The organism is huge in comparison to viruses and bacteria that the white cells of the immune system handle readily. In addition, coccidia live inside the cells or travel freely in the gut reducing the exposure to immune cells and further delaying the build-up of resistance. Enduring resistance may take as long as 5 life cycles or 140 days.
- ❖ Unfortunately, there is no cross-protection developed between the 15 species of coccidia as a result of exposure to one particular species or another. What often appears as a “reoccurrence” of infection is most likely clinical signs from a newly introduced “strain” of coccidia.
- ❖ Oocysts (similar concept to parasite “eggs”) are shed in manure at varying rates depending on the severity of the host infection. Laboratory fecal counts over 5,000 oocysts per gram of feces are considered significant in the face of clinical signs. Oocysts mature or sporulate outside of the animal host in the environment over a period of a few days to become “infective.” As few as 50,000 infective oocysts can cause clinical signs. As little as one gram (0.035 oz.) of feces can supply this number.
- ❖ When ingested via manure contaminated feed, soil or water, these infective sporocysts travel to the small intestine where they release sporozoites that burrow into the cells that line the small intestine gut wall or mucosal lining. These grow and divide over the next several days and finally rupture their host cells and travel down the gut to the large intestine. These merozoites burrow into the mucosal lining in this section of gut. These grow and divide into another generation of merozoites that rupture their host cells. Some of these are passed out in the manure unable to continue the life cycle, others re-enter the large intestine gut lining to develop into what becomes the oocyst that passes out in the manure. Thus the cycle continues.
- ❖ Each step of invasion of the gut lining multiplies the number of organisms greatly. One ingested,

infective oocyst can theoretically develop into 20 million oocysts released into the manure.

- ❖ Invasion of the cells lining the intestinal tract causes a minimal level of digestive upset, feed inefficiency or diarrhea. Rupture and release of the organism from these cells is what leads to the clinical signs. The passage of bloody manure or blood clots is the result of the release of merozoites from the large intestine. It is in this section of bowel that the most significant damage occurs.

*Part 2 will deal with risk factors, diagnosis and treatment strategies.*



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**20K/46K Rears**  
**425 HP**  
**2000 KENWORTH T800B:** 425 HP CAT C12; 8LL Trans.; Random Axle; Engine Brake; 4.33 Ratio; 22.5 Tires; All Steel Wheels; 246" WB; 20,000# F/A; 46,000# R/A; Clean, Good Running Cab & Chassis w/Double Frame; 19' Frame Behind Cab; 178" CT; 17,190 lbs. Chassis Weight; 557,801 Miles; Stk. #5281 - \$35,500



**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**  
**370K Miles**  
**2010 PETERBILT 367:** 485 HP Cummins ISX Diesel; 10-Spd.; Engine Brake; Air Trac Susp.; 24.5 Tires; All Steel Wheels; 202" WB; Tandem Axle; 13,200# F/A; 46,000# R/A; Very Clean Daycab Tractor w/Air Slide 5th Wheel; Steer Tires 99%; Drives 90%; 369,622 Miles; Stk. #4990/4991 - \$36,900



**18K/46K Lockers**  
**425 HP**  
**2001 FREIGHTLINER FL112:** 425 HP CAT C12 Diesel; 8LL Trans.; Tandem Axle; 22.5 Tires; All Steel Wheels; 186" WB; 18,000# F/A; 46,000# Full Locking Rears; Very Clean; Double Frame; 265,635 Miles; Stk. #5040 - \$32,900



**Low Miles**  
**10 ft. Alum.**  
**2013 PETERBILT 330 DUMP TRUCK:** 200/240 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.**  
**140,000 Miles**  
**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



**46,000# Lockers**  
**515 HP**  
**2006 FREIGHTLINER FLD120:** 515 HP Detroit 14L; 8LL Trans.; 22.5 Tires; Alum./Steel Wheels; 191" WB; 14,600# F/A; 46,000# Full Locking Rears; Rear & Challenger Vacuum Pump; Dual Exhaust & Air Cleaners; 426,238 Miles; Stk. #4801 - \$32,500



