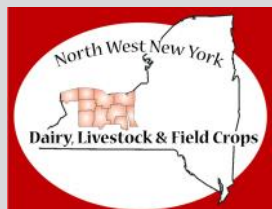




Photo source: Cathy Wallace

Ag Focus



Meet the Team's New Field Crops Specialist: Jodi Letham

Cornell University Cooperative Extension is pleased to announce that Jodi Letham has joined the Northwest New York Dairy, Livestock & Field Crops Team as their Field Crops Support Specialist. Her specialties are in crop husbandry with a strong focus in forage production, nutrient management, and soil fertility. Jodi will be working alongside Mike Stanyard, Field Crops Specialist and Team Leader to provide interdisciplinary knowledge and applied research on forage-livestock systems, nutrient management, and soil health in the NWNY region.

Growing up on a family dairy farm in western Pennsylvania, Jodi quickly developed a strong passion for agriculture and an eagerness to learn. She began her academic career at The Pennsylvania State University majoring in Agricultural Sciences, minoring in Agronomy. While attending Penn State, Jodi worked for The USDA Pasture Management and Environmental Research Lab where she assisted in the data collection, and statistical analysis of research plots to determine forage quality for pastures utilized in rotational grazing for cattle. When Jodi was not attending class or work, she was heavily involved in the Penn State Agronomy Club, Horse Judging Team, and Ag Student Council. In her senior year she accepted an internship with Growmark FS, LLC as a research associate in Hershey, Pennsylvania.



Photo source: Jenna Letham Photography

Continued on page 3

Focus Points

<i>Upcoming Webinars</i>	3
<i>Meat & Greet Chef and Farmer Fair</i>	4
<i>Terminating Cover Crops</i>	6-7
<i>Coccidiosis in Cattle - Part 2</i>	9-10
<i>Herd Health & Nutrition Conference</i>	10
<i>Performance of NYS Dairy Farm Businesses in 2016 – Early Results</i>	12
<i>HPAI Update</i>	13
<i>20 Attributes of Highly Successful Managers – Part III</i>	14-15
<i>Providing a Consistent Ration</i>	16
<i>2017 Forage Congress a Success!</i>	18
<i>10 Commandments of Manure Application (King James version)</i>	19
<i>Regional Meetings</i>	Back Cover



Jerry Bertoldo
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.281.6816 (cell)
grb23@cornell.edu



Libby Eiholzer
Bilingual Dairy Management

Ontario County
607.793.4847 (cell)
585.394.0377 (fax)
geg24@cornell.edu



Nancy Glazier
Small Farms, Livestock

Yates County
315.536.5123 (office)
585.315.7746 (cell)
nig3@cornell.edu



John Hanchar
Farm Business

Livingston County
585.991.5438 (office)
585.233.9249 (cell)
jjh6@cornell.edu



Jodi Letham
Field Crops & Soils

Livingston County
585.991.5437 (office)
585.208.8209 (cell)
jll347@cornell.edu



Joan Sinclair Petzen
Farm Business Management

Wyoming County
585.786.2251 (office)
716.378.5267 (cell)
jsp10@cornell.edu



Mike Stanyard
Field Crops & IPM

Wayne County
315.331.8415 x 123 (office)
585.764.8452 (cell)
mjs88@cornell.edu



Cathy Wallace
Administrative Assistant

Genesee County
585.343.3040 x138 (office)
cfw6@cornell.edu



Ag Focus
Cornell Cooperative Extension of

Genesee•Livingston•Monroe
Niagara•Ontario•Orleans•Seneca
Wayne•Wyoming•Yates

Ag Focus is published Monthly by the
NWNy Team of CCE / PRO-DAIRY

Contributing Editors:

Jerry Bertoldo - Libby Eiholzer
Nancy Glazier - John Hanchar
Joan Sinclair Petzen - Mike Stanyard

Layout/Design: Cathy Wallace

Postmaster Send Address Changes:

NWNy Team—Cathy Wallace
420 E. Main Street, Batavia, NY 14020

Direct all inquiries & correspondence on advertising
space and rates to Cathy Wallace, advertising
representative at 585.343.3040 x 138 Fax:
585.343.1275

Also Serving

Monroe

2449 St. Paul Blvd., Rochester, NY 14617
585.753.2550

Niagara

4487 Lake Avenue, Lockport, NY 14094
716.433.8839

Orleans

12690 State Route 31, Albion, NY 14411
585.798.4265

Seneca

308 Main Street Shop Centre
Waterloo, NY 13165
315.539.9252

To simplify information, brand names of products may be used in this publication. No endorsement is intended, nor is criticism implied of similar products not named.

Every effort has been made to provide correct, complete and up-to-date pesticide recommendations. Changes occur constantly & human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying pesticides.

By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis.

Mission Statement

The NWNy Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWNy Team seeks to build producers' capacities to:

- ◆ Enhance the profitability of their business
- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being in a safe work environment
- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.

Continued from page 1

Her summer internship project consisted of evaluating fourteen soybean seed treatments to determine efficacy and crop performance under biotic and abiotic conditions. Jodi's internship allowed for her to gain ample experience in the field and it also allowed for her to develop essential agronomic skill sets needed to grow as an individual and professional within the industry.

Upon graduation, Jodi obtained fulltime employment with Brandt Consolidated Inc. as their Northeast Territory Manager for New York, Pennsylvania, Eastern Ohio, and New Jersey. While working for Brandt, Jodi gained successful experience in field, fruit and vegetable crop production, plant nutrition, nutrient management, soil fertility, integrated pest management, consultation, data analysis interpretation, and business development. Please help us in welcoming Jodi to the team! Jodi will be housed at the Cornell Cooperative Extension Office in Livingston County, located at 3 Murray Hill Drive, Mt. Morris. She can be contacted at jll347@cornell.edu.





