



# Ag Focus



## Conservation Values – Your Land Is Your Legacy

By: Joan Sinclair Petzen

A Conservation Values Learning Circle is planned for Thursday, January 25, 2018 in Mt. Morris. Learning Circles will explore getting a clearer focus on values and goals for your land, gaining more understanding of the vocabulary around land transfer, succession and estate planning and who some of the professionals are who can assist with implementing a long term plan for your land.

Women Farmland owners are encouraged to attend these informal learning circles to engage with other women and advisors about their long-term goals surrounding their land as their legacy. Each participant will have a chance to more clearly define their personal goals.

Succession and estate planning are sometime put off because of a lack of understanding of all the legal jargon and terminology associated with the tools used to accomplish one's goals. The Conservation Values Learning Circle will engage women who participate in activities to help them learn about the planning tools available to them.



*Jim McCauley explains how a no-till planter works for women landowners at recent Soil Health Learning Circle in Groveland.*

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- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.



Estate and succession planning is not a do-it-yourself process. Most people develop a plan in concert with their tax and legal professionals. Once the plan is in place, it is important to keep it relevant. Life changes or the passing of loved ones make it important to review your plan to be certain it still meets your goals for who will control your land in the long term. At the Learning Circle, you will have a chance to meet, talk with and identify professionals skilled in conservation planning.

Women landowners interested in participating in the Conservation Values Learning Circle can register at [www.farmland.org/women-for-the-land-calendar](http://www.farmland.org/women-for-the-land-calendar) or if you prefer, contact Joan Sinclair Petzen at Cornell Cooperative Extension, [jsp10@cornell.edu](mailto:jsp10@cornell.edu) or 585-786-2251, Ext 122.

The Conservation Values Learning Circle is offered as part of Great Lakes Conservation Connect, a project partnership between American Farmland Trust, Cornell Cooperative Extension Northwest

New York Dairy, Livestock and Field Crops Team and the Wood Soil and Water Conservation District. The project is funded by the Great Lakes Protection Fund.

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# Farm Shops – Part 2

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

Last month we started talking about farm shops and how things should be laid out. This month we'll begin looking at some of the various components.

## The Floor

Having worked in many shops with floors that range from gravel and tracked in mud to concrete with an epoxy coating I can safely say the smoother the better. Some will say, "just screed it off and that'll be good enough." However, if you are using rolling tool boxes, mechanic's creepers, and/or moving hoists with sliding chain falls, ridged and pitted concrete will be an object of perpetual frustration. Moreover, smooth concrete is much easier to seal, keep clean, and small parts are not as likely to be lost when dropped.

To achieve a smooth surface you'll need to level it with a vibratory screed and follow that with a bull float. This will consolidate the surface – push the aggregate down and bring the cream (sand, cement) up. Once the concrete has cured to the point where you can press your fingers into the concrete and leave a small impression but the cream doesn't stick to your fingers you can begin to do the final steel trowel finishing. (If you're not familiar with steel trowel finishing or operating a power trowel, there are many how-to videos on YouTube.)

The concrete itself should be 4,000 psi minimum with proper steel reinforcing. (Yes, you will need steel reinforcing.) If you're planning on bringing in equipment weighing 20,000 lbs. or more you'll need the reinforcing to help control cracking and heaving. Plus, the steel gives you something with which to anchor the PEX piping if you'll be using in-floor radiant heating.

One more thing before we leave this subject: a good finish requires a good start. The subgrade should be well drained and compacted. If any part of the shop will sit on fill then it, too, should be well compacted or allowed to go through a freeze-thaw cycle. Install