**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; 263" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; Good Running Dump Truck w/46,000# Air Lift Axle; Good Rubber; 499,008 Miles; Stk. #1108 - \$39,500



**46K Rears**  
**328,000 Miles**  
**2005 MACK VISION CX613:** 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 110-Spd.; 25' Length x 96" Body; 22.5 Tires; All Steel Wheels; 244" WB; Tandem Axle; 12,000# F/A; 40,000# R/A; 36" Flat Top Sweep; Clean Cabover Flatbed; 578,071 Miles; Stk. #5129 - \$34,900



**Cheap 20K/46K Daycab**  
**1994 MACK CL713:** 400 HP Mack E7; 18-Spd.; 24.5 Tires; All Steel Wheels; 205" WB; 20,000# F/A; 46,000# Full Locking Rears; Spring Susp.; Wetline System; 519,795 Miles; Stk. #4812 - \$15,000



**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. #4893 - \$65,900



**19 ft. Alum.**  
**Rebuilt Engine**  
**1998 FREIGHTLINER FLD120:** 470 HP Detroit 12.7L; 8LL Trans.; 20,000# Lift Axle; 19 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; 378,222 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 Also: 2011 In Stock; Same Specs; Engine Rebuilt @ 178,000 w/Paperwork



**New Front & Rear Tires**  
**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; 250" 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; 8,821 Total Hours On Truck; 213,504 Miles; Stk. #5265 - \$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 Wheels; 170" WB; 18,000# F/A; 46,000# R/A; Double Frame Tractor w/Wetline System; 306,867 Miles; Stk. #5297 - \$32,900



**475 HP**  
**2009 PETERBILT 367:** 475 HP CAT C-15; 8LL Trans.; 3.70 Ratio; 22.5 Tires; All Alum. Wheels; 224" WB; 14,000# F/A; 46,000# Full Locking; 2-Spd. Rears; 365,800 Miles; Stk. #3874 - \$68,900

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# Fertility in High Producing Dairy Herds

By: Jerry Bertoldo

Cow comfort, rumen friendly rations well balanced for macro and micronutrients, genomics to select the best and management systems that work for the cow have given us numerous examples of 90-100 lbs. per day herds with excellent health records. There has been a continual challenge, however, to improve reproductive efficiency to keep pace with the rising bar of ideal milk production for quite some time. Disappointing heat detection and pregnancy rates have been countered primarily with an array of synchronization protocols and improved activity monitoring devices. Old style “chalk and walk” where intensely used has continued to compete with the high tech side. It has become more apparent that these tools, although successful in getting better numbers, are not the final answer to fertility where there is stellar milk production.

Studies have shown that heat expression and the duration of estrous signs diminish with increasing milk production. But what about all the great strides in feeding, walking surfaces, disease control, cooling, etc. that have led to terrific milk yields? Why don't those things help out the cow with her reproduction as well?

The answer lies partly in the partitioning of energy to different functions the cow carries out every day. For

lactating cows, reproduction is a luxury function. It is the first thing that a cow's metabolism worries about if there are shortages of nutrients, energy in particular. Yes, rations can be balanced to meet energy and protein needs for exceptional milk production. Unfortunately, cows that crank out lots of milk and maintain good body condition have another issue. A recent article in the Journal of Dairy Research by Kansas State investigators reaffirmed previous studies saying that “a consequence of high-energy diets is chronically increased liver blood flow, which causes increased catabolism (*breakdown*) of estradiol and progesterone, two hormones responsible for expression of estrus.”

Low estrogen and progesterone levels can explain the significant number of cows that do not trigger even the most sensitive activity monitoring systems. Some of these cows do cycle and ovulate silently while others are truly not cycling. Early embryonic loss can be attributable to low progesterone production by the corpus luteum (CL) after insemination.

Researcher now are looking at genetic traits that promote higher hormone levels, biomarkers that are associated with high fertility and means to increase progesterone production from ovarian tissue. In the meantime, we need to do everything we can to make a cow's life happy and incident free. This will remain a key concept regardless of the science ahead.