Future Forest Consulting, Inc.
DEC Cooperating Forest Consultant
Corey Figueiredo

Ash Salvage Harvesting for Emerald Ash Borer
Eliminate the guesswork in selling your timber. We will mark your timber sustainably, and have several reputable companies bid so you get top dollar while ensuring a quality job through our supervision and bonding. "We specialize in forest tax plans that reduce your school and property taxes up to 80% on at least 50 acres of woods."
(585) 374-2799. Special interest in Black Walnut.
Website: www.futureforestinc.com

Looking to BUY OR SELL Land?
FUTURE FOREST PROPERTIES LLC
www.futureforestproperties.com
585-374-6690

Upcoming Webinars:

Vetting Ventilation in New Freestall Barns

April 10,

Presented by:

Nigel Cook, DVM

University of Wisconsin-Madison

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

Technology Tuesday Webinar Series: Video Cameras, Smartphone Gadgets and Apps

April 11, 8:30 - 10:30 a.m.

Presented by:

John Tyson & Mat Haan, Penn State Extension

<http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series>

Second & Subsequent AI Service Management: Effective Programs Combining Pregnancy Diagnosis & Resynchronization of Estrus & Ovulation.

(In Spanish)

April 26, 12:30 - 1:00 p.m.

Presented by:

Robert Wijma, DVM, PhD Student

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

Annual Northeast Dairy Farm Summary

May 11, 11:00 - 12:00 p.m.

Presented by:

Chris Loughton, Director of Knowledge Exchange

<https://www.farmcrediteast.com/knowledge-exchange/webinars>



Meat & Greet Chef and Farmer Fair

By: *Nancy Glazier*

Maplestone Farm, Stanley.

Well over 100 attendees visited the recent Meat & Greet Fair. Cornell Cooperative Extension collaborated with the Finger Lakes Institute at Hobart & William Smith Colleges to host an event March 11 where farmers and potential customers could meet. The fair was supported by a small grant from the Meat Suite Project and farmer vendors' registration fees. It was held on the HWS campus in Geneva on one of the coldest days we have had this winter. Twenty producers had tables set up with various displays highlighting their farms and products. One of the goals for the day was to have consumers meet the farmers to visit and make purchases in the future since no meat sales were allowed.

Four local chefs used donated meat and poultry to offer demonstrations and tastings for attendees. Recipe booklets were provided everyone with chefs' names with donor farms, and all attending farms listed.

- ❖ Chef Orlando Rodriguez, Veraisons Restaurant at Glenora Wine Cellars prepared Sausage Gravy and Biscuits sausage donated by Bostrom Farms, Stanley.
- ❖ Chef Scott Riesenberger, Ravinous Kitchen at Ravines Wine Cellars prepared Duck and Waffles, donated by Ox Creek, Canandaigua.
- ❖ Chef Brud Holland, Fox Run Vineyards Café prepared Seared Beef Tenderloin & Braised Chuck Shallot, tenderloin donated by Schrader Farms Meat Market, Romulus and chuck donated from Crosswind Farm & Creamery, Ovid and Bedient Farms, Middlesex.
- ❖ Chef Carl Bray, Geneva on the Lake prepared Chicken Jacquelyn with Port, Cider & Cream and Roasted Apples, with chicken donated by

Many Finger Lakes chefs are working to source products from local farms. The participating chefs do their best. This is a bit more straightforward with produce, seasonally available in large quantities; meat can be more challenging. Processing needs to be done by a federally inspected facility. Sometimes the cost is a hindrance since small farms cannot compete with commodity prices. Farms need to focus reaching out to restaurants that understand it costs more to produce meat on a small scale. Some restaurants only want prime cuts and not lower quality cuts. Sometimes educating the chef is needed to help solve this issue. Chef Brud Holland did a great job explaining some of this during his demo.

Farmers were asked to arrive early to get set up and be ready prior to the start. I was amazed at the networking that occurred during this time and throughout the day. Many farms had two people there for the day, to give each other breaks to walk around and chat with folks, both vendors and participants.

One of the farm vendors did an informal poll and found that about one third of the people that stopped and talked were from the Rochester area, which would be another area to site a similar meat fair.

I received many positive comments from the farmers. A quote from one of the vendors: "Thank you all for the great event! I wanted to also add that having the chefs present cooking demonstrations throughout the day was really a nice touch! Not only was it entertaining, educational and nourishing, it gave people a chance to sit down and relax so they could then continue walking and meeting the vendors refreshed. Thanks for sharing samples with the vendors too!! I hope you do this again next year!"



Marie Anselm, CCE Ontario, Nancy Glazier, and Sarah Meyer, Finger Lakes Institute were the event planners.

Photo source: R.J. Anderson

Commitment to Quality and Service

Since 1912, providing you quality feed and independent service for Western NY farmers.



- Full Line of Complete Feeds at Competitive Prices -
- "Exclusive" Extruded Full Fat Soybeans -
- "Steamed Rolled" Flaked Corn -
- Customized Feeds and Complete Nutritional Feed Programs -
- Dairy Production Consultant -
- Fertilizer Blending: Liquid and Granular -
- Custom Spraying and Crop Service -
- Exclusive Manufacturer of "Country Magic Dog and Cat Food" -
- Working Relationships with Your Vet and Consultants for "YOUR Bottom Line" -
- PLUS Access to the Latest Technology in the Feed Nutrition Business -

See our great prices on Carhart Jackets and clothing to keep you warm this winter!

REISDORF

B R O T H E R S , I N C.

