



North Country Ag Advisor

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Ag Advisor

Cornell Cooperative Extension of
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Our Mission

"The North Country Regional Ag Team aims to improve the productivity and viability of agricultural industries, people and communities in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex Counties by promoting productive, safe, economically and environmentally sustainable management practices, and by providing assistance to industry, government, and other agencies in evaluating the impact of public policies affecting the industry."

Field Crops and Soils

Late Summer Seedings

By Mike Hunter

This past spring may have messed up your grass and alfalfa seeding plans. The wet weather prevented some folks from getting their new seedings established in May. Some growers took the risk and planted them in mid to late June, while others have decided to wait to establish a late summer seeding. I would like to take this opportunity to review some of the management and details necessary for a successful summer seeding.

A late summer seeding can be a very good way to establish alfalfa, grasses, or mixed legume/grass stands. Like most cropping issues, there are both advantages and risks associated with a summer seeding. Weeds and insect pressures are generally much less than when compared to spring seeding. Your workload may not be as heavy this time of year. Dry weather poses the greatest risk for a late summer seeding failure. Early frost and poor establishment techniques can also affect the success of the seeding.

In northern New York, summer seedings should be established by early to mid-August. Reed canarygrass and birdsfoot trefoil are two exceptions; they are slower to establish and should be seeded in late July. Later establishments could be damaged by an early frost. According to Dr. Jerry Cherney, Cornell University, a late summer seeding of reed canarygrass may be better than a spring seeding.

Weeds are usually less of a problem in summer seedings. Chemical weed control is not needed because the first frost will kill any of the annual weeds that come in. Perennial weeds, such as quackgrass, must be controlled before you plant the seeding. Any of the glyphosate products will take care of the quackgrass prior to establishment. Do not use any companion crop to try to choke out the weeds. A companion crop will compete for moisture with your forage seeding.

Lack of rainfall and inadequate soil moisture is one of the greatest risks associated with summer seedings. The decision to establish a summer seeding should be based on the current soil moisture and the extended short-term weather forecast. Don't take the gamble and plant in a bone dry seedbed. If it is too dry and it does not look like Mother Nature is going to cooperate, keep the seed in the bag.

Summer seeding establishment principles are the same as spring seedings. Proper soil pH and adjusting starter fertilizer rates according to soil tests are necessary. A good seedbed and correct seed placement also contribute to a successful summer seeding. There is no need to adjust seeding rates at this time of year.

Soil tests take the guesswork out of your lime and fertilizer applications. If your soil needs a boost in pH, hopefully the lime was applied last fall. Alfalfa or alfalfa/grass mixes do not need any nitrogen in the starter fertilizer. Refer to the Cornell Guide for Integrated Crop Management or your current soil test for suggested phosphorus or potassium rates needed for establishment.

The next step in establishing a successful summer seeding is proper seedbed preparation. A very firm seedbed will not dry out as fast as a loose or lumpy seedbed. Test your seedbed by walking across the field. Pack the seedbed firm enough so that your footprints are hardly visible. You should sink in no more than 1/2 of an inch. A cultimulcher or cultipacker is a good tool to use just before planting. Depending on your seeding equipment, packing the soil after seeding may be needed.

The seed planting depth should be about 1/4" and no more than 1/2" deep. Don't assume that the seed is being planted properly. Get off the tractor and look to see how deep you are planting those tiny little seeds. If you are not seeing a few seeds on the surface, chances are you are planting too deep.

Harvesting the seeding this fall is not a recommended practice. Those tender, young plants do not have a strong root system yet. Don't harvest until next spring.

Late summer can be a good time to establish alfalfa, grasses, and legume/grass mixtures. If you are interested in trying a summer seeding and have any further questions or comments, feel free to contact Mike Hunter at 315-788-8450 or Kitty O'Neil at 315-854-1218.

Is it Too Late for Corn? Summer Annual Forage Alternatives for NNY

By

Northern NY farms typically grow a combination of perennial forages, like alfalfa and cool season grasses, and summer annual forages such as corn, to feed dairy cattle and livestock. Good and timely spring weather is essential for planting these crops properly and a spring like 2017 can really throw a serious curveball into the plan. Here in NNY, we need to manage around inhospitable weather somewhat regularly. Spring of 2013 caused lots of headaches too, as it was extremely wet and many plantings were delayed. Hailstorms or especially dry spells can cause similar disruptions. A wet spring means tractors and machinery cannot get onto fields for tillage, fitting, and planting until beyond the normal calendar dates we feel comfortable with for our crops and varieties of choice. Delayed and prevented plantings can force farmers to resort to Plan B and choose different, shorter season summer annual forages.

When is it too late to continue planting corn? This spring, less than half the corn crop had been planted by June 4, compared with a typical year in which over 80% is in by this date. Most NNY farms are planting 90 to 100-day relative maturity hybrids. When is it too late to continue with those varieties? Corn for silage can be planted later into the summer than corn destined for grain production, but how late? Before giving up on corn, a crop we all know how to grow and are comfortable with, let's examine our actual needs and options.

Before planting anything, accurately inventory stored forages on hand and estimate realistic yields of established crop options. Do you really need additional forages? How much? Also consider purchasing additional forages. Is this feasible? How does this cost compare with cost of growing a late or a new crop? Before abandoning corn, consider the potential for herbicide carryover in your open fields. Herbicide carryover can limit options quickly. What types of seed are available today? It can be difficult to source new seed at the last minute. Consider the soil moisture status of your fields. In 2016, quite a few emergency, late summer seedings of sorghum-sudangrass and oats were planted into fields that were very dry. Drought limited the productivity of the emergency forage too. Lastly, consider how much growing season is left. Is there time for 2 cuttings of sorghum-sudangrass or forage oats? Only one cutting? Lastly, consider reducing animal numbers to avoid the need for additional forages. For many, this is not a realistic option. When is the appropriate time to switch to shorter season

corn? The guideline for NYS is to continue with your normal corn varieties until May 25. After that time, reduce hybrid relative maturity by about 5 days per week. By July 1, this puts us down to about 25 RM less than you would normally feel comfortable with. If you'd plant 95-day corn on May 25, plant 70-day corn on July 1. When it is time to abandon corn planting altogether and switch to other forage species? Use the table to the right for some ideas. BMR corn is the highest yielding forage crop, and most feel comfortable growing it, until pretty late into the season. In one UVM study, an 85 RM corn hybrid planted on June 24 was still able to reach proper moisture for corn silage harvest in a cool, wet season. A NNY study demonstrated that late-planted full season conventional or BMR corn out yielded short season corn and BMR SxS when planted as late as July 10 in a year with plentiful rain. In a drier year, moisture stress may have given the SxS an advantage. Short, 70- to 80-day corn varieties are available. Late-planted corn will still be wet at the end of the season and must be frosted before chopping. Brachytic dwarf sorghum is also a high-yielding silage option, but it needs to be planted by about June 30 for good results.