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Kevin Keenan

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# 20 Attributes of Highly Successful Managers – Part II

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

Last month we began looking at the 20 attributes of highly successful managers as described by Dr. Danny Klinefelter at the 185<sup>th</sup> Annual Meeting and Forum of the NY State Agricultural Society. Dr. Klinefelter has worked with many farm operations of various sizes and has developed this list based on those experiences. So, picking up where we left off last time with Attribute #9...

9. They see themselves more as a head coach than as the boss because leadership is more than just managing. *“Leadership is solving problems. The day soldiers stop bringing you their problems is the day you have stopped leading them. They have either lost confidence that you can help or concluded you do not care. Either case is a failure of leadership.”*– Colin Powell.

They follow the “Platinum Rule” rather than the “Golden Rule.” The Golden Rule (Lev. 19:18, Matt 7:12, Luke 6:31) basically says to treat others as you would have them treat you. The Platinum Rule says to treat others as they would like to be treated because they may not like to be treated like you like to be treated (same goes for cattle). They know the importance of recognizing and acknowledging the efforts of people working for them. They understand that the ability to attract the right people and motivate them will largely determine the success of the business. Moreover, a leader is great not because of their power but because of their ability to empower others. Even the most reluctant introvert appreciates an “atta boy” and/or pat on the back in the presence of his/her peers.

*As managers, your mission, through foresight and advanced planning, is to avoid or circumvent problems before they arise. However, when you’re up to your armpits in alligators it’s difficult to remember your initial objective was to drain the swamp.*

- Unknown

10. Their approach to management is more balanced – between key performance areas and between the short and long runs. They aren’t tops in every key area, but they are above average in all areas and may be exceptional in at least one. They follow the 5% rule: even if 95% is right or perfect they will still strive for fixing that remaining 5%. To them it’s the difference between a .300+ hitter and a .250 hitter. A .300 hitter gets all the sweet contracts and endorsement opportunities, but a .250 hitter gets little more than an honorable mention, and the only difference is one more on-base per 20 at-bats – 5%.
11. They base their decisions on reason and judgement rather than emotion. Because they recognize and understand emotions – their own and others – they may delay a decision for a more rational, less heated time. As such, emotional intelligence (EQ) is more important to success than intellectual intelligence (IQ).
12. They spend more time on monitoring and analyzing performance. (i.e. – DHI records, robotic milker dashboards, financial reports). They are always looking for problems, trends, and opportunities to seize upon before it’s too late. They use debriefings to review past decisions and assumptions, in order to learn from those experiences – this is where those peer groups work well. (see last month) The debriefing helps to identify and treat causes not symptoms. The key here is to ask the right questions in order to spot biases and blind spots.
13. They are excellent problem solvers. They try to anticipate problems and accept the truth about them – two of the major stumbling blocks for most managers are denial and blame.



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They try to see the “Big Picture.” Even though they’re trying to tweak that remaining 5% they don’t get so bogged down in details that they lose sight of what’s important.

They don’t give up when down or suffer a setback. When they do, they try to employ at least two analytical skills to gain multiple perspectives to get to the heart of the issue and treat the root causes rather than the surface symptoms.

14. They are more innovative and creative in their approach to business and seek ways to force themselves to think outside of the box. They loathe the statement, “because that’s the way we’ve always done it.” They challenge existing paradigms, particularly when it comes to business arrangements. They have the ability to adapt and apply the elements of one situation to another – within and without the agricultural industry.

15. They appreciate the importance of communication. Management guru Peter Drucker said that 60% of all management problems are communication problems: Problems between managers, managers and employees, family members (in and outside of the business), the rest of the management team. Problems stem from several common behaviors: secrecy, when someone can’t admit being wrong, dictatorship, unresolved conflict, and unfair fighting. *“Most family businesses are not just closely held. They are hermetically sealed!”* – Don Jonovic. Many times I have seen the farm owners/operators treat everything like a state secret. Information is on a need to know basis and if you don’t need it you don’t know it. Both employees and family members need to know clearly and on a regular basis:

- a. What they are expected to do and how it should be done.
- b. Why they are doing it. If you don’t know and can’t explain it you have a real problem.
- c. How they are doing.
- d. How they can improve.
- e. Where the business is headed – vision.
- f. How it plans to get there.

g. What their role is.

h. What is in it for them, other than simply a paycheck.