Your Complete Farm Store & Feed Mill

1830 Perry Road • North Java, NY 14113

Toll Free: 1-800-447-3717 • (585) 535-7538 • Fax: (585) 535-0470

Please visit our web site:

www.reisdorfbros.com



Terminating Cover Crops

By: Mike Stanyard

So far, it looks like cover crops did well despite the lack of a prolonged blanket of snow this winter. This makes our cover crops even more valuable as one of their main purposes is to keep our soils from blowing and washing away. It was cold enough that the species that were supposed to winterkill like tillage radish and oats died. For those that remain alive like cereal rye, triticale, wheat, annual rye and clover species, we will have to come up with a plan on how to manage them.

Some of these overwintering cover crops will be used as a forage crop and therefore will be cut at the appropriate time (Growth Stage 9 for triticale) for optimum feed value. Others will be mowed/crimped, tilled under, or terminated with herbicides. Each of these has restrictions depending on what production system you utilize (ie. strictly grain based, no-till, or organic). If cover crops are not dealt with in an appropriate manner, they can become weeds and compete with our production crops. We saw that first hand in a drought situation last year. I have put together some advice on herbicide termination from the Midwest states on some of our commonly used cover crops.

Annual ryegrass (*Lolium multiflorum*), also called Italian ryegrass or common ryegrass, has become a very popular cover crop in NY but has a confusing name. It is not an annual and survives the winter very well. Do not confuse annual ryegrass with cereal rye. Annual ryegrass is a good cover crop because of its ability to rapidly germinate in the fall, grow aggressively in the spring, and add substantial root and forage mass to the soil profile. Here is some advice from University of IL on proper termination with herbicides (<http://bulletin.ipm.illinois.edu/?p=3552>).

- Make applications prior to 8" plant height
- Glyphosate rates of at least 1.25 lb ae/A are required, although 2.5 lb is preferred for annual ryegrass termination
- Ryegrass must be actively growing, and it is recommended that applications occur only



Photo source: Mike Stanyard

following three consecutive days when air temperatures have been above 45 F

- The addition of saflufenacil to glyphosate can improve control of annual ryegrass
- Combinations of paraquat, metribuzin and 2,4-D or dicamba can control small ryegrass (<6" in height), but are not recommended for control of larger plants
- Avoid using PSII herbicides (atrazine & metribuzin) in mixtures with glyphosate, as they can cause antagonism and poor control of annual ryegrass.

Cereal rye. Glyphosate at a rate of 0.75 lb ae/A will effectively control both species up to 18 inches tall. Mixtures of glyphosate plus 2,4-D, chlorimuron, chloransulam, atrazine, or saflufenacil can also be applied for additional control of other cover crop species (specifically broadleaf species) and residual control of summer annual broadleaf weeds. Depends on what crop species is going to be planted. The nonselective herbicides paraquat and glufosinate are less effective than glyphosate on these species.

Gramoxone SL (paraquat) applied at 3 to 4 pints per acre works well on smaller rye before it reaches the boot stage. Add a nonionic surfactant to the spray tank to enhance penetration and total kill. If you will be planting corn and choose to use Gramoxone SL, consider adding 1 quart of atrazine per acre to improve control of the rye. (personal communication, Mike Hunter, CCE).

In 2009, research by Bill Curran at Penn State University, found that the additional of 1 quart of atrazine per acre, when used with Gramoxone, provided 99% control of 8-10 inch tall rye. Only 70% control of the rye was achieved when Gramoxone was used alone in this study.

Crimson clover and Austrian winter peas are two popular legume species used as cover crops that typically do not winter kill and require a spring termination. I have seen control issues with large pea vines with glyphosate. Information on control of these species with herbicides is limited, but cover crop guides advise that glyphosate and 2,4-D/ dicamba easily control crimson clover and winter peas.

University of Wisconsin has a nice fact sheet with additional cover crops which lists termination methods preferred and herbicide options (https://host.cals.wisc.edu/wcws/wp-content/uploads/sites/4/2013/03/WCWS_204_cover_crop_termination_WEB.pdf).

KERSCH'S AG LIME, LLC

**Calcium Lime - Magnesium Lime
Gypsum-Organic Gypsum**

BEST SERVICES - PRODUCTS - PRICES

**For Sale: New and Used
Lime - Litter - Fertilizer Spreaders**

KERSCH'S AG LIME, LLC

510 Wyoming Road, Wyoming, NY 14591

Call Chris 585-356-9162

844-388-LIME (5463)

Fax: 585-584-3264

Serving Agriculture For 45 Years



**WESTERN NEW YORK
ENERGY**

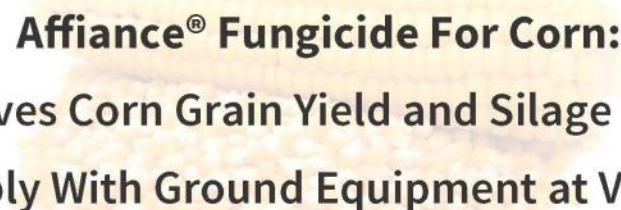
- **Competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.**
- **Give us a call to discuss our high protein (31%+) Distillers Grain.**
- **Bulk commodity and grain transportation services available through our subsidiary, Shelby Transportation. Give us a call for a transportation quote.**

Call now for more information:

Corn: (866) 610-6705

Distillers Grain: (315) 247-1286

Shelby Transportation: (585) 734-4747



Affiance® Fungicide For Corn:
Improves Corn Grain Yield and Silage Quality
Apply With Ground Equipment at V4-V5



Domark®
230 ME

Domark® Fungicide For Soybeans:
White Mold and Frog Eye Leaf Spot Control
No Green Stems at Harvest

For more information: **Dave Pieczarka** 315.447.0560 dpieczarka@gowanco.com



Affiance® is a registered trademark of Isagro USA. EPA Reg No 10163-332. Domark® is a registered trademark of Isagro, S.p.A. EPA Reg No 80289-7-10163. Always read and follow label directions.