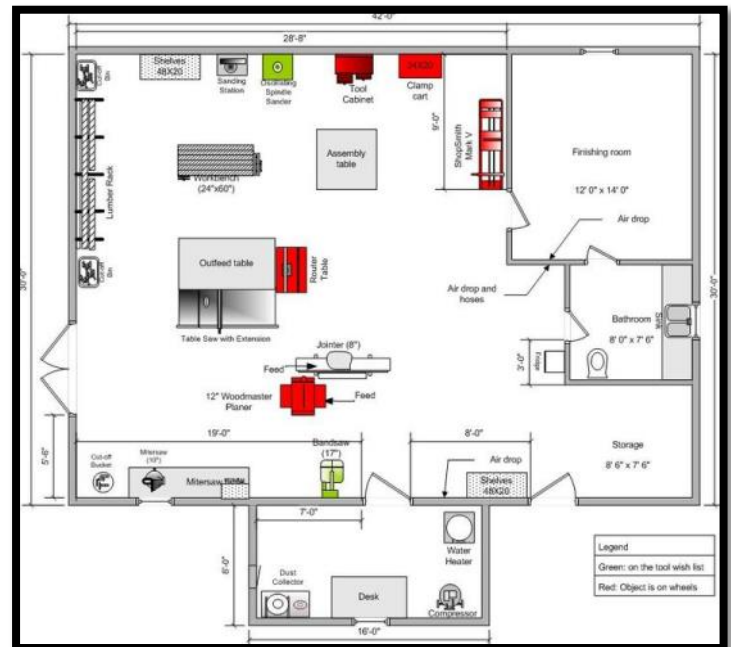


Photo source: Pinterest

all drains, water supply pipes, electrical conduit, etc. prior to the final compaction. Installing a 6-mil poly vapor barrier will keep moisture from migrating out of the bottom of the slab too quickly. Remember, the hardening of concrete is a chemical (curing) not a drying (evaporation) process. Similarly you'll want to apply a sealer or some more 6-mil poly to the top surface to keep it from curing too quickly. You'll also want to wait at least four weeks before you drive anything heavy across the slab. Failure to do so could result in micro-cracks that can grow into more serious fissures over time.

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## Doors

With larger equipment comes the need for larger doors. A 14' high opening should accommodate anything that can travel on the road. Width, however, may be a limiting factor. The long sides of the shop will likely be load bearing. In other words they are carrying the weight of the trusses, roof, etc., and, therefore, you'll need to support all that weight when spanning the door opening. Given this, most post frame structures are limited to 16'-18' wide doors on the side. Fortunately, the ends are not usually load bearing and offer more opportunity for wider doors.

In fact, you could open the entire end like an aircraft hangar. (ex.- <http://www.hpdoors.com/index.asp?active=home>) Be aware, large openings should be limited to the south and/or east walls. However, if large doors are installed opposite one another large equipment may be driven straight through eliminating the need to back things out, especially if they are multiple units (i.e. – tillage + finishing equipment). Install 36" entry doors at common access points. This will save having to open large overhead doors every time someone comes in or goes out.

## Office Space

Consider a 10' x 10' office as a minimum. A 10' x 12' or even a 12' x 14' would be better. This will give you enough room for a desk, file cabinets, manuals library, and a couple of chairs to meet with employees, consultants, suppliers, etc. If possible, tuck the office into a corner so that you can have outside windows on two sides. Like the doors, place the office near common access points. It doesn't do anyone any good to have to walk to the far back corner to have a meeting, make a phone call, or look up a part number. Locating a bathroom (w/ shower) and a locker room next to the office will help fill out the corner and make efficient use of the space.

## And speaking of windows...

The more windows the better. This lets in natural light which can often mean not having to flip on a bank of lights just to get a single part or tool. Moreover, time-motion studies confirm that employees in windowed workspaces stayed on task 15% more than those in windowless workspaces.

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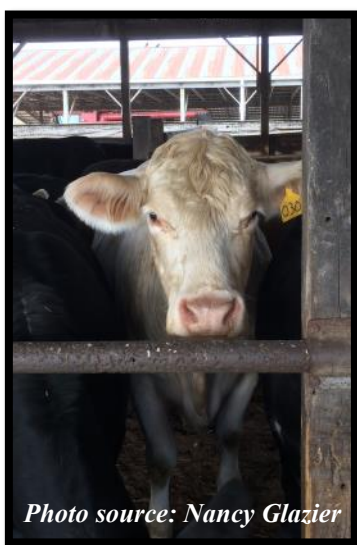
## On a Farm Near You...

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### *Youngman Farms*

*By: Nancy Glazier*

I met with Shawn Youngman and his father Allen a few years ago when they were looking to expand their beef operation. Allen farmed full time, previously running a dairy, raising crops and a few head of beef cows. Shawn was interested in leaving his full time job working for a geothermal company and work on the farm full time. His dad told him he would need to step up the marketing to that. Since then, that is what Shawn has been doing.



*Photo source: Nancy Glazier*

Youngman Farms currently has about 50 brood cows and finish about 100 head a year from home raised and purchased steer and heifer calves. It is challenging managing growth with growing additional feed, purchasing calves and while continuing marketing growth. For the most part they have grown the cow herd

internally by raising their replacement heifers, though if a heifer looks good, they will keep her as a replacement. They have learned from experience to purchase high quality bulls. They were utilizing a Hereford and now have switched to Red Angus. The bull would be pushed to the limit if they had a short calving season, but since they are looking to finish cattle year round, it is able to keep up with breeding.

They raise their cattle for the natural market, which means no antibiotics, implants or growth promotants. Their goal is to have them finished in 15-18 months. They have a couple pastures to graze the cow-calf pairs and growing stock and are looking to add a 36-acre pasture for next summer's grazing. