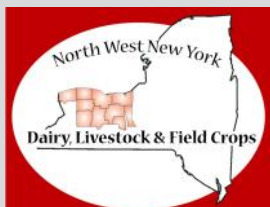




Photo source: Cathy Wallace

# Ag Focus



## Raising Heifers – Facing the Challenge

By: Jerry Bertoldo

Think about growing dairy heifers today. There is the VFD, pressure to reduce antibiotic use, growing disease threats such as *Salmonella dublin* and anaplasmosis, sorting out new technologies, striving for efficient reproduction, how or if to use genomic testing and, not the least of concerns, finding and keeping capable dedicated help.

Lots of effort and expense has been put towards young calf barns with a general lag in housing and managing heifers beyond 4-6 months of age up to pre-calving. Great starts associated with higher costs can lose momentum when heifers enter compromised facilities leading to less than expected first lactation performances and skepticism about “intensified” baby calf feeding.

Can we expect vaccines and antibiotics or alternative products in development to overcome pathogenic microbes in the face of insufficient sanitation, poor air quality, inadequate nutrition and overcrowding? Should the focus on calf disease be more on prevention, protocols that are sound and followed, and employee training? Can we better utilize diagnostic testing and work with veterinarians more to customize health management on each dairy? All are valid questions that reflect a paradigm shift in the dairy industry.

This year’s Calf & Heifer Congress will deal with many of these topics through presentations by an excellent slate of

speakers. It will look at antibiotic use in calf respiratory disease in a new light, lay out a comprehensive review of the *Salmonella dublin* threat, discuss vaccines and in particular those against *Salmonella*, delve into feed additives that affect the microbiome and immunity, review the science of the estrous cycle and how timed AI can work in heifers, highlight the genetic side of fertility and lastly, and of great importance, consider the big picture economics of the heifer enterprise.

For more information and registration details see the Calf & Heifer Congress advertisement on page 3.

### Focus Points

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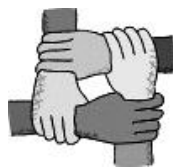
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- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being in a safe work environment
- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural sector, neighbors &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



# Calf & Heifer Congress 2017

## *"Rising Above the Challenges"*

### Wednesday, December 6<sup>th</sup>, 2017

- 10:00 a.m. Welcome & Opening Remarks
- 10:15 a.m. The Big Picture of Calf Nutrition, Growth and Future Performance  
*Mike Van Amburgh, PhD, Department of Animal Science, Cornell University*
- 11:15 a.m. Understanding the Basics of Repro Physiology for Successful Reproductive Management  
*Julio Giordano, DVM, PhD, Department of Animal Science, Cornell University*
- 1:30 p.m. Impact of First Service Management Programs on the Performance and Economics of Heifers  
*Julio Giordano, DVM, PhD, Department of Animal Science, Cornell University*
- 3:00 p.m. Genetic Considerations for Heifer Fertility  
*Heather Huson, PhD, Department of Animal Science, Cornell University*
- 4:00 p.m. A Look at the Economics of the Heifer Enterprise  
*Mike Overton, DVM, Dairy Analytics Advisor, Elanco*
- 8:00 p.m. Informal Discussion Session

### Thursday, December 7<sup>th</sup>, 2017

- 6:30 a.m. **BREAKFAST & PRESENTATIONS – Sponsored by Milk Specialties Global**  
"Nutritional Strategies to Improve the Health & Performance," *Michael Ballou, PhD, Texas Tech*  
"Early Protein & Energy Intake Impact on 1<sup>st</sup> Lactation Performance," *Jessica Rauba, MS, Milk Specialties*
- 8:00 a.m. Welcome & Opening Remarks
- 8:15 a.m. Salmonella dublin – Who, What, When, Where and Why  
*Belinda Thompson, DVM, Animal Health Diagnostic Lab, Cornell University*
- 9:15 a.m. Salmonella dublin – Risk factors, Public Health & Best Management Practices for Control  
*Belinda Thompson, DVM, Animal Health Diagnostic Lab, Cornell University*
- 10:45 a.m. Treatment of Calf Disease: The Next Paradigm Shift  
*Danielle Mzyk, DVM, PhD, College of Veterinary Medicine, North Carolina State University*
- 11:45 a.m. Vaccinations, Immune Function and Salmonella Vaccine Research  
*Derek Foster, DVM, College of Veterinary Medicine, North Carolina State University*
- 2:00 p.m. Using Feed Additives to Alter the Microbiome and Improve Immunity and Health  
*Bill Stone, DVM, PhD, Technical Services Director, Diamond V*
- 3:00 p.m. A Consultant's Tips on Preventing Diseases  
*Sue Puffenbarger, Land O' Lakes*