Coccidiosis in Cattle - Part 2

By: Jerry Bertoldo, DVM

Last time we discussed the species specific nature of coccidia, the common presence of the organism on the farm and subtle disease that occurs in the majority of cases. This part will deal with the risk faced by calves, diagnosis, prevention and control strategies – all of which can be frustrating to deal with.

What situations are most likely to lead to clinical disease?

- ♦ Calves are at risk when born in areas where manure has been deposited for more than a couple of days, where the temperature is moderate and moisture is maintained. These environments allow the oocysts passed out in the manure to mature and become infective. Any of this manure ingested by the calf shortly after birth may result in clinical problems in as little as two weeks. Exposure soon after birth gives the coccidia a significant advantage in light of the fact that most coccidial control products are designed to prevent, not treat infection. The most common form of control is via starter feeds. Intakes reach levels that will provide anti-coccidial activity at about 2 to 3 weeks of age depending on inclusion rates and starter intake. Using control products through milk replacer or whole milk is ideal particularly when started in the first few days of life to get ahead of infectious oocysts invasion of the gut.
- ♦ Group housing of wet calves and weaned calves in free stalls, packs or small dirt lots promotes the transmission and propagation of coccidiosis.
- ♦ Manure contamination of the drinking water supply is a common source of infection.
- ♦ Stressful activities such as shipping, weaning, comingling, vaccination, worming and dehorning can trigger coccidiosis breaks. Dramatic weather changes can have a negative impact as well.

How can an accurate diagnosis be made?

- ♦ Fecal examinations are the only definitive method of diagnosis on a live animal. In the case of



Photo source: Libby Eiholzer

death, sections of intestines can be sent to diagnostic laboratories for diagnosis. This often is the most valuable means of sorting out possible causes.

- ♦ A minimum of 3-4 samples of manure from affected animals should be examined. Significant numbers of coccidia may be found on fecal exam in apparently healthy animals. When fecal counts are high and clinical signs are present, the diagnosis of coccidiosis is invariably correct.
- ♦ It is possible to find negative or minimal fecal counts in the face of severe clinical signs of coccidiosis. Youngstock exposed to an extremely heavy, point source of infective oocysts may show classic signs before oocysts are shed in the manure.

How can coccidiosis be controlled?

- ♦ Keeping calving areas well bedded and clean, reducing manure contamination of feed and water, rotating pastures, avoiding housing that promotes manure build up on haircoats that might be licked and using anti-coccidial agents from birth to breeding age are important considerations.

Continued on page 10

What are the products available for coccidia control?

- ◆ Products are divided by their mode of action, coccidiostatic or coccidiocidal. *Static* ones do not kill, but only slow, weaken or arrest the life cycle of coccidia. *Cidal* ones have the ability to outright kill. It is important to note that neither mode of action assures that all organisms are affected at all stages of the life cycle. This means that it is impossible to totally eliminate all coccidia within the intestinal tract. Total elimination is not necessary, nor desired. Exposure is required for resistance to be achieved.
- ◆ Products are further classified based on strategy of use. They can be preventative or therapeutic.

Part 3 will list the specific products used for control and treatment of coccidiosis.

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.

**** New in 2017 ****

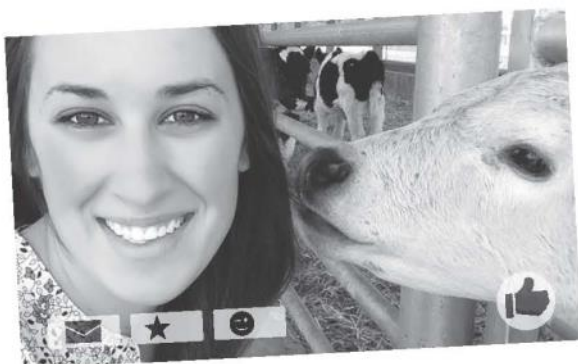
Join us on Tuesday, April 11 from 5:00 - 7:00 p.m. for a pre-conference reception with speakers & sponsors at the Holiday Inn.

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

LOVES horseback riding, cows, tennis, and payroll.



*Our associates love what they do. How about you?
Send us your selfie at FarmCreditEast.com/WeAreYou.*

Preparing payroll may not be most people's idea of a good time, but for Farm Credit East payroll service expert Stephanie Beck, nothing says fun like helping you comply with the latest in payroll rules. As a payroll specialist, Stephanie will help you avoid the hassle and technicalities of payroll processing — whether your business is simple or complex, seasonal or yearly.

You may not share Stephanie's affection for payroll ... but we know that you'll love her commitment to ensuring that your business stays compliant with federal and state regulations, and that your payroll is timely. In fact, that's true of all of our payroll experts — because WE ARE YOU.



FARM CREDIT EAST

Batavia, NY • 800.929.1350
Geneva, NY • 800.929.7102
FarmCreditEast.com/Payroll

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

CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423

585-538-4395 www.caledoniadiesel.com

OVER 325 TRUCKS and OVER 150 PIECES OF CONSTRUCTION EQUIPMENT

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

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

18K/46K Rears



Allison Auto.

2006 INTERNATIONAL 7500. 300 HP 11' HT570, Allison Auto., 22.5 Tires, Alum./Steel Wheels, 130" WB, Tandem Axle, 15,000# 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



123,000 Miles

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**

Heavy Spec



550 HP

2006 WESTERN STAR 4900SA. 550 HP CAT C15, 18-Spd.; Tandem Axle; 232" WB; 2,870 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" Frame Behind Cab; 150" CT; 461,910 Miles, Stk. #5268 - **\$36,000**

20K/46K Rears



425 HP

2000 KENWORTH T800B. 425 HP CAT C12; 8LL Trans.; Tandem Axle; Engine Brake; 4.33 Ratio; 22.5 Tires; All Steel Wheels; 248" 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. #5261 - **\$35,500**

20K/46K Rears



6x6

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; 126" 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; All Steel Wheels; 202" WB; Tandem Axle; 13,200# F/A; 46,000# R/A; Very Clean Daycab Tractor w/Air Side 5th Wheel; Steer Tires 98%, Drives 90%; 369,622 Miles, Stk. #4990/4991 - **\$36,900**

24 ft. Auto.



NON-CDL

2008 PETERBILT 330. PACCAR PX6; Automatic; Hydraulic Brakes; Leaf Spring Susp.; 24" Van w/Liftgate; 8,000# F/A; 18,000# R/A; 256" WB; 350,200 Miles; Stk. #5313 - **\$19,900**

46K Rears



475 HP CAT

2006 PETERBILT 378. 475 HP CAT C-15; 18-Spd.; Tandem Axle; Engine Brake; 22.5 Tires; Alum. Wheels; 172" WB; 12,000# F/A; 46,000# Full Locking Rear; New Recaps On Rear; 380,024 Miles; Stk. #4553 - **\$54,900**

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**

20 ft. High Side Southern Dump



1997 MACK RD690S. 300 HP Mack E7; 10-Spd.; 20" Steel Box; 22.5 Tires; Spoke Wheels; 250" WB; 18,000# F/A; 44,000# R/A; Double Frame; Box Has High Side, Divdor & Tarp; 147,222 Miles; Stk. #5312 - **\$32,500**

24 ft. Alum. Dump



2000 MACK RD600. 400 HP Mack E7; 8LL Trans.; 24" Length Alum. Body; 2-Way Tailgate w/Coal/Gran 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/20,000# Air Lift Axle; Good Rubber; 499,008 Miles; Stk. #5108 - **\$39,500**

46K Rears



328,000 Miles

2005 MACK VISION CX613. 360 HP Mack E7 Diesel; 13-Spd.; Tandem Axle; Engine Brake; 22.5 Tires; Alum./Steel Wheels; 186" 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. #4931 - **\$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 x 96" Body; 22.5 Tires; All Steel Wheels; 244" WB; Tandem Axle; 12,000# F/A; 40,000# R/A; 35" Flat Top Sleeper; Cleab Cabover Flated; 575,071 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.



1998 FREIGHTLINER FLD120. 470 HP Detroit 12.7L; 8LL Trans.; 208" 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 @ 176,000 w/Paperwork

Rollback With Fresh Engine



1999 INTERNATIONAL 4900. 220 HP DT466E; 8LL Trans.; 19" Length; 22.5 Tires; 215" WB; Single Axle; 13,220# F/A; 20,000# R/A; Double Frame Rollback Truck w/Winch; Engine Just Gone Through w/New Piston Sleeves & Bearings; 19" Long Deck by 100" Wide; 270,670 Miles; Stk. #5072 - **\$24,500**

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 Wheels; 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# Rear Lockers



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**

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

Performance of NYS Dairy Farm Businesses in 2016 – Early Results

By: John Hanchar and Joan Petzen

Summary

- ◇ While milk sold per cow rose 3.5 percent, milk receipts net of milk marketing expenses per hundredweight (cwt.) fell 7.9 percent in 2016 from \$17.44 in 2015.
- ◇ In 2016, the total cost of producing a cwt. of milk was \$18.20, a decrease of 7.8 percent relative to 2015.
- ◇ As of 7 March 2017, preliminary results suggest that the same 77 New York dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved similar levels of profit in 2016 compared to 2015 -- for example, for 2016, the rate of return on all assets without appreciation averaged 1.9 percent compared to 1.6 percent in 2015.

Introduction

On March 7, 2017, staff at the Cornell University, Charles H. Dyson School of Applied Economics and Management compiled and released early, state level 2016 DFBS results. The results reported here represent averages for the same 77 New York dairy farms cooperating in 2015 and 2016.

Rates of Production

- ◇ Milk sold per cow averaged 26,442 pounds in 2016 compared to 25,554 in 2015.
- ◇ Hay dry matter per acre was relatively unchanged at 3.2 tons, while corn silage per acre fell from 18 to 17 tons.

Income Generation

- ◇ Gross milk sales net of milk marketing expenses per hundredweight (cwt.) fell from \$17.44 to \$16.07.
- ◇ Milk sales net of milk marketing expenses per cow fell from \$4,457 in 2015 to \$4,249 in 2016, a decline of 4.7 percent.

Cost Control

- ◇ Dairy feed and crop expense per cwt. of milk

decreased from \$8.17 in 2015 to \$7.19 in 2016, a decrease of 12 percent.

- ◇ In 2016, total cost of producing a cwt. of milk was \$18.20, a decrease of 7.8 percent relative to 2015.

Profitability

- ◇ Net farm income without appreciation per cwt. of milk averaged \$1.00 in 2016, a decrease of about 2 percent compared to 2015.
- ◇ Rate of return on equity capital without appreciation rose from 0.9 percent in 2015 to 1 percent in 2016.
- ◇ In 2016, the rate of return on all assets without appreciation was 1.9 percent, an increase of 18.8 percent relative to 2015.

Final Thoughts

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

Articles in recent issues of [Ag Focus](#) reviewed the topic of farm business summary and analysis. If you are interested in improving your farm business' ability to practice sound financial management, then please contact us to learn more about some of the tools available and their value and/or to discuss plans for completing a farm business summary and analysis for 2016. Owners of all types of farm businesses are encouraged to contact us. The NWNYS team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.



HPAI (Highly Pathogenic Avian Influenza) Update

By: Nancy Glazier

The second case of HPAI was confirmed March 16 on a broiler operation in Tennessee. All birds were euthanized and containment zone was established. Low path AI was also identified on a turkey farm in Wisconsin and will be monitored closely until the birds are marketed. Both detections are attributed to wild birds.

Testing of migratory waterfowl has been underway in NY. From Dr. David Smith, Director of Division of Animal Industry, NYS Department of Ag & Markets:

What does it all mean? In a nutshell, it's a warning to everyone in the poultry business to maintain good biosecurity and to minimize your flocks' exposure to wild birds. We've known for a long time that wild birds can carry AI virus and when you permit contact

with wild birds, you place your flock at risk. The federal government has to be careful about the money it spends on indemnity when flocks are depopulated and soon, one of the conditions for eligibility for indemnity payments will be that the affected farm had a biosecurity plan and that it was being used before and when the outbreak struck.



All bird owners, whether commercial producers or backyard enthusiasts, should continue to practice good biosecurity, prevent contact between their birds and wild birds, and report sick birds or

unusual bird deaths to State/Federal officials, either through their state veterinarian (in New York: 518-457-3502) or through USDA's toll-free number at 1-866-536-7593. Additional information on biosecurity can be found at www.aphis.usda.gov/animalhealth/defendtheflock.



FULL-SERVICE MACHINESHOP

- Gas Engines * Diesel Engines * Natural Gas Engines * Heavy-Duty Machining
- Engine Assembly & Machining*
- Boring Honing * Decking Line Boring * Magnafluxing *
- Crank Shaft Balancing * Crank Welding & Grinding * Flywheel Resurfacing

2905 Simpson Road, Caledonia, NY 14423 585-538-4395



WWW.CALEDONIADIESEL.COM



20 Attributes of Highly Successful Managers – Part III

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

Two months ago we began looking at the 20 attributes of highly successful managers as described by Dr. Danny Klinefelter at the 185th 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, concluding from where we left off last time with Attribute #18...

18. Highly successful managers recognize the importance of working with others. They also realize that the unwillingness or inability to do so has been and will be the downfall of many producers. In order for farms to remain INdependent it will increasingly require them to be more INTERdependent. Agriculture is moving toward coordinated supply chains and qualified suppliers. A Canadian study of leading farmers found that 66% of the top 10% were involved in some sort of formal relationship with processors and/or retailers, but only 13% of all farmers had similar relationships. Unfortunately, the numbers in the U.S. are very similar.

However, this mindset shouldn't be limited only to processors and retailers, but should also be considered on the production side. Remember 1d. in the first installment of this article – “There is no sense in allocating resources to do something someone else can do better, faster, cheaper for me.”? For example, equipment is getting more and more expensive, and parts for older equipment are getting harder to find. If cropping, or parts of it (tillage, planting, harvesting), put a crunch on cash flow or the time budget, can you partner with a custom cropping entity or neighboring farm with a larger equipment complement to get your cropping done more efficiently and effectively?

“To remain independent, many producers are going to need to become more interdependent.”

Dr. Danny Klinefelter

19. They enjoy and take pride in developing the future leaders of the business. Succession, or planning for succession, is one of the key responsibilities of leadership. Unfortunately, few leaders seem to have grasped that concept. How many times has a farm business flourished under one manager only to flounder or even fail under the next? Family farms that have been successful over several generations have some things in common:

- a. They don't take the interests and the desires of the next generation for granted. Too many farms have failed or suffered personal tragedies simply because the next generation came into the business or assumed management responsibilities purely to avoid disappointing their parents, as a path of least resistance, or to avoid being disinherited.
- b. They establish a clear basis for successor selection. They look at the future needs of the business, the type and style of management required, the necessary skills and attributes, and establish a formal performance evaluation process which provides the ongoing assessment and feedback to professionally develop that successor.
- c. They develop a plan for what the current manager will do in “retirement,” as well as what opportunities will be available for those not selected for the top post. Without something meaningful to go to many incumbent managers either can't or won't leave their position. I remember one young dairyman muttering that, “...there won't be a change in leadership until we pry Grandpa's cold, dead fingers off the steerin' wheel of this farm.” Equally important is that the farm doesn't lose the talents and experience of unsuccessful successor candidates. It's very easy for relationship problems to develop between siblings and, ultimately, they may lose their motivation.

20. Successful managers reject the status quo. They intuitively know that someone, somewhere has a better idea or way of doing things. This may even include radically changing the direction of their business – moving from standard commodities (grains, livestock) to producing differentiated products, building total traceability systems, adopting and building verification of sustainability practices, going from a pen market production to a contract production philosophy, or to fill a differentiated niche market.

They have learned to face reality as IT IS, not what they wish it was or could be. They know that any differentiated product will likely command a premium. They also know that, if successful, others will likely copy what they are doing and the market could become saturated.

Peer Advisory Groups

21. I know, I know, the title all along has been 20 Attributes, but I'll throw this in for free and it's really just expounding a little more on #7. Remember, it's all about soaring with eagles and not scratching with turkeys.

Peer advisory groups afford multiple vantage points and different perspectives. Peers outside of the proverbial fish bowl of your farm business often have a better view of the situation because you are too close to it. As such, they can be a sounding board for plans and ideas, and give you some honest and constructive feedback. They can help you identify alternatives and explore "what if" scenarios. Because it is not affecting them directly they may have increased insight and objectivity. They can see the bigger picture and, therefore, spot potential implementation issues and help you reduce or overcome them.

But this is not a one way street – everyone can benefit from the knowledge and experience of everyone else in the group. All can draw on the differing strengths of the group and thus compensate for the individual weaknesses. It may also pave a way for expanded access to information or expertise because someone knows someone who is an expert in _____. In some cases it may afford some joint business

opportunities such as a group volume purchase or a simple tit-for-tat arrangement between two members.