See chart on page 5.

Linked documents and additional resources:

1. Late Season Forage Plantings, 2011. Darby and Bosworth, Univ. Vermont Extension.
BMR Sorghum Sudangrass vs. Late Planted Corn, 2004. Cherney et al, Cornell University Cooperative Extension.
2. Factsheet 92: Guidance for Growing BMR Brachytic Dwarf Forage Sorghum, 2016. Liu et al, Cornell University Cooperative Extension.
3. Factsheet 14: Brown Midrib Sorghum Sudangrass, Part 1, 2007. Kilcer et al, Cornell University Cooperative Extension.
4. Factsheet 26: Brown Midrib Sorghum Sudangrass Nitrogen Management, 2007. Kilcer et al, Cornell University Cooperative Extension.
5. Late Summer-Planted Oats for Forage, 2017. O'Neil and Hunter, Cornell University Cooperative Extension.

Forage Species	Yield Results/ Potential	Seeding Rate & N Requirement	Harvest and Other Details
BMR Corn (warm season annual grass)	2-8 tons DM/acre 4 tons DM/acre in a ENY study	Drilled or 15" rows. 50,000-60,000/acre at 1.5-2" depth.	Select short-season variety (70-80 days). Harvest at maturity or at tasseling, 60 days. High moisture at harvest - can't ensile until after frost. Silage only.
BMR Brachytic Dwarf Sorghu (warm season annual grass)	2-8 tons DM/acre 3-12 tons DM/acre in NYS studies	Drilled, 15" or 30" rows. 100,000-170,000/acre, depending on row spac- ing, at 3/4 to 1" depth. Fertilize like corn. Additional planting guidelines are here .	Select short season variety (~80-90 days), soil temp must be 60 F and climbing. Use safener- treated seed and correct herbicide program. Cut at soft dough. Prussic acid concern if frosted. 5-10% CP. Silage is best, but it will be wet.
BMR Sorghum Su- dangrass (warm season annual grass)	3-5.5 tons DM/acre	65-70 lbs/acre at 1/2-3/4" depth. 100-135 lbs N/acre at planting. Additional BMR SxS factsheets are here and here .	Drill is best. Harvest at 36-48" at 5-6" from ground for good regrowth. Cut again in 40 days. Wide swath for drying, chop at 65% moisture. Prussic acid concern if frosted. 15-16% CP. Can be expensive for 1-cut. Silage or baleage.
Pearl Millet (warm season annual grass)	2.7 tons DM/acre in a 2005 NNY study	15-20 lbs/acre. 50-75 lbs N/acre at planting.	Well-suited to warm, dry growing conditions. Cheap alternative to BMR SxS. Silage or baleage.
Spring Oats (cool season annual grass)	1-3 tons DM/acre. 0.8 to 1.3 tons DM/ acre in a 2015-16 NNY study (v. dry conditions) Results are here .	3-3.5 bu/acre at 1/8-1/4" depth. 50-75 lbs N/acre.	Plant before Aug 15 th , harvest in 60-75 days. 20% CP, 46% NDF. Silage, baleage, or dry hay.
Buckwheat (warm season annual)	1.4 tons DM/acre in a 2005 NNY study	36-72 lbs/acre at 1-2" depth. 20-30 lbs N/acre.	Drill is best. Favors cool, wet conditions. Not well-suited to warm, dry conditions. Cut at flowering, 5-6 weeks after planting. 15-18% CP, 43% NDF Silage or baleage.
Teff (warm season annual grass)	1.5-2 tons DM per acre for late-planted, 1 cut 1.8 tons DM/acre in a 2005 NNY study	4-5 lbs/acre. 50 lbs N/acre at plant- ing.	Tiny seed. Needs firm, fine seedbed - drill or cultipacker seeder. Harvest 50-55 days after planting at early boot stage, then 40-45 days later, at height of 3-4". 15-16% CP, 64% NDF, 69% NDFD. Well-suited to dry growing conditions. Silage, baleage, or dry hay.

Late Postemergence Herbicide Applications in Field Corn: How Tall is Too Tall?

By Mike Hunter

It's early July; how clean are your corn fields? In June, wet field conditions kept several sprayers out of the field and many herbicide applications were delayed. It can be expected to see a lot of taller corn with larger weeds in the fields that are still not sprayed. These corn fields need to be treated with an herbicide before it is too late. We are now at a point in the growing season when this is your last chance to get the weeds controlled in your corn fields. In some cases the corn may already be too tall for a "rescue" postemergence corn herbicide application.

Before a field of taller corn is sprayed you need to ask the question "how tall can the corn be when you spray?". Postemergence corn herbicides have restrictions on the maximum height of the corn at the time of application. Once corn reaches 12 inches tall, atrazine and atrazine-containing premixes are not an option. There is even a 30" corn height restriction for glyphosate applied to glyphosate tolerant (Roundup Ready) corn and a 24" corn height restriction for glufosinate applied to glufosinate tolerant (Liberty Link corn) corn.

Late postemergence herbicide choices for conventional corn are somewhat limited once the corn exceeds 20 inches in height. Most, if not all, late total postemergence conventional corn herbicide programs will require more than one product in the tank mix. Correctly identifying the weeds present and actually measuring the heights of both the corn and weeds will be critical. The heights of the weeds will often times dictate the rates of many of these herbicides. Pay close attention to the herbicide labels and the adjuvants necessary to add to the spray tank.

Here is a list of many postemergence herbicides and the over the top maximum corn heights as listed on the label for taller corn:

- | | | |
|---|--|----------------------------------|
| • Accent Q- 20" or V6 | • Hornet WDG-20" or V6 | • Resource- V10 |
| • Acuron Flexi 30" or V8 | • Impact/Armezon-up to 45 days before harvest | • Revulin Q 30" or V8 |
| • Aim- V8 | • Laudis- V8 | • Spirit- 24" or V6 |
| • Armezon Pro 30" or V8 | • Northstar- 20" or V6 | • Status- 36" or V10 |
| • Banvell/Clarity- 36" | • Option- V6 | • Steadfast Q- 20" but before V7 |
| • Beacon- 20" | • Permit- Layby (about 36" tall corn) | • Stinger- 24" |
| • Buctril- Before tassel | • Permit Plus- 6 th leaf or 5 collars | • Yukon- 36" |
| • Callisto- 30" or V8 | • Realm Q- 20" or V7 | • Zemax 30" or V8 |
| • Capreno- V6 | • Resolve Q- 20" or before V7 | |
| • Diflexx- 36" | | |
| • Diflexx DUO 36" or V7 (7 th leaf collar) | | |
| • Harmony SG 16" or 5 collars | | |

It is not an ideal situation when we are dealing with taller corn and weedy fields. It is difficult to control taller weeds and yield losses can be expected due to the early season competition with the corn. It is important to read and follow all label directions prior to the application of any herbicide. If you have any questions about field corn weed control or would like to schedule a field visit contact Mike Hunter at 315-788-8450 or Kitty O'Neil at 315-854-1218.

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Livestock

Wool You Be Mine?

By Betsy Hodge

Recently we finished shearing the Extension Learning Farm flock with the help of Mary Lake, Robbie-Jo Hall, and Sandy VonAllmen. Lots of little school kids touring the farm got to see a sheep being sheared and all the ewes and lambs together in the barn. We also had the welcomed help of some volunteers and work study students. Shearing can be a lot of work. It's more fun if you have lots of help, but there is a cost in time and money.



It costs me \$5.00 per head to shear each sheep and I get 5 pounds of wool off of each of our commercial Dorset type sheep. Prices over the last ten years have been as low as 35 cents and as high as \$1.35 per pound. We have to get at least \$1.00 per pound just to pay the shearer. That doesn't even count trucking the wool to the pool or my time setting up the day before, and the days spent shearing, skirting, and packing wool, or the anxiety of trying to keep the sheep dry when it rains every day. I admit that I love my home flock of hair sheep.

Hair sheep are one alternative to shearing. Katahdins, Dorpers, Barbados, and St. Croix are the most common hair sheep. They have hair that gets thicker in the winter and sheds out in the spring and early summer. Some almost have woolly hair in the winter. The cold winter does not seem to bother them any more than the wool sheep. Hair sheep are increasing in popularity because they don't need shearing or tail docking. Traditional buyers are becoming more accepting of the hair sheep, at least in the Eastern markets. Twenty years ago the hair sheep got put into the goat pens at the sale barns.

Because the hair sheep are a recent addition to the market, there hasn't been as much selection for carcass quality. It has improved dramatically over the last 20 years, but has a ways to go to match up to a nice Dorset or Suffolk carcass. The Katahdin breeders are very serious about doing a good job and selecting for economic traits (visit www.katahdins.org). Hair sheep are often associated with grass-fed operations or forage feeding because of their resistance to internal parasites. They perform well in a feeding situation as well, but will get quite fat if over fed. They are on the small side at maturity so lambs in the 70-90 pound size are ready for marketing, making them a good fit with eastern ethnic markets such as New Holland.

Wool sheep come in two styles. One is primarily for meat production but produces wool, and the other has specialty wool appreciated by fiber artisans. Dorsets, Suffolks, Polypay, and Finns are all the first type, and sheep like the Icelandic, Cotswold, Shetland, and Merino fall in the second category. Romneys produce a lot of long, course, easy to spin wool and fall into both groups.



Wool sheep can stand outside in any weather and hardly notice it. The meaty breeds have been selected for carcass quality and fast growth for many years and have more consistent genetics. They require shearing but you also have wool to sell for income. The question is whether the income from the wool will cover the cost of shearing, especially if you have to pay for some extra labor to help during shearing. White fleeces of good quality are definitely worth more on the wool commodity market so colored sheep are mostly a novelty on commercial farms.

Specialty wool sheep are more likely to be colored and cater more to the hand spinner/felter market. It takes a savvy marketer to sell specialty fleeces, but with the advent of the internet it is easier to reach out to people looking for fleeces. It is a relatively small niche market. Some farmers take the approach of processing their wool and do a good job dying, spinning, weaving, and making their wool very appealing (visit www.nywhitestonefarm.com). Wool sheep sometimes wear coats to protect the fleece as bedding and feed in the fleece decrease the value. Wool sheep grow so much wool that they can be sheared twice in one year. Having all different colored sheep can be fun and interesting especially for a family hobby flock.

One word of caution – if you want to switch over to hair sheep, it would be best to purchase some hair sheep and a ram. If you attempt the transition by using a hair ram on your wool ewe flock it takes at least two generations to get a hair coat. During the transition you will have to shear the half wool/half hair sheep and the shearer will hate you. Hair/wool mixes are a bear to shear and hard on the equipment due to the texture of the wool interspersed with hair.

While I love my hair sheep, I hope there continues to be farmers willing to raise good quality wool sheep because I love to wear wool and places like Alcoa rely on wool uniforms that are flame resistant and long wearing. Wool is both an industrial and luxurious fiber with a long history.



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Record-keeping may not be everyone's cup of tea, but Mark's passion for accurate records will help you keep your business healthy and on track — because WE ARE YOU.



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Plan 70%, Leave 30% Flexible

By Ron Kuck

I found this article from Dr. Kris Ringwall, director of North Dakota State University's Dickinson Research Extension Center. It should be a good follow up from last month's article, "Assessing the Calving Season." In that article I asked cow/calf operators to record their calving distribution to evaluate last year's repro program. We can also use this information today to plan for the unplannable.

A beef producer needs a set of "liquid cattle" – the group that is easy to round up and sell as weather changes, feed becomes short, or the labor force changes. Selling this group creates opportunity for the remaining herd by lessening the demands on the operation.

Book 70 percent of your farm with core programs, core cattle, core pastures and forage, and focus the other 30 percent on meeting the issues of the year. Good years: more cattle, more forage, more labor. Bad years: fewer cattle, less forage, less labor. This gives you the adaptability that is critical for long-term sustainability.

So it's a good idea to start the grazing season with a plan for which cattle you would sell should summer weather not match expectations. The simplest approach is what I call a "lazy L," a proactive management plan that evaluates cow-calf numbers and determines in advance how many pairs should be turned out to core pasture grass and allows you to plan ahead for easier adjustment to inventory should adjustments be needed.

First, build a calving distribution table from the calving information. Take a sheet of paper and make five columns listing dates when cows calved across the top: first 21 days, second 21 days, third 21 days, fourth 21 days, and late. Then add rows for each age of cow you have in the herd. Now you have a table with all your cow ages down the left-hand side and calving cycle across the top. Complete the table by going to your calving book and marking down each cow in the appropriate box in the table. For example, cow H8220 is a 4-year-old that calved 30 days into the calving season. Place a mark in the 3-year-old row and second 21 days column. Cow G7108 is a 5-year-old that calved 15 days into the calving season and would get marked in the 4-year-old row and first 21 days column. D134 is an 8 year old cow that calved 80 days into the season. She would get marked in the 7 year-old row and fourth 21 day column. When finished, you will

have a table that shows the distribution of your current calving season by cow age. This identifies older cows and cows not calving on time.

AGE	FIRST 21 DAYS	SECOND 21 DAYS	THIRD 21 DAYS	FOURTH 21 DAYS	LATE
2					
3		H8220			
4	G7108				
5					
6					
7				D134	
8					

Determine how many "liquid cows" you need to market by drawing a "lazy L." Adjust the "lazy L" according to need. If the goal is to have 20 percent of the herd as "liquid cows," then move the "lazy L" up or down until the number of old and or late-calving cows approximates the number of needed "liquid cows". While one is at it, add the wild, poor-mothering or poor-milking cows as well.

Lazy L Calving Distribution Sample Herd Numbers					
Age	First 21 days	Second 21 days	Third 21 days	Fourth 21 days	Late
2	84	13	1	0	0
3	37	14	0	4	3
4	31	14	1	1	8
5	25	9	0	5	5
6	19	3	3	1	5
7	7	4	1	1	1
8	18	15	6	4	7
9	10	15	2	3	1
10	2	3	6	0	0
11	20	3	3	0	1
12+	3	1	0	0	2

An example of proactive management is when a producer evaluates cow-calf numbers and determines in advance how many pairs should be turned out to grass and adjusts the inventory accordingly.

Getting back to where we started, producers need to set up their day with 70 percent planned work and apply the same principle to the operation, with a 70 percent allocation of resources to core programs. By doing so, the day goes better and change is prepared for, more tolerable, and less stressful. And remember to spend 5% of your time keeping your cows and calves healthy and then you won't have to spend 100% of your time when they're ill.



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Dairy

Lameness and Injury in Tiestalls

By Lindsay Ferlito

A lot of research has been done on the relationship between freestall housing factors and lameness, lying time, and injuries, with fewer studies on tiestall dairies. Two recent Canadian papers in the Journal of Dairy Science, however, have shed some more light on the impacts current tiestall housing systems have on lameness and injuries. Both studies found hock injury prevalence to be over 50%, knee injury prevalence to be over 40%, and one of the studies also noted that 33% of cows had neck injuries and 25% were lame. Additionally, the majority of stalls measured in these studies did not meet the industry recommendations for size.

Stall Width, Length, and Base

On freestall dairies, deep-beds and mattresses with more bedding are associated with fewer injuries and reduced lameness. With tiestalls, the story is the same, as the odds of a cow having a knee injury were 3.01 and 2.01 times greater when the stall base was concrete or rubber mats, respectively, compared to mattresses.

If the stall width was equal to or greater than the recommendation, cows lay down for longer, and had a reduced risk of neck lesions and reduced risk of being lame. Also, knee injuries were reduced with increased stall width. If the stall length was at or above the recommendation, cows had a reduced risk of knee lesions. The odds of having a knee injury increased 1.1 times with every 2 inch reduction in stall length. The downsides were that wider stalls were associated with dirtier cow flanks and legs, and longer stalls were associated with dirtier udders.



A cow in a tiestall that is long, wide, and has ample bedding to reduce injuries and lameness.

Tie Rail and Chain

One of the measures that was short of the recommended target on the most dairies was tie chain length. Increasing tie chain length had very little impact on cow hygiene, but large impacts on cow comfort. Cows housed in stalls that had at least the recommended length of chain had a reduced risk of neck, hock, and knee injuries. One study found an increase in tie chain length of 4 inches was associated with an 8-10% decrease in the odds of a neck lesion, while the other study found that a 4 inch reduction in chain length was associated with the odds of knee injuries increasing 1.1 times.

Another factor significantly associated with cow comfort was tie rail position, which measures whether the tie rail is positioned right over the manger curb or if it is moved forward over the feed area. When the stalls had met or exceeded the recommendation for tie rail position (meaning it was moved forward giving cows more room), cows had a reduced risk of neck and knee injuries, a reduced risk of lameness, and increased lying time, but an increased risk of having a dirty udder. Specifically, for every 4 inches the tie rail was moved forward in the stall, lying time increased by 4 min/day.



A tiestall cow with a neck injury due to rubbing on tie rail.

Similar to freestalls, the trade off in tiestall design is that larger stalls provide better cow comfort in terms of reduced injuries and lameness, but can lead to dirtier stalls and reduce cow hygiene. Cow and stall hygiene can be improved through management, including cleaning stalls, bedding more frequently and adequately, and trimming switches. Overall, in these two studies, the rates of dirty cows were low, and the benefits of improved cow comfort due to properly sized tiestalls far outweighed the negative of reduced cow hygiene.

SAVE THE DATE

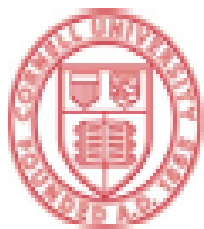
New York Women in Agriculture Conference Friday, November 3rd, 2017

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Conference starts at 9am

FARM OPS

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Amanda Freund, Co-owner/Operator
Freund's Farm, CowPots, and Freund's Farm Market & Bakery
(Third Generation Dairy Farmer in NW Connecticut)

Julie C. Suarez, Associate Dean for Government & Community Relations
College of Agriculture & Life Sciences
Cornell University

Topics Include:

- How do we communicate to be successful?
- How to talk about "HOT" button issues
- Building connections and maintaining a network

To stay up to date on conference planning and know when early bird registration opens, find us on Facebook by searching "NY Women in Agriculture Conference" or <https://www.facebook.com/events/341498266266367/>

Farm Business

Strategic Thinking and Planning

By Kelsey O'Shea

I recently attended a dairy conference where there was a speaker who discussed strategic planning for the future during a time of industry instability. He began by encouraging a more positive and constructive attitude from farmers: he recognized that while things are difficult right now, it is much more productive to focus on solutions than blame every outside factor creating more negativity. While this is much easier said than done, it aroused the question in my mind: if there are only so many aspects I can control as a farmer, how can I identify what those aspects are? He then went on to discuss Michael Porter of Harvard University well known for his framework to analyze competition within an industry and business strategy development. This analysis is ultimately used to identify if an industry is “attractive” or “unattractive” to invest in. In plain terms: the profit potential of an industry. So what the heck does this have to do with dairy farming? Even though this was designed to analyze investment risk of various industries, the speaker employed the audience to apply the analysis to the dairy industry to help identify ways to mitigate market fluctuation risk and identify where/how farmers should be reinvesting or not into their dairy businesses.

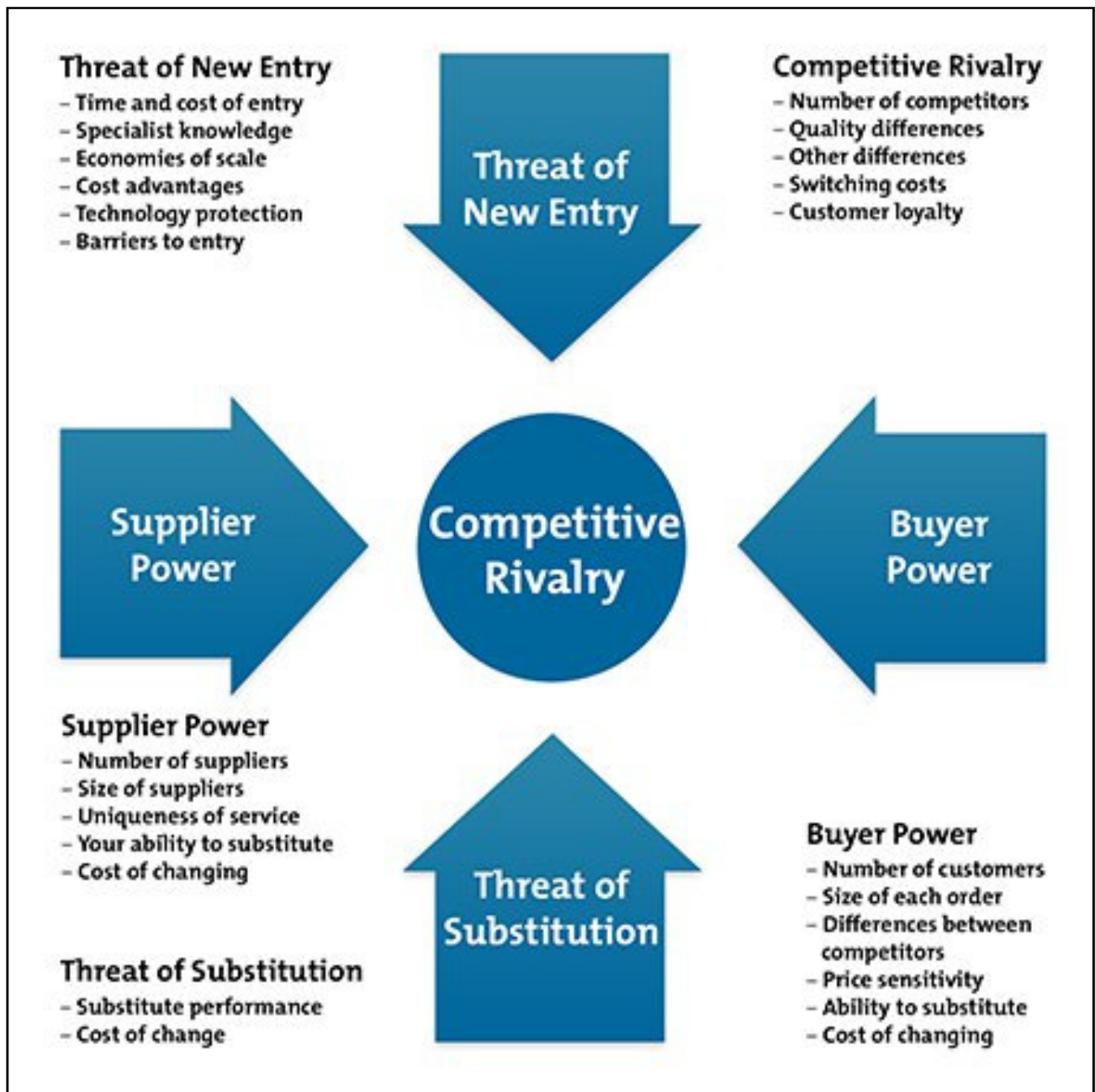
To be perfectly clear, I am not suggesting that if the analysis shows weak or poor results as farmers apply it to their business or the industry that the only method for mitigation is to get out or invest their money elsewhere. I believe that this analysis as applied to farms or the industry by farmers can be a tool to help guide 1, 3, and 5-year planning decisions based on each individual farm's specific set of requirements that dictate the risk and reward they will tolerate operating their business. The premises of Porter's 5 forces is shown above, and each industry or business can apply its own circumstances to this chart to evaluate where there are opportunities for a *power shift*. This would be a force that the industry or business holder could take control of or forge a deal with to make the industry or business more competitive/successful. While the dairy industry does have some areas where there are limited options for a power shift, in other areas there are such opportunities. The speakers recommended focusing on these areas where a business can take control or forge new relationships to be more competitive when looking at planning for the future.

Traditionally in the farming industry, owners keep a few very close strategic relationships mostly with service providers:

the nutritionist, the agronomist, maybe even a consultant. In some industries though, there has been a transition to forging more strategic relationships with fellow farmers. At this conference, the swine industry was examined looking at the consolidation and trend towards producers collaborating to vertically integrate processing. So perhaps the most strategic new relationship that farmers can be looking at is actually with other farmers?

If you think this type of planning could be something that your business , contact Kelsey O'Shea at kio3@cornell.edu or 315-955-2795.

To the left is Porter's Five Forces for evaluating the competitiveness of a businesses. It is a worthwhile exercise to jot down the specifics of your industry or business and attempt to identify where you can create power shifts to be more competitive.



When Planting Goes Wrong

By the Ag-Analytics Team

Prevented Planting & Replant Provisions in Crop Insurance 2017 Crop Year, NY

Crop insurance can help your farm recover from a crop failure. Did you know it can also help you manage risk at planting time? Most crop insurance policies include provisions that can compensate you if you are unable to plant or help you afford to replant your crop if necessary.

Prevented Planting - Prevented planting provisions in insurance policies can provide valuable coverage when extreme weather conditions prevent or delay planting.

Am I covered? Most policies include a provision for prevented planting. Notable exceptions are area risk (ARPI) and catastrophic-level (CAT) policies.

Eligibility

The acres to be replanted must be:

- Originally planted on or after the earliest planting date
- Either at least 20 acres total or 20% of the insured planted acreage (whichever is less - this is known as the “20/20 Rule”)
- Affected by an insured cause of loss such as a late frost
- Appraised as having an expected yield below 90% of the guaranteed yield in your policy
- Determined to be “practical to replant” by an Authorized Crop Insurance Adjuster
- Replanted with the original crop

So you were unable to plant, now what?

You must provide notice that you were prevented from planting an insured crop within 72 hours after you determine you will be unable to plant. Then you may choose to:

- Leave the acreage idle or plant a cover crop (and receive a full prevented planting payment as long as you do not hay or graze the cover crop before November 1)
- Plant the crop late (your original production guarantee applies, but is reduced one percent per day for each day planting is delayed after the final planting date), or
- Plant a second crop (you may receive a prevented planting payment equal to 35% of the prevented planting guarantee).

To learn more: <https://www.ag-analytics.org/AgRiskManagement/Blog/WhenPlantingGoesWrong>

Be sure to check out our mapping tools too. You can see for any field in the US real-time weather (and historical data) as well as crop cover and NDVI satellite data: <https://www.ag-analytics.org/AgRiskManagement/SoilMap>

We also have friendly quoting software: <https://www.ag-analytics.org/AgRiskManagement/PremQuoterWhatIF>

This article is part of the activities of the New York Crop Insurance Education and Risk Management Project, which is managed by Cornell University in partnership with the USDA Risk Management Agency to deliver crop insurance education in New York State.





Crop Insurance

FARMER SUCCESS STORY



Crop Insurance: One Farmer's View

MACHIAS, NY -- An interest in machinery and growing things brought Brian Andrews to farming. The satisfaction of growing a good crop keeps him there, with a little help from crop insurance.

After graduating from Alfred State College with a major in agricultural engineering, Andrews tried his hand at both machinery sales and hands-on farming. He started growing field crops for himself in 1980, later diversifying from corn and hay to growing multiple of crops throughout the growing seasons. "Our farm consists of about 1200 acres of corn, 1200 acres of soybeans, 500 acres of peas, and 400 of wheat and generally about 100-150 of oats."

Andrews initially signed up for crop insurance because "it was a requirement of the lending agencies I was working with", but he soon saw it as a necessity and an important investment. "Farming is risky enough as it is, even with crop insurance," he explains. "If you don't have crop insurance, you're leaving yourself wide open to a big drop in income if you have a disaster."

Covering forty miles from end to end, Andrews' fields experience variable microclimates and weather patterns, so he splits the farm into about twenty-eight insurable units. This allows him to collect insurance payments when disaster strikes an isolated area, or certain type of crop.

Although he is satisfied with catastrophic coverage for oats and wheat, his "minor crops", Andrews carries buy-up coverage for corn, peas and beans. "We carry the buy-up coverage on that simply because it's so expensive to plant the crop." Those crops have also proven more prone to damage in severe weather. He recalls one early October hail storm about ten years prior, that knocked acres of ripe soybeans from the pods to the ground just as

combining had begun. "It was definitely a good idea that we had crop insurance that year," he nods. "I would say [crop insurance] made a difference of probably \$90,000 to \$100,000, and that's above the premium."



New York field crops farmer Brian Andrews calls crop insurance one of his "more important investments".

Past experiences cause Andrews to call crop insurance one of his "more important investments". "[The premiums] seem like a steep expenditure," but "given the thin profit margins that are there, you have to be able to cover your cost. It doesn't take very long to make one or two mistakes and you're almost out of business."

Andrews also uses crop insurance to price his crops ahead when prices are favorable. For example, he priced his 2009 corn ahead when prices spiked in 2008, with assurance that the crop insurance payment would allow him to cover his deliveries in the event of a disaster. "Crop insurance has helped me to price ahead and increase my revenue that way, as well as protect me against any loss," he explains.

The New York State Department of Agriculture and Markets has partnered with USDA Risk Management Agency (RMA) to provide crop insurance education to New York State farmers. For more information, please visit the NYS Crop Insurance Education website at www.agmkt.state.ny.us/AP/CropInsurance.html or contact Sarah Johnston at 518-457-4531 or 800-554-4501. To find a crop insurance agent, please contact your local Farm Service Agency (FSA) office or use the USDA RMA crop insurance agent locator tool on the web at www3.rma.usda.gov/apps/agents/.

IN CASE YOU MISSED IT...

If you didn't get the chance to attend the Business Planning Workshop in June, check out the team website under "Beginning Farms" resources including:

- An example business plan
- Instructions for how to complete a business plan
- An example monthly cash flow excel spreadsheet
- A copy of the slide presentation used at the workshop

www.ncrat.cce.cornell.edu

Should you want more individual help crafting and developing your plan, contact: Kelsey O'Shea at kio3@cornell.edu or 315-955-2795

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What Actually is 5A Inspected Meat? Part 1-The 5A Slaughter Process

By Mackenzie Waro

In April, the USDA slaughter process was discussed. This month, we will discuss the 5A slaughter process. Cornell Small Farms (smallfarms.cornell.edu) has resources that producers can download for free from the website. Below are excerpts from their website, helping to explain 5-A poultry slaughter and processing. 5-A plants are specialized, state licensed facilities that conduct butchering and/or processing operations that are exempt from federal inspection, but require NY licenses in order to operate. One type of 5-A classification is for plants that process non-amenable farm-raised game species. The carcasses are not inspected, though the owner/operator of the 5-A facility has the right to reject a carcass. The 5-A facilities are inspected by state employees and are held to a higher standard than conventional custom plants. A blue print or schematic of the plant must be submitted and approved prior to licensing. HACCP plans documenting the handling of products for resale may be required. Through the NY 5-A, there are tiers for licensing a poultry plant. The first one, **Producer/Grower 1,000 Bird Exemption** will be discussed below.

The Producer/Grower 1,000 bird exemption, applies only to poultry growers who slaughter no more than 1,000 poultry in a calendar year for use as human food. A person may slaughter and process poultry that he or she raised on his or her premises and they may distribute such poultry without mandatory inspection when the following five criteria are met:

1. The poultry grower slaughters no more than 1,000 healthy birds of his or her own raising in a calendar year for distribution as human food;
2. The poultry grower does not engage in buying or selling poultry products other than those produced from poultry raised on his or her own farm;
3. The slaughter and processing are conducted under sanitary standards, practices, and procedures that produce poultry products that are sound, clean, and fit for human food (not adulterated);
4. The producer keeps records necessary for the effective enforcement of the Act; and
5. The poultry products do not move in commerce. In this context, "commerce" is defined as the exchange or transportation of poultry products between States, U.S. territories (Guam, Virgin Island of the United States, and American Samoa), and the District of Columbia.

It is important to note that producers still must call and register/talk with NY State Department of Agriculture and Markets for the 1,000 bird exemption. For more information, please see the smallfarms.cornell.edu website. The poultry slaughter resource book is being updated and should be available this fall online on the Cornell Small Farms website.



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Ticked Off

By Paul Hetzler, CCE St. Lawrence County

Mosquitoes suck and ticks bite. But enough complaining—that never helps anything.

Despite the fact that it snowed in the second week of May, we all knew it would soon be milder. With that welcome change, however, came the return of unwelcome visitors like blackflies, 'skeeters, and ticks. Swarms of biting insects can take the fun out of a day of hiking or gardening, but a single deer tick can take the fun out of an entire summer if it transmits Lyme or an other serious disease. Fortunately, there is a relatively new tool in the battle against deer ticks: mice.

As recently as a decade ago in northern NY state, it was unusual to find a single black-legged tick, commonly known as a deer tick, on your person even after a long day outdoors. Now all you have to do is set foot in the brush to collect a whole set of them on your socks and pants legs. Technically an invasive species in the north country, deer ticks slowly moved up from the Mid-Atlantic and lower New England states. Based on anecdotal reports, there seem to be regional pockets where ticks are less prevalent than other places, but they are essentially everywhere in NY state now.

Ticks are arachnids, in the same category as spiders, but way more dangerous. The deer tick is known to transmit Lyme disease as well as babesiosis, erlichiosis, anaplasmosis, Powassan virus, and a few other serious illnesses. In fact it's possible for two or more diseases to be transferred to people or pets by a single tick bite.

Our understanding of tick-borne illness has changed dramatically in the past two years. If you have literature older than 2014, throw it out. Tick literature, that is—save your other books. In July 2016, Dr. Nineva Zubcvcic, a tick specialist who teaches at the Harvard School of Medicine, presented new information on the topic. According to her, the red, expanding "bull's-eye" rash (erythema migrans), long considered the hallmark of Lyme, is rare, occurring in 20% of cases at most. Dr. Zubcvcic also contends that Lyme tests are far less accurate than once thought, and that brief or one-time post-tick bite "prophylactic" antibiotics are worthless; only extended treatments are of any value.

In early 2015 the New York State Department of Health released a report on a study conducted in northern NY the previous year. It found that between 50 and 80 percent of ticks

in our area are infected with *Borrelia burgdorferi*, the spirochete bacterium that causes Lyme. This flies in the face of older (2013) information suggesting only about 20% of deer ticks were infected. And researchers have just identified two tick-borne microbes (one in 2013 and one in 2015) closely related to *Borrelia burgdorferi* which can also cause Lyme, or at least a variant of it. Unfortunately these newly identified pathogens do not show up on Lyme blood tests.

This isn't to say we need to panic, though feel free to do so if you like. Let's take action. Avoiding ticks is the first order of business. Ticks "quest" at the tips of tall grass or brush, waiting to glom onto the next warm body that brushes past. The Centers for Disease Control and Prevention (CDC) recommend using products containing 20-30% DEET on exposed skin. Clothing, footwear, and gear such as tents can be treated with 0.5% permethrin. Always follow label instructions.

Hikers, stick to marked trails and never follow a deer trail. Treat your pets regularly with a systemic anti-tick product and/or tick collar so they don't bring deer ticks into the home. Talk to your vet about getting your pets vaccinated against Lyme (sadly there is no human vaccine at the moment).

Shower and wash thoroughly every evening and then check for ticks. They like hard-to-see places such as the armpits, groin, scalp, and the backs of the knees, so look closely in these areas. If you find a tick has latched onto you, the CDC recommends you grasp it as close to the skin as possible with tweezers and pulling straight up until it releases. You may have to pull hard if it has been feeding for some time. Do not twist it or use heat, petroleum jelly, or other home remedies to get it to release, as this can increase the chances of disease transmission. While it was once thought ticks did not transmit Lyme for possibly as long as 72 hours, experts now say that while you definitely have 24 hours, beyond that is unknown. Other illnesses can be transmitted within minutes.

Homeowners can clear brush, weeds, and tall grasses from the edges of yards. Ticks like to hide out under leaf litter (which is why sprays are not effective against them), so maintaining a yard perimeter that's raked clean can help discourage ticks.

Did someone mention mice earlier? Despite their name, deer ticks feed on—and infect—many wild critters, particularly mice. Apparently, deer do not carry Lyme; they are merely tick farms. In fact, our native and ubiquitous white-footed mouse is considered the primary vector of Lyme. This year, my NYS

Department of Environmental Conservation Wildlife Biologist friend says that downstate they are finding an average of 150 deer ticks per mouse, a significant spike from previous years when the number was closer to 25.

It sounds logical, then, to wage war on mice. The problem is that if you trap or poison mice in your house or yard, all those ticks are going to drop off in search of another host. Yeah, not good. So let's put those mice to work for us. It seems that giving mice new beds may be the most effective way to reduce tick populations around the home. When mice have access to permethrin-treated nest materials, tick mortality within that family is very high. Hypothetically, if one was to treat cotton balls, dryer lint, and fabric scraps with permethrin, one could then stuff said items into cardboard tubes (toilet paper, etc.). These could be left around the property where mice and other rodents would find and use the treated bedding, thus killing their ticks. Hypothetically. The catch is that this may be a violation of NY State's pesticide laws—it is unclear. Given the seriousness of the tick-borne illness threat, I suspect that the NYSDEC may one day be providing an exemption to do this. In the meantime, read the label carefully and decide for yourself—please contact the NYSDEC if you need guidance.

At present there is only one product registered for such use in NYS, so I won't get in trouble by identifying it. Appropriately called Damminix, it is a ready-to-go mouse-bed distribution system. Treated cotton balls are already in tubes and you just put these around your home, garage, shed, woodpile, and any other likely rodent hideout. It costs a little more than the (fictitious) DIY scenario described above, but it is a very small price to pay for a substantial reduction in tick density.

Early symptoms of Lyme disease can vary widely. Typically they include severe headaches, chills, fever, extreme fatigue, joint pain, and dizziness. But the first signs may be heart palpitations or confusion and memory loss, things once believed to occur only in late-stage Lyme. If you've been bitten by a deer tick and have any of these symptoms, see your doctor right away (you may want to take this article with you).

Please keep yourself and your loved ones ticked off, and have a great summer.

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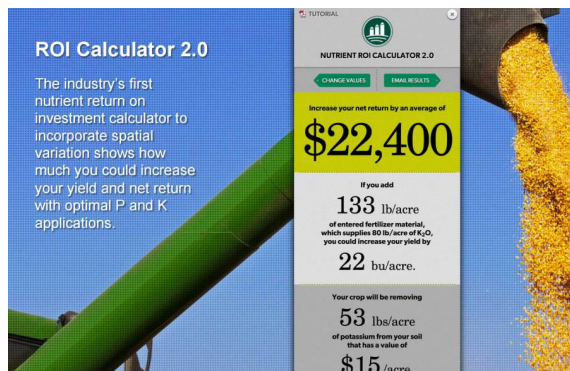
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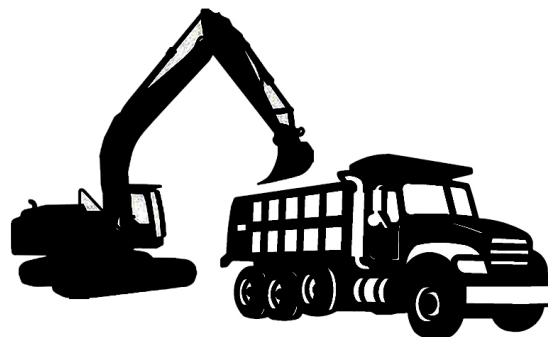
app of the MONTH



PotashCorp's eKonomics program, an online agricultural resource dedicated to helping farmers maximize their yields and profits, has released an updated version of its valuable return-on-investment (ROI) calculator. The latest calculator model incorporates spatial variability, giving farmers a more accurate reflection of expected nutrient response in production-sized agriculture. As a result, farmers are able to make more accurate nutrient application plans, maximizing the benefits of crop inputs and increasing their profitability.

[Web-based](#)

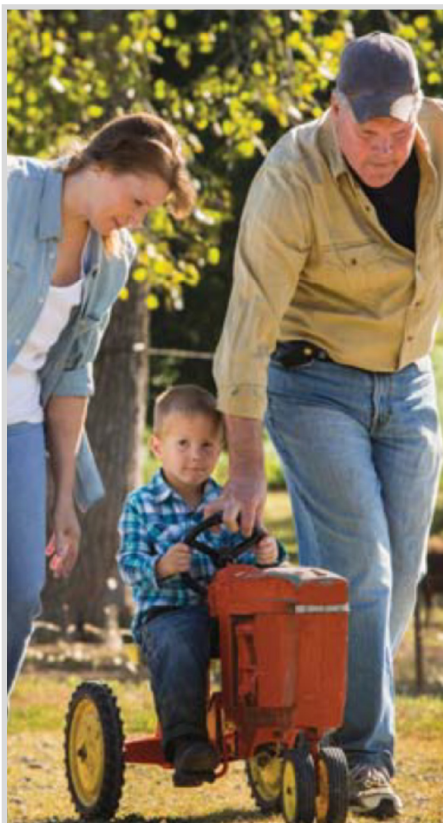
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NAME: _____ FARM NAME: _____

ADDRESS: _____ CITY: _____ ZIP: _____

PHONE: _____ AD SECTION: _____ MONTH(S) TO RUN AD: _____

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Livestock

FOR SALE: Black Angus Bulls, grass fed, excellent condition. Call 315-482-3109 or 315-289-4593.

Crops

FOR SALE: Horse oats-re-cleaned aged whole white oats. 40lb bag, \$6.00. Call 315-654-2405.

Farm Machinery, Equipment, and Supplies

FOR SALE: Delaval 2 inch pipe line, 2 Patz gutter cleaners (counter clockwise), Patz conveyer (silage or grain), Van-dale silo unloader, Winco 35kw generator. Call 315-778-9271.

FOR SALE: Calico Cattle Trailer, 24ft goose neck 8ft wide, hay rack on top. \$4500 OBO. Call 585-353-1386.

How to Advertise in NNY Regional Ag Classifieds

Farmers: Advertising in *North Country Regional Ag Classifieds* is **FREE** for farmers. To place an advertisement, email details to Tatum Langworthy at t1m92@cornell.edu by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.

Fine Print: To qualify for free advertising, you must meet all of the following criteria:

- You must own, rent, or be employed on a farm.
- Your farm must be actively engaged in the production of agricultural commodities, such as milk, meat, eggs, produce, animal by-products, or feed, etc.
- Your goods must relate to farming.

Anyone wishing to purchase a larger display ad in the newsletter, should call Tatum Langworthy at (315) 788-8450 for more information. All income generated from the sale of ads goes to support publication and mailing costs.

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What's Happening in the Ag Community

Common Ground Alliance, July 11, Old Forge, NY

2017 Adirondack Harvest Festival, September 16, Essex County Fairgrounds

"Save the Date" - New York Women in Ag Conference , November 3, see page 13 for more information

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