If a leader can’t get the message across clearly, and motivate others to act on it, then having a message doesn’t really matter.

16. Highly successful managers focus on managing margins, and will use accrual adjusted accounting for both revenues and expenses to do so. They see setting out prices without knowing major costs, or vice-versa, is speculating and they avoid it. They will use tools such as options to lock in minimum prices on outputs while still leaving room for up-side price movement.

Cash based accounting can actually lag accrual accounting by as much as two to three years in identifying problems. This is huge when timing is everything. (However, when the cash and accrual are compared they may help identify errors or other issues (i.e.- excessive shrink) in inventory control.) Conversely, they will use managerial or cost accounting in order to drill down into individual enterprises or units of production to get to the root causes of problems or performance issues. Even more so they will use benchmarking against their peers (think Farm Business Summaries) to identify their strengths and weaknesses.

17. The main difference between the top 10% and the rest of the top 25% is their timing. This is in terms of knowing when to enter, expand, cut back, or get out and redeploy their resources. This refers to any investment, marketing strategy, or business activity. These top managers will spend as much time analyzing what they need to stop doing as evaluating new opportunities. Unfortunately, most managers change only when they feel the heat rather than when they see the light.

Next month we’ll see if I can finish out this list.

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## Ask Extension...

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*With most of the new requirements of the revised Agricultural Worker Protection Standards becoming effective on January 2, 2017, how does this affect the family farm?*

By: Mike Stanyard

Below is a great summary of WPS exemptions for agricultural owners and their families from the Pesticide Educational Resources Collaborative, <http://pesticideresources.org/index.html>. Go to the **WPS “How to Comply” Manual – Chapter 6**. There are also some other great resources including training materials, videos, and handouts.

The revised WPS still exempts owners of agricultural establishments and members of their immediate family from certain requirements. It is important to note that:

- \* To qualify for the exemption, more than 50% of the equity in the establishment has to be owned by one or more members of the same immediate family.
- \* No agricultural establishments that use WPS-labeled pesticide products are completely exempt from the WPS requirements,
- \* Owners/agricultural employers must provide full WPS protections for workers and handlers who are not in the owners' immediate families, and
- \* Owners and their immediate family members that qualify for the exemption must comply with some of the WPS requirements.

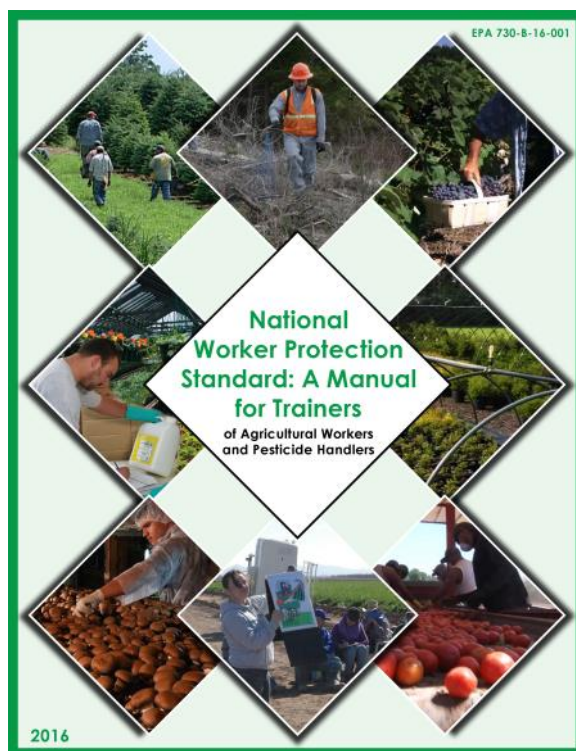
### Definition of immediate family

The revised WPS definition of “immediate family”

includes: spouse, parents, stepparents, foster parents, father-in-law, mother-in-law, children, stepchildren, foster children, sons-in-law, daughters-in-law, grandparents, grandchildren, brothers, sisters, brothers-in-law, sisters-in-law, aunts, uncles, nieces, nephews, and first cousins. “First cousin” means the child of a parent’s sibling (i.e., the child of an aunt or uncle).