Peer groups are also great for overcoming isolation. Sometimes it's just reassuring to know that you're not the only one, or that someone else in the group has walked the path you're treading now. Additionally, they can provide the accountability, encouragement, support, and understanding to push you out of your comfort zone and on to the next level. Enough said.

If you missed any of the previous installments or would like to see them again the full article is on the Harvest NY website:

http://harvestny.cce.cornell.edu/submission.php?id=41&crumb=farm_strategic_planning1

**Farm Insurance
Crop Insurance
Work Comp**



**Experience, knowledge & options
you won't find elsewhere.**

**FARM & COUNTRY
INSURANCE**
AGRIBUSINESS SPECIALISTS

**(585) 624-2474**
(800) 258-2494
www.NYfarminsurance.com
Honeoye Falls, NY

Providing a Consistent Ration

By: Libby Eiholzer

If cows can't reach their feed, then they can't eat it. That may seem pretty obvious, but how often do you push up TMR (total mixed ration) on your dairy? Cows naturally push feed out of reach as they eat, eventually leaving themselves without anything to eat. They also tend to sort the feed in front of them as they eat, eating the grain first and leaving the forage for later. If feed is not pushed up regularly, the passive cows (those that only go to the bunk after the aggressive ones have finished eating) end up with leftovers and do not eat a balanced ration.

The ration is formulated for the nutrition of the herd and your job is to assure that the ration mixed in the mixer wagon is the same one that is eaten in the bunk. Also important to keep in mind is the fact that cows have to eat well in order to produce milk. If a cow isn't getting what she needs at the bunk (because the feed has been sorted or because it's out of reach), she isn't going to produce milk to her full potential. Here are some suggestions to make sure that your cows have their needs met every time they go to the feed bunk:

Consistency is key. Cows are animals of habit. Provide the most consistency possible, starting with the feed. This includes feeding a consistent ration at the same time every day, and making sure the cows have access to it all day long.



How you accomplish pushing up feed is not important. What's important is that it gets done regularly!

Photo source: Libby Eiholzer

Keep it clean, dry and fresh. Maintain the quality of the ration to stimulate DMI (dry matter intake). This means protecting it from sun, rain and any garbage. Large bird populations in barns can lead to concerns about disease transmission, not to mention loss of feed, so do what you can to rid your barn of these unwanted pests. Also, remember that when it's hot out, the feed will eventually heat up and become unappetizing.

Push up feed regularly. It's more likely that cows will return to the feed bunk to eat when feed is pushed up, so implement a program to ensure that this happens regularly. This is one of the easiest ways to increase DMI. Good feed management means pushing up feed at least 5 times a day when cows are fed once a day.

How you accomplish pushing up feed regularly is not all that important. Whether you push up feed by hand in a small barn, using an attachment on a skid steer or tractor in multiple freestall barns, or relying on a robot to do the job, the important thing is that it gets done. Ideally, this would happen at regular intervals throughout the day and night.

Managing your feeding system to keep fresh, appetizing feed always within your cows' reach will go a long ways towards keeping them healthy and productive.



Cows use their noses to sort through feed and select the grain.

Photo source: Libby Eiholzer

“Meat” the Farmer Dinner at Lento Restaurant

April 12

6:00 p.m.

274 Goodman St N., Rochester

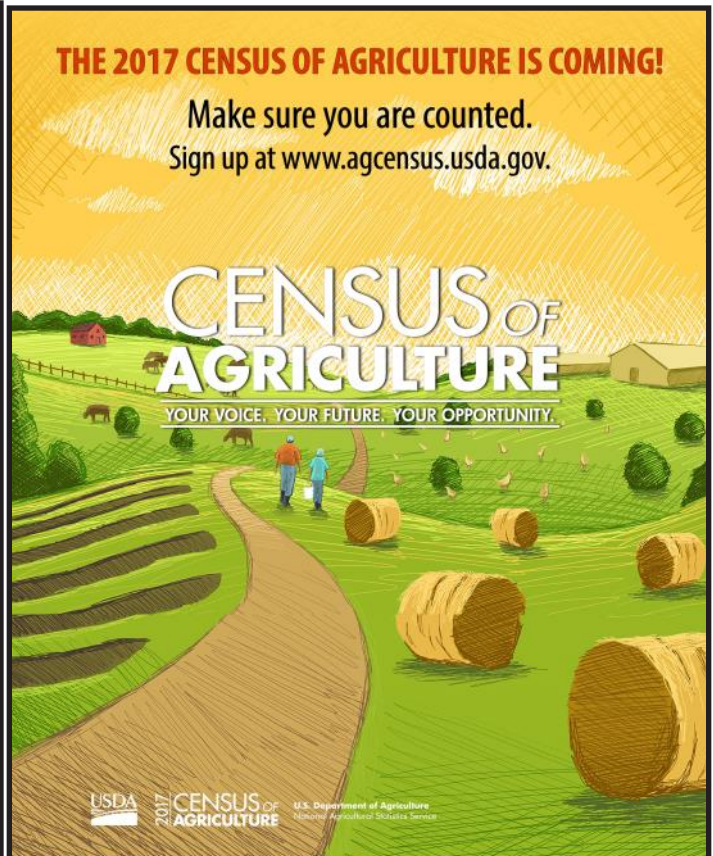
Enjoy a 5-course meat and dairy product
dinner with craft beer

Tickets are \$45 per person

To register call Lento at 585-271-3470

Or online at [http://www.lentorestaurant.com/
reservations/](http://www.lentorestaurant.com/reservations/)

Event supported by the MeatSuite Project, Farm
Credit Northeast AgEnhancement and Cornell
Cooperative Extension



How can you farm more profitably?



With more information about your farm operations, you're better equipped to make profit-enhancing decisions. Dairy One provides DHIA records services; forage, soil, manure, and water analysis; and on-farm networking and software solutions. *We exist to help farms succeed.*

 **Dairy One**

www.dairyone.com | 1-800-344-2697
www.facebook.com/dairyone

2017 Forage Congress a Success!

About 75 participants with 22 exhibitors spent a great day at the NWNY Team's new addition to the congresses. Topics included whole farm planning from the ground up, economics of high forage diets,

reduced lignin alfalfa with quality grasses, double cropping presentation and panel, and storing quality silage options. Watch for the complete review in May's newsletter.



Photo source: Courtney Weimar

Are you working with a team you can count on?



With more information about your farm operations, you're better equipped to make profit-enhancing decisions. ACS offers crop management, precision agronomy solutions, and CAFO support services. *We exist to help farms succeed.*

 **ACS**
Agricultural Consulting Services
www.acsoffice.com | 1-800-344-2697
www.facebook.com/acsoffice

10 Commandments of Manure Application (King James version)

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

With the advent of spring weather, and most of us suffering varying degrees of cabin fever, the rush will soon be on to empty those manure storages. With that in mind, I offer the following reminders:

1. Thou shall not spread manure within 20' of a ditch, intermittent stream, or surface inlet unless injected or immediately incorporated. Thou shall record the date and time of such application.
2. Thou shall not spread manure within 100' of a pond, lake, wetland, or perennial stream unless an adequate vegetated buffer strip has been established; then thou may not spread closer than 35'.
3. Thou shall not apply manure in fall or winter to open ground on high leaching index fields without first planting winter hardy cover crops where manure will be applied.
4. Thou shall not spread manure on saturated, frozen, or snow-covered soils unless such spreading is absolutely necessary. When absolutely necessary, thou shall not spread within 48 hours of a predicted rainfall, snowmelt, or other runoff conditions.
5. Thou shall not spread manure within 100' of any well – yours or your neighbor's well. Thou shall know where wells border thy fields and the potential for groundwater contamination from thy farm's activity! Thou shall request information on the location of thy neighbor's (or rental landowner's) wells.
6. Thou shall not locate temporary manure piles within 300' of a well, surface water, or surface inlet. Thou shall locate them where clean water will be excluded and access is practical even during poor weather conditions.
7. Thou shall not spread manure in the fall or winter on fields that have a potential to flood.



8. Thou shall not exceed the soil's infiltration or water holding capacity in any total single application of liquid manure. Thou shall adjust this amount to avoid runoff or loss to subsurface tile drains.
9. Thou shall not allow fall and winter manure applications to exceed 50% of the next crop's nitrogen needs.
10. Thou shall not commence manure spreading without an annual detailed review from thy crop consultant. Thou may reduce, but thou shall not exceed, the recommended applications rates.

Print this off and place a copy in each truck and/or tractor that will be used to spread manure; ANY manure – liquid, solid, semi-solid!

An advertisement for NACHURS. At the top is a photograph of a red tractor pulling a large agricultural implement (possibly a tillage implement or a specialized spreader) across a field. Below the photo is the NACHURS logo, which consists of the word "NACHURS" in a bold, sans-serif font with a green swoosh underneath. Below the logo is the tagline "Always the Innovator, Never the Imitator™". Underneath the tagline is a paragraph of text: "Since 1946, NACHURS® has been helping farmers achieve higher yields and profits, offering premium in-furrow starters, foliar nutrition, and micronutrients. Contact us today to learn about the latest technologies NACHURS® has to offer." Below this text are four logos: "bio-K" with a green leaf icon, "rhyzo-LINK" with a green plant icon, "aqua-TECH" with a blue water droplet icon, and "YaraVita PROTECT" with a yellow and blue circular icon. At the bottom, there is a line of text: "visit us online: www.nachurs.com or call: Wayne Osterhoff (716) 248-0188". Below this line is a small copyright notice: "© 2013, NACHURS ALPINE SOLUTIONS. All rights reserved."

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

Nonprofit Org.
U.S. POSTAGE

PAID

Permit No. 298
Rochester, NY

**Postmaster Dated Material
Please Expedite**

APRIL 2017

Save the Date...

- 5 ***Q & A with FDA and others on VFD***, 3:00 p.m. - 8:00 p.m., CCE-Ontario Co., 480 North Main St., Canandaigua. **RSVP by: March 31**. To register, contact: Dr. Melanie Hemenway @ Melanie.hemenway@agriculture.ny.gov
- 7-8 ***A.I. Training Course***, 10:00 a.m. - 3:30 p.m., Willow Bend Farm, 1159 County Rd., #7, Shortsville. Cost: \$225 per person, includes materials & lunch both days. Classes will be capped at 15 people. **RSVP by: March 31**. To register contact: Cathy Wallace: 585-343-3040 x138 or cfw6@corneel.edu. To pay by credit card, visit: <https://nwnyteam.cce.cornell.edu/events.php>
- 12 ***"Meat" the Farmer at Lento Restaurant***, 6:00 p.m., 274 Goodman St., N., Rochester, For more details, see page 17.
- 12 ***Herd Health & Nutrition Conference***, 8:00 a.m. - 4:30 p.m., Holiday Inn, Liverpool/Syracuse. See page 10 for more details
- 13 ***Manure Storage Workshop***, 9:30 a.m. - 3:00 p.m., Cabin in the Arcade Village Park, Grove St., Arcade. Cost: \$15 per person. **RSVP by April 10** either by phone or email. Questions??? Contact: Tim Terry at: 585-689-9163 or txt2@cornell.edu. For more details: <http://harvestny.cce.cornell.edu/event.php?id=5>

Building Strong and Vibrant New York Communities

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.