### **Registration information:**

<https://nwnyteam.cce.cornell.edu/event.php?id=563>

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# Maintaining Stored Grain Quality over the Winter

By: Mike Stanyard

Despite some early planting challenges and wet weather, it looks like a better harvest than expected for NY producers. New York grain corn production is forecast at 77.9 million bushels, up 6 percent from last year. Area for harvest is expected to total 530 thousand acres, down 40 thousand from last year. Yield is forecast at 147 bushels per acre, up 18 bushels from last year. Soybean production in the Empire State is estimated at almost 13 million bushels, about equal to 2016 production. Acreage for harvest is down 55 thousand acres to 265 thousand. Yields are expected to average 49 bushels per acre, up 8 bushels from last season (USDA's NASS, NY Field Office 10/13/17).

Grain storage is an important step in protecting your investment and lots of money can be lost in reduced quality when it's time to deliver. I have talked about the importance of chemical and cultural control of insect pests prior to harvest in the past but temperature and aeration are also a crucial pest management tool. Dry grain should be cooled to less than 60 degrees as soon as possible after harvest, and between 20 - 30 degrees for winter storage. Temperature benchmarks for stored grain:

- 80°F: The ideal temperature for insect and mold growth.
- 70°F: Insect reproduction begins to decrease.
- 50°F: Insects become dormant below this temperature.
- 40°F: Mold growth prohibited below this temperature.
- 20-30°F: Grain should be cooled to this range for winter storage.

Stored grain should be cooled by aeration whenever the grain temperature exceeds the average outdoor temperature by 10 to 15 degrees. Expect storage time to approximately double with each 10 degree reduction in temperature. Grain should be cooled to about 25 degrees as outdoor temperatures get colder.

Check the condition of stored grain about every two weeks while grain is cooling, then about monthly after grain has cooled for winter storage.

When the fans are off during the winter holding period, they should be covered (with canvas or plywood) to prevent the grain near the ducts from getting too cold during severe winter weather. Large temperature differences result in condensation in the cold grain. Spoiled grain over the aeration ducts or perforated floor is a common problem caused by not covering the fan during extended off periods. Also look for melting snow on the roof of the bin as a telltale sign of temperature problems.



Photo source: Mike Stanyard

Accumulation of fine particles, weed seeds, and other foreign material interferes with airflow. Such accumulations are prime locations for increased mold and

insect activity, which result in localized heating and grain deterioration. Normally, these fines collect in the center of the bin as the grain flows toward the walls.

Several good management practices can reduce the storage risks incurred through accumulation of foreign material. Screening the grain reduces the amount of foreign material and greatly improves long-term storability. Spreaders are used to more uniformly distribute fines throughout the bin and helps provide more uniform airflow during aeration.

A common practice in bins equipped with center unloading hoppers is to unload some grain from the center "core" to remove some accumulated fines. Fill the bin so it is peaked and unload some of the grain (300 to 1,000 bu, depending on bin size). This removes some of the accumulation and increases airflow in the center if enough grain is unloaded to allow the center core to fill with clean grain.

References: "Management of Stored Grain with Aeration," University of Minnesota, <http://www.extension.umn.edu/distribution/cropsystems/DC1327.html>.



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# Farm Shops – Part 1

By: Timothy X. Terry

*Regional Strategic Planning Specialist, Harvest NY*

Farms and farm equipment are getting smaller – NOT! Farm machinery is getting larger and more expensive, and, therefore, represents a major investment in farm operations. As such, the prudent farm operators do what they can to protect that investment and make sure that services and repairs are performed in a timely and efficient manner.

Unfortunately, many shops built even as recently as a decade ago cannot accommodate today's larger equipment. As a result, the equipment is serviced or repaired outside, frequently under adverse conditions, delayed until conditions improve, or maybe not at all. Such delays can be costly -- forage quality alone can decrease 4-5 points per day in Relative Feed Value (RFV). Not to mention increased field losses due to worn components, improper adjustments, and the like.

Now in a time of low milk prices it is hard to justify updating, upgrading, or building new a facility that has little or no immediate net return. However, if you are completing all but the most extensive repairs in-house you can balance that investment against repair labor rates of \$85 - \$90/ hr., extended down times, and the time, effort, and expense of hauling a piece of equipment back to the dealership. Instead, think of it as a long term investment, not only financially but also in the health and safety of your personnel and yourself.

## Considerations

So if we're going to update, upgrade or build a new facility, what should we be thinking about?

First, keep in mind that there should be a place for everything and everything should be in its place (at least for storage). There are many jobs that are done in a shop and you want to avoid conflicting work areas. The welding bench should be in a corner away from flammables and where an opaque curtain can be hung to prevent flashing someone's unprotected eyes.

Likewise, a tire changing station should be easily accessible but out of the main flow of traffic – human and equipment. There should also be an inflation cage so that if a tire blows, mangled rims and shredded steel belts are not flying across the shop.

A nice long workbench along one wall will provide ample space for multiple work stations. The benchtop can be 2" white oak under a replaceable sheet of 1/4" hardboard (i.e. – Masonite®) and/or 1/4" steel plate. An open shelf below keeps commonly used power tools close at hand. At least one, if not two, heavy, rotating vises should be mounted near the corners. Heavy (20 amp) duplex outlets should be spaced every 6' or so along the back wall of the bench. (This will likely require more than one circuit to safely service this area) For safety's sake the wires should be tucked within the wall or be enclosed in rigid conduit. Similarly, compressed air chucks could be plumbed into the wall for easy access. Just make sure your main supply line is large enough to supply 2-3 pneumatic tools simultaneously, and durable enough to withstand the pressure changes.

Lighting is also important. Ideally you'd like to have 30-50 foot candles in the general bay area, but 100 – 150 at the work bench (task lighting). LED lights are becoming more available and affordable, and provide a very white light that is also energy efficient. A few strategically placed, retractable drop lights can be a handy alternative to illuminate those hard-to-reach places in or under equipment.

For safety's sake, lubricants and other bulk fluids should be kept in a room off the main shop. Structurally this may be an annex or lean-to off the main building so that new stock may be back loaded from outside – rotation of the inventory occurs naturally. Some have constructed elevated racks to take advantage of gravity dispensing. Just make sure the rack can hold the weight of a 55-gal. drum or 300 -gal. tote, and that there is some back-up reservoir should a valve fail or someone doesn't quite turn one off. Also keep an empty drum or tote around to collect waste oil, etc. This can be recycled or used to heat the shop in an oil burning furnace or boiler.



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**2006 INTERNATIONAL 7500:** 300 HP Int'l HT570; Allison Auto. Trans.; Tandem Axle; 22.5 Tires; Alum./Steel Wheels; 190" WB; 18,000# F/A; 46,000# R/A; Plow/Sander Truck w/Stainless Steel Trench 12-Cu. Yd. Sprayer w/Diskey John Controls & 12" Trench Plow & Wing; **ASK FOR MUNICIPAL PRICING!**; 213,391 Miles; Stk. #5292 - **\$39,900**



**2002 FREIGHTLINER FL112:** 370 HP Cummins ISM; Allison Auto. Trans.; Tandem Axle; 4.53 Ratio; 315/60R22.5 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 - **\$29,900**



**2013 PETERBILT 330:** 240 HP Paccar PX6; 6-Spd.; Single Axle; 10' Length Body w/3 Sides & (3) Coal Chutes; 3.55 Ratio; 245/7-R19.5 Tires; Alum. Wheels; 154" WB; 9,000# F/A; 17,000# R/A; Clean, Very Low Mile Single Axle Dump; Good Rubber; 65,542 Miles; Stk. #5287 - **\$47,750**



**2008 PETERBILT 340:** 330 HP Paccar PX8; Allison Auto.; Air Ride Susp.; 12,000# F/A; 38,000# R/A; 168" WB; 155,600 Miles - **\$29,900**



**2006 KENWORTH W900:** 475 HP CAT C15; 18-Spd.; Tri-Axle; Engine Brake; 4.30 Ratio; 24.5 Tires; 270" WB; 18,000# F/A; 46,000# R/A; Clean, Low Mile; Double Frame; 20,000# Lift Axle; Roll-Over Protection; Tail Roller & Air Slide 5th Wheel; Can Separate Deck/Winch From Chassis; 18" Frame Behind Cab; 168" CT; 213,391 Miles; Stk. #5350 - **\$56,900**



**1998 KENWORTH T800:** 550 HP CAT 3406E; 8LL Trans.; Tandem Axle; Engine Brake; 4.56 Ratio; 12x22.5 Tires; Alum./Steel Wheels; 228" WB; 14,600# F/A; 46,000# Full Locking Rear; Stk. #4575 - **\$25,900**



**2007 INTERNATIONAL 7600:** 410 HP CAT C13; 10-Spd.; Alum. Wheels; 262" WB; Quad Axle; Steel Body; 3,500 Gal. Capacity; 20,000# F/A; 46,000# R/A; Low Miles; Double Frame; (2) Steerable Lift Axles; Guzzler 10K Vacuum System w/Full-Open Rear Hatch & Dump; 9,821 Total Hours On Truck; 213,504 Miles; Stk. #5266 - **\$99,900**



**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 - **\$50,000**



**2001 WESTERN STAR 4864FX:** 6x6 Drive; 330 HP CAT 3126; 9-Spd.; 272" WB; 20,000# F/A; 40,000# R/A; Double Frame Truck w/Telescop. 5-Section Digger/Devic Boom w/Aux. Hydraulics; Rubber 75%; Will Separate Boom From Chassis; 23'8" Frame; 190" CT; 49,741 Miles; Stk. #5520 - **\$29,900**



**2001 PETERBILT 357:** 425 HP CAT C12; 8LL Trans.; Five Axle; Engine Brake; 22.5 Tires; Alum. Wheels; 290" WB; 18,000# F/A; 46,000# Full Locking Rear; 6-Axle Dump Truck w/Double Frame; (3) Steerable 9,000# Lift Axles; 22" Alum. Box w/64" Sides; 842,287 Miles; Stk. #5348 - **\$54,900**



**1998 MACK CL713:** 460 HP E7 Diesel; 9-Spd. Trans.; Tandem Axle; 22.5 Tires; Spoke Wheels; 188" WB; 18,000# F/A; 44,000# R/A; Heavy Spec, Double Frame daycab w/Wetline System; **EXPORTERS WELCOME. WE DELIVER TO ALL US & FOREIGN PORTS;** 152,953 Miles; Stk. #5367 - **\$24,500**



**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, Divider & Tarp; 147,222 Miles; Stk. #5312 - **\$32,500**



**2001 MACK RD600:** 400 HP Mack E7; 8LL Trans.; 24' Length Alum. Body; 2-Way Tailgate w/Coal/Grain Chute & Tarp; 22.5 Tires; Alum./Steel Wheels; 283" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; Good Running Dump Truck w/20,000# Air Lift Axle; Good Rubber; 499,008 Miles; Stk. #5108 - **\$39,500**



**2000 FREIGHTLINER FL112:** 430 HP CAT C12; Engine Brake; 10-Spd.; Air Lift 3rd Axle; Double Frame; 18,000# F/A; 46,000# R/A; 270" WB; 20" Flatbed w/Drywall Pallet Fork Boom; \$750 Additional Upgrade To 430 HP; Stk. #5358 - **\$19,900**



**2004 MACK GRANITE CV713:** Tri-Axle Daycab; Mack 460 HP; 18-Spd.; 24.5 Tires; Alum. Wheels; 250" WB; 18,740# F/A; 44,000# R/A; 18,000# Lift Axle; 18" Frame; 168" CT; 550,090 Miles; Stk. #5356 - **\$47,900**



**2004 KENWORTH C500B:** 475 HP CAT C15; 18-Spd.; Tandem Axle; 4.33 Ratio; 24.5 Tires; 248" WB; 16,000# F/A; 46,000# Full Locking Rears; Double Frame; Winch & Deck Can Be Removed; 19" Frame Behind Cab; 170" CT; 342,753 Miles; Stk. #5355 - **\$39,900**



**2012 WESTERN STAR 4900SA:** DD15 Detroit 560 HP; 10-Spd.; Tri-Axle; 4.30 Ratio; 24.5 Tires; Alum./Steel Wheels; 260" WB; 20,000# F/A; 69,000# Full Locking Rears; Tri-Drive Or Drop Axle To Make Long Chassis - Your Choice; Double Framed; 310" Bridge Measurement; 23" Frame Behind Cab; 226,769 Miles; Stk. #5426 - **\$56,900**