**Qualifying owners of agricultural establishments and their immediate family members still MUST COMPLY with all of the following WPS requirements when using WPS-labeled pesticide products:**

- \* Follow WPS requirements for respirator training, medical evaluation, fit testing, and record keeping when respirators are required on the pesticide labeling.
- \* Use the PPE listed on pesticide labeling.
- ❖ Keep immediate family members out of the treated area until the restricted-entry interval (REI) expires.
- ❖ Ensure pesticide is applied so it does not contact anyone, including members of the immediate family (requirement on label and in WPS).
- ❖ Keep everyone, including members of the immediate family, away from the treated area during the application and the application exclusion zone.
- ❖ Ensure that any pesticide applied is used in a manner consistent with the product’s labeling.
- ❖ After January 1, 2018, any handler must suspend a pesticide application if a worker or other person is in the AEZ during an application.



**The exemption does NOT apply to employees outside of immediate family.**

*Continued on page 19*





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Continued from page 17

The owner of an agricultural establishment must always provide all applicable WPS protections to workers and handlers employed by the establishment who are not members of the owner's immediate family. This includes:

- ❖ Workers or handlers who are employees receiving a wage, salary or other monetary compensation.
- ❖ Persons other than workers or handlers, such as those who clean PPE or repair, clean, or maintain contaminated pesticide handling equipment.

For a list of WPS exemptions for agricultural establishment owners and their immediate family, go to <http://pesticideresources.org/wps/htc/htcmanual-chapter6.pdf> and scroll to page 90.

### Other Resources

EPA site for a summary of the current WPS revisions  
<https://www.epa.gov/pesticide-worker-safety/revisions-worker-protection-standard>



### Looking For a Farm Loan?

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For more information, visit [www.fsa.usda.gov](http://www.fsa.usda.gov) or contact **Karen Rugenstein, Farm Loan Manager** at:

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# **Don't Be Lame!**

## **Winter Dairy Management**

**March 7th, 2017**  
**10am to 3pm**

The Winter Dairy Management 2017 program will focus on keeping cows on their feet and free from lameness. The program will address preventing hoof problems, how and why to identify lameness issues as quickly as possible and humane considerations for culling, moving and transporting cattle.

- ♦ **Identifying Lameness ASAP - Strategies and Protocols for Consistently Identifying Lameness.** Vic Daniels - Vic's Custom Clips Quality Hoof Care, Ontario Canada
- ♦ **Economic Impact of Lameness – How Lameness Impacts Your Bottom Line.** Neil Andrews, Account Manager, Northeast Zinpro Corporation
- ♦ **Facilities Impact on Lameness.** Curt Gooch, Sr. Extension Associate - Cornell PRO-DAIRY, Department of Biological and Environmental Engineering
- ♦ **Managing Facilities for Lameness Prevention.** Lindsay Ferlito, NNY Regional Dairy Specialist - Cornell Cooperative Extension.
- ♦ **Humane Culling Decisions and Transportation.** Rob Lynch, DVM, Dairy Herd Health and Management Specialist Cornell University, PRO-DAIRY

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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## Northeast Trimmers Workshop “Methods for Success”

**March 11-12**

Quality Inn & Suites  
8250 Park Road, Batavia



Hoof trimmers, whether dedicated farm employees or contracted professionals, are critical players in the hoof health and productivity of the dairy. The Northeast Trimmers Workshop is a great opportunity to build on the concepts and strategies of this

year's Winter Dairy Management program. The organizing entity, the Hoof Trimmers Association of North America, is an excellent group that works closely with the American Association of Bovine Practitioners on cattle lameness and educational outreach. Lameness remains one of the leading causes of culling and economic loss in the dairy industry. This type of workshop is not commonly available. It should be of interest to anyone associated with animal care and well-being on the farm.

**NOTE:** Mail-in registration closed on February 27 and on-line registration ends on March 5. For information & late sign up until March 9, contact: Chip Hendrickson at: 585-739-6243.

To register and pay by credit card online at:

<http://www.hooftrimmers.org/events/EventDetails.aspx?id=923182>



## Herd Health & Nutrition Conference

**April 12, 2017**

**Holiday Inn, Liverpool/Syracuse**

Join other feed industry representatives, agriservice personnel, veterinarians, and dairy producers to increase your knowledge of current herd health & nutrition management techniques.

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Join us on Tuesday, April 11 from 5:00 - 7:00 p.m. for a pre-conference reception with speakers & sponsors at the Holiday Inn.

***Early Bird Deadline: March 27, 2017***

Registration link:

<https://prodairy.cals.cornell.edu/conferences/herd-health-nutrition/registration>

Registration questions??? Contact Heather Darrow at 607-255-4478 or [hh96@cornell.edu](mailto:hh96@cornell.edu)

## Time to Frost Seed Your Pastures!

By: Nancy Glazier



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

### **Seeding rates:**

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

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

# HPAI Alert

By: Nancy Glazier



Photo source: [canr.edu/blogs](http://canr.edu/blogs)

**H**ighly Pathogenic Avian influenza (HPAI) is on the march in Europe and in Asia. We North Americans will be very lucky if we don't experience a serious outbreak here this year. I encourage all of you and your neighbors **not** to rely on luck, and **not** to think that someone else is going to prevent HPAI from coming to your area.

If AI should hit your farm, you need to get back in business ASAP and you can help NYS Ag & Mkts and USDA respond more quickly if you give these issues thought before the disease hits. **You are the expert** about how your farm operates and what resources are available locally. Please review your biosecurity plans, large and small operations alike. Give Nancy a call if you have questions or need resources on this – 585.315.7746.

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\*\*\*\*\*



# I WILL TAKE ACTION AGAINST HERBICIDE-RESISTANT WEEDS.

I will know my weeds. When they grow. When they pollinate.  
And I will stop them before they go to seed.

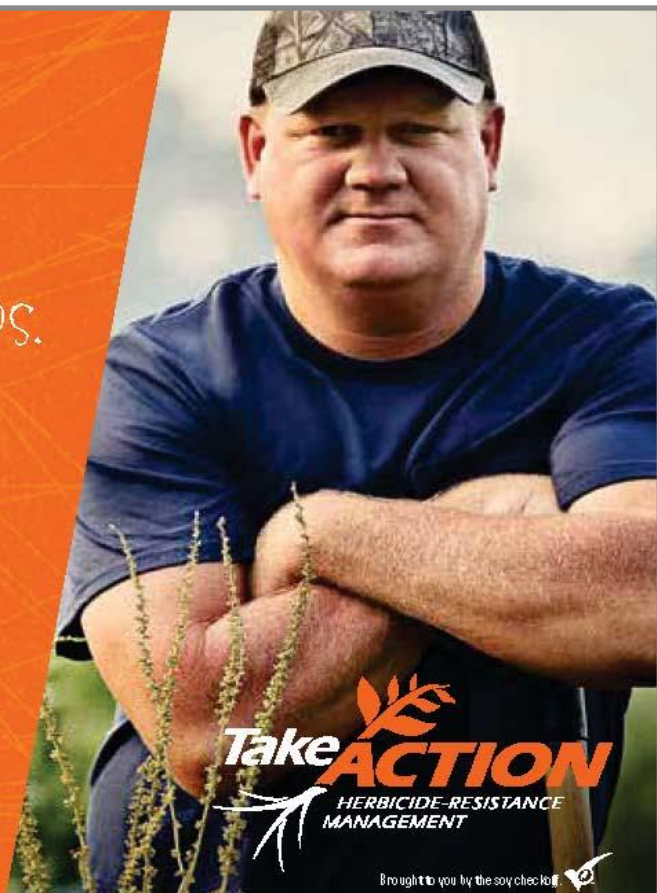
I will take action in the field and do whatever it takes  
to give my crops the upper hand against weeds.

I will take action with careful herbicide management and use  
multiple herbicide sites of action, because every action counts.

I will take action because it's my bottom line.  
It's not about this year or the next. It's about the long term.

I will take action. This time. For all time.

Now is the time to take action against herbicide-resistant  
weeds. Visit [www.TakeActionOnWeeds.com](http://www.TakeActionOnWeeds.com) to learn how  
you can prevent herbicide-resistant weeds from spreading.



# \*99% of recent survey respondents would recommend our tax service... ...it must be LOVE!



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\* Based on a six month survey of Farm Credit East 2016 tax preparation clients.  
For complete survey results, visit [FarmCreditEast.com/taxsurvey](http://FarmCreditEast.com/taxsurvey).



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## MARCH 2017

## Save the Date...

- 4 **Wyoming County Pride of Agriculture Dinner**, 6:00 p.m. - 10:00 p.m., North Java Fire Hall, North Java. For more details: <http://web.wycochamber.org/events/2017-Pride-of-Wyoming-County-Ag-Dinner-Tickets-Available-137/details>
- 7 **Winter Dairy Management: Don't Be Lame!**, 10:00 a.m. - 3:00 p.m., Wyoming Co. Ag & Business Center, 36 Center Street, Warsaw. Registration: \$30 (includes lunch & proceeding). To register contact: Cathy Wallace at: 585-343-3040 x138. See page 20 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
- 14 **Wyoming County Beekeepers**, 6:00 p.m. - 8:00 p.m., hosting Veterinary Feed Directive Informational Meeting for Beekeepers and Small Scale Livestock Producers. For more information contact: Debra Welch at: 585-786-2251 or Jerry Bertoldo at: 585-281-6816
- 14 **CNY Dairy Day: Getting Cows Pregnant Puts Money in Your Pocket**, 10:00 a.m. - 3:15 p.m., Otesaga Resort Hotel, 60 Lake St., Cooperstown. **RSVP by: March 10**. Cost: \$30 per person. Pay with credit card: <https://cnydfc.cce.cornell.edu/> 2 PAS Continuing Education Credits available. For more information, call: 315-866-7920.
- 14-15 **The Academy for Dairy Executives - Final Session**, Chautauqua Suites, Mayville, NY.
- 14-15 **Pre-Exam Training & Test to Become A Certified Pesticide Applicator**, 8:00 a.m. - 12:00 p.m., CCE-Wayne Co., 1581 Route 88N, Newark. Registration begins at: 7:30 a.m., **PRE-REGISTRATION is REQUIRED by February 24**. To register call Judy Glann at: 315-331-8415 ext. 117, Workshop cost: \$50. Certification Exam will be administered on March 23 from 9:00 a.m. - 12:00 p.m. by DEC. Exam fee: \$100 payable to: DEC. To register for the exam or if you have questions contact: Chris Wainwright at 607-776-2165 ext. 23
- 14 & 21 **Pre-Exam Training & Test to Become A Certified Pesticide Applicator**, 12:30 p.m. - 3:30 p.m., Ovid Fire Hall, 2136 Brown Street (just off 96A/414), Ovid. Registration begins at: 12:00 p.m., **PRE-REGISTRATION is REQUIRED by March 7**. To register call: 315-539-9251, Workshop cost: \$40. Certification Exam will be administered on March 24 at the same location from 8:30 a.m. - 12:30 p.m. by DEC. Exam fee: \$100 payable to: DEC. To register for the exam or if you have questions contact: Chris Wainwright at 607-776-2165 ext. 23
- 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](http://www.cobleskill.edu/workshops). **SPACE IS LIMITED!**
- 21 **Pesticide Applicator Training and Credit Course**, Core Training: 8:15 a.m. - 12:15 p.m., DEC Exam: 1:00 p.m., Agricultural & Business Center, 36 Center St., Warsaw. **RSVP by: March 17**. Cost: \$20 for extension enrollees, \$25 for non-enrollees. For more information or questions, contact: Don Gasiewicz at: 585-786-2251 ext. 113 or [drg35@cornell.edu](mailto:drg35@cornell.edu)

## APRIL 2017

- 13 **Manure Storage Workshop**, 9:30 a.m. - 3:00 p.m., Cabin in the Arcade Village Park, Grove St., Arcade. Registration fee: TBD

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