**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**



**2004 KENWORTH T800:** CAT 335 HP; 10-Spd.; 5.29 Ratio; 22.5 Tires; 260" WB; 20,000# F/A; 44,000# Full Locking Rears; Double Frame Cab & Chassis; 24" Frame Behind Cab; 184" CT; 166,115 Miles; Stk. #4950 - **\$48,000**



**(QTY 3) 2006 OSHKOSH F2346 6X6:** 320 HP Cummins ISM; 10-Spd.; Tandem Axle; Color: Red; 22.5 Tires; Alum./Steel Wheels; 211" WB; 23,000# F/A; 46,000# Full Locking Rears; 10% Cu. Yd. McNeilus Mixer; 19" Frame Behind Cab; 152" CT; 139,840 Miles; Stk. #5580/5581/5582 - **\$44,900 EACH**



**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; 270,870 Miles; Stk. #5072 - **\$24,500**



**2006 MACK GRANITE CT713:** 330 HP Mack; 9-Spd.; 22.5 Tires; 210" WB; 20,000# F/A; 44,000# R/A; Clean; Double Frame 10 Cu. Yd. Mixer; 18'6" Frame Behind Cab; 148" CT; 103,479 Miles; Stk. #5583 - **\$59,900**



**2012 FREIGHTLINER CASCADIA:** Clean, Good Running Truck w/22' Raised Roof Condo; Air Ride; 228" WB; 10-Spd. Manual Trans.; Engine Brake; Steel Wheels; Tandem Axle; Air Slide 5th Wheel; Stk. #4932



**2002 INTERNATIONAL 4900:** 300 HP International DT530; 10-Spd.; 18' Flatbed x 96" Width; 5.29 Ratio; 22.5 Tires; 208" WB; Tandem Axle; 12,000# F/A; 40,000# R/A; Clean, Low Mile Flatbed; Rubber 75%; 266,335 Miles; Stk. #5355 - **\$21,900**

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# Happy Lines = Healthy Cows

By: Nancy Glazier

Did your cattle end the summer with happy lines? They are also known as health lines, and I have been trying to discover what they are and why they show up. They can be seen as somewhat parallel lines on the lower part of the ribs, easily on cattle with sleek, healthy, coats. I see them during the grazing season on cattle with shiny coats, though they can be seen on confinement cows. Since I see more animals in pasture settings that's where they are most familiar to me. The link may be high forage diets, possibly low fermented feed diets. There are other thoughts, too.

I had read a blog post on the CowSignals® website that got me thinking about them. There is little information available. An online search will come up with photos and stories but no hard science. I heard Dr. Hue Karreman, Penn Dutch Cow Care (retired), refer to them at an on-farm event. He says they are seen on animals with strong immune systems and on a high plane of nutrition, and are related to essential fatty acids.

Another theory is they are related to deposits of volatile fatty acids (VFA), according to Dr. Paul Dettloff, consultant for Organic Valley. This may have to do with a near neutral rumen pH, possibly low grain and low silage in the diet. It could be related to a higher butterfat production in dairy cows. Acetic acid is used by the mammary cells to produce fat. The more acetic acid, the higher the milk fat content.

Yet another opinion is from Steve Campbell, bovine consultant, they are related to glandular expression of optimum nutrition and health.

So, there are discrepancies, but the overriding theme is optimum health and nutrition. They are much easier to see on cattle that have shed out. Nutrition and hair coat are related, but there is more there than we know.



Photo source: Jim Vanderlinde

## Upcoming Webinars:

### ***Fine Tune Herd Care with New Milk Analyses***

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

*Presented by:*

Dave Barbano, Cornell University

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

### ***Dairy Management Monday Webinar***

November 20, 1:00 - 2:00 p.m.

*Presented by:*

Mathew Haan, Penn State Extension

Ernest Hovingh, DVM, PhD, Penn State Extension

<https://extension.psu.edu/dairy-management-mondays>





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## New York Learning Circles

Soil Health and Your Land  
November 9, 2017, 9am-3pm

Conservation Values -  
Your Land is Your Legacy  
January 25, 2018, 9am-3pm

Conservation and Farmland Leasing:  
Talking with Your Farmer  
February 15, 2018, 9am-3pm

Registration for each  
Learning Circle begins at 8:30am

These will be held at:  
Livingston County Center for Emergency  
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# Cash Rent Expense For Farm Land: 2017 Survey Data Are Available

By: John Hanchar

## Summary

- ♦ Cash rent expenses per acre vary considerably over the ten counties in the NWNY Region depending upon productivity differences, intended use and other local supply and demand factors.
- ♦ Today, results from initial, late 2008 survey efforts by the United States Department of Agriculture/National Agricultural Statistics Service (USDA/NASS) through the most recent efforts for 2017 are available online.
- ♦ Survey results suggest that for 2017, cash rent expense for non-irrigated cropland by county over the ten county NWNY Region varied from 52 to 94 dollars per acre.

## USDA Survey Results Available for 2017 and Earlier Years

Cornell Cooperative Extension (CCE) staff often receive calls from individuals asking “What is the going cash rent for farm land in my area?” Many in the CCE system have ideas based upon word of mouth and perhaps some limited data for the local area that they serve.

Not surprisingly, actual cash rent expenses for farm land vary over some range. Variability in productivity, intended use and other local supply and demand factors yield a wide range of cash rent values.

Prior to 2008, the lack of a consistent data set characterized the situation. The availability of data by county changed when USDA/NASS responded to customer requests and new requirements of the 2008 Farm Bill. Today, results from initial, late 2008 survey efforts by the USDA/NASS through the most recent efforts for 2017 are available online.

The averages reported in Table 1 were obtained by going to: <[quickstats.nass.usda.gov](http://quickstats.nass.usda.gov)> and using the query menu on the page to make the following selections:

Program: Survey

Sector: Economics

Group: Expenses

Commodity: Rent

Data Item: Rent, Cash, Cropland Non-Irrigated

The pull down menus within the “Select Location” and “Year” sections allow for the selection of desired locations and years, respectively.

Please note that the values reported in Table 1 are averages. Individual observations likely vary over a wide range of values. Averages for some counties are also available for irrigated crop land and pasture land.

For valuable resources on renting farm real estate, visit our website at <<https://nwnyteam.cce.cornell.edu>>. Click on the “BUSINESS” tab, and enter “renting farm real estate” in the search bar. Also, the [Ag Lease 101](https://aglease101.org/) website at <https://aglease101.org/> is a valuable resource.

To learn more contact John Hanchar or Joan Petzen.



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**Table 1. Cash Rent Expense for Non Irrigated Cropland by NWNY Region County in Dollars per Acre by Year.**

County	Average Cash Rent Expense, Non Irrigated Cropland (Dollars per Acre)		
	2017	2016	2014
Genesee	77	73	70
Livingston	76	68	81
Monroe	56	57	52
Niagara	52	45	40
Ontario	74	65	68
Orleans	73	69	76
Seneca	63	67	52
Wayne	62	59	67
Wyoming	94	96	73
Yates	85	91	70

**Notes:** 1) Source: USDA/NASS. <[quickstats.nass.usda.gov](http://quickstats.nass.usda.gov)>, accessed 10/9/2017; 2) Query results rounded to the nearest whole dollar.

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# Fall Crop Focuses

By: Jodi Letham

## Soil Sampling

Fall is a great time to get some of your soil sampling done. Yes, I know it can be a daunting task, particularly if you have a large number of acres to cover. Preferably, soil sampling should be done every three years; therefore, it is recommended that you sample one-third of your acres each year. This helps keep all your acres on a three-year cycle.

### Tips for taking an accurate soil sample:

- Sample to the proper depths depending on tillage. This is usually from 6-8 inches.
- Take 15-20 core subsamples from each sampling area. Remember to take separate samples depending on variation in soil type, topography, and cropping practices.
- Avoid sampling in areas such as hedgerows, wet or eroded areas and near fences.
- Mix subsamples thoroughly in a clean plastic bucket.
- Dry wet samples down to room temperature on cardboard or use a fan for quicker drying. Remove any stones, sticks, and roots from the sample.
- Keep samples separated and labeled with a sample name or number.
- Fill out the sample sheet completely or there will be no recommendations generated. Required information includes soil name, acres, past cropping history and future crops for three seasons, and manure history.

### When to rotate from alfalfa

To decide when to rotate from alfalfa, you'll need to evaluate stand density and yield relative to your needs. Other rotation requirements to factor in would be farm plan, total acreage of forage needed, and ability to reseed. Because most of these factors are farm specific, I will focus on the relationship between stand density and yield. As you may know, alfalfa has a remarkable ability to produce maximum yield over a wide range of stand densities. New seedlings should have at least 25-30 plants per square

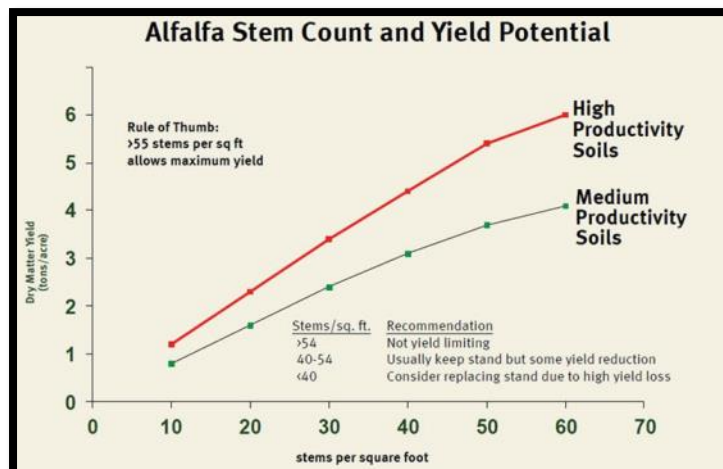


Chart source: [www.Pioneer.com](http://www.Pioneer.com)

foot the seeding year.

Your decision to reseed new fields of alfalfa should be based on the yield potential of the stand, ideally using actual yield from the field.

The next best method is to count stems when the alfalfa is 4-6 inches tall and use the chart in Figure 1. Fields with good stem densities (>55 stems/square foot) can suffer some plant loss and still yield well the following year. Plant health becomes a major consideration in marginal stands. Typically, yields often begin to decline in the third year of production in WNY. The best time to make stand decisions is in the fall. During the last growth period record stem density. Then randomly sample some plants to assess crown and root health. Stands that fall below 40 stems per square foot or three to four healthy plants per square foot are no longer profitable.



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### Small grain weed control

Good cultural practices will result in a thick, heavy stand of small grain that will compete effectively with weeds during the early growth stages. Crop rotation, sound soil management practices, the use of certified seed of recommended varieties, proper seedbed preparation, and timely planting all contribute to weed control in small grain. Fall or early spring is a great time to get out there and scout your winter wheat or barley for weeds because most herbicide applications should be made prior to jointing (Growth Stage 6), or the appearance of the first node at the base of the plant (usually 4-8 inches tall with 12 or more leaves. Many winter annual broadleaf weeds in winter wheat can be controlled with spring applications of 2, 4-D or Banvel/Clarity. Both can cause crop injury if used at growth stages other than those recommended. Spring applications of 2, 4-D or Banvel/Clarity are not effective against corn chamomile. Butril is effective on corn chamomile when the rosettes (clusters of leaves in circular form) are less than 1 inch across. Corn chamomile usually reaches this stage within a month after seeding so Butril applications for this weed should be made in the fall. Other annual weeds controlled with Butril are field pennycress, field pepperweed, shepherdspurse, small seed falseflax, wild mustard, wild radish, and yellow rocket. Harmony Extra is a better choice for corn chamomile control than Butril if application is delayed until spring. For more information please visit: <https://fieldcrops.cals.cornell.edu/small-grains/weed-control-small-grains>



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### Corn Congress

**January 10**

10:00 am - 3:30 pm

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**January 11**

10:00 am - 3:30 pm

Holiday Inn

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# Training Resource Corner - Reproduction

By: Libby Eiholzer

**Why it's Important:** Employees tasked with artificial insemination, heat detection, and administering synchronization injections can have a huge impact on your herd's reproductive success. Helping them to understand more about bovine reproductive physiology, the estrus cycle, the function of reproductive hormones and the details that make artificial insemination successful is key to building an effective reproductive program. What follows is a list of resources to help your team get to the next level.

- ◇ **Select Sires:** <http://www.selectsires.com/programs/SRSheatdetection.html?version=20170404>

This website offers articles titled "Heat Detection & Timing of A.I.," "Talk Chalking, Anatomy & Physiology," "Secondary Signs of Estrus," "To Breed or Not to Breed," and "A.I. Technique in Cattle." Spanish and English.

<http://www.selectsires.com/programs/SRStraining.html?version=20170404>

This second link has articles on semen handling, semen tank care, and fresh cow management. Spanish and English.

- ◇ **Spanish language webinar series from Pro-Dairy:**  
<https://prodairy.cals.cornell.edu/webinars/spanish-webinars>

A series of three dairy management webinars in Spanish provide information on Reproductive Physiology, 1<sup>st</sup> Service, and 2<sup>nd</sup> and subsequent services. Included in these webinars is information about how reproductive hormones work, the estrus cycle, synchronization protocols, etc.

Another webinar on calving assistance helps explain signs of calving, what is happening inside the cow during the calving process, and how to determine when intervention is necessary.



*Proper semen handling is critical to successful A.I. programs.*

*Photo source: Libby Eiholzer*

- ◇ **University of Wisconsin-Extension, Dairy Partner:**  
<https://fyi.uwex.edu/dairypartnerelcompanero/reproduction/>  
A number of articles on heat detection, giving reproductive hormone injections, semen handling, breeding, etc. Spanish and English.
- ◇ **Dairy Cattle Reproductive Council:**  
<http://www.dercouncil.org/protocols/>  
Go to this website for an explanation and illustrations of common synchronization protocols. Spanish and English.
- ◇ **University of Georgia:**  
<http://extension.uga.edu/publications/detail.html?number=B1344>  
Looking to better communicate with Spanish-speaking employees involved in your reproduction program? A number of bilingual checklists can help you improve areas such as semen tank management, heat detection, synchronization protocols, insemination techniques and general troubleshooting. There's also a list of common dairy terms relating to reproduction in Spanish and English.





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**Save the Date...**

## **November 2017**

- 1 **Feeder School, Day 2**, 10:00 a.m. - 3:00 p.m., Lawnel Farms, 2413 Craig Road, Piffard. Questions??? Contact: Jerry Bertoldo at: 585-281-6816 or Libby Eiholzer at: 607-793-4847
- 7 **Improving Agriculture Labor Management, Workshop 1 - Marketing your farm as a great place to work**: 5:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu

## **December 2017**

- 5 **Improving Agriculture Labor Management, Workshop 2 - What is my job? Hiring, training & evaluating employees effectively**: 5:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu
- 6-7 **Calf & Heifer Congress, "Rising Above the Challenges,"** Doubletree Inn, 6301 State Route 298, East Syracuse. For more details and registration, visit: <https://nwnyteam.cce.cornell.edu/event.php?id=563>
- 14 **Empire State Barley & Malt Summit, Sharing the Ingredients for Success**, 9:00 a.m. - 4:00 p.m., Holiday Inn Conference Center, 441 Electronics Parkway, Liverpool. Informative summit targeted towards NYS malting barley growers & malt house operators. For more information, contact: Cheryl Thayer at 607-592-9507 or cbt32@cornell.edu

## **January 2018**

- 10 **WNY Corn Congress**, 10:00 a.m. - 3:30 p.m., Quality Inn & Suites, 8250 Park Road, Batavia
- 11 **Finger Lakes Corn Congress**, 10:00 a.m. - 3:30 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo

## **February 2018**

- 6 **Improving Agriculture Labor Management, Workshop 3 - Keeping good staff when money is tight & managing conflict in the workplace**: 5:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu
- 7 **WNY Soybean/Small Grains Congress**, 10:00 a.m. - 3:30 p.m., Quality Inn & Suites, 8250 Park Road, Batavia
- 8 **Finger Lakes Soybean/Small Grains Congress**, 10:00 a.m. - 3:30 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 28 **Forage Congress**, 9:00 a.m. - 4:00 p.m., Genesee River Restaurant, 134 North Main St., Mount Morris

## **March 2018**

- 6 **Improving Agriculture Labor Management, Workshop 4 - The compliance & safety workshop. Are you managing your risks as an employer?**: 4:00 - 8:00 pm, CCE-Ontario County, 480 North Main St., Canandaigua. For more information contact: Liz Higgins at 518-949-3722 or emh56@cornell.edu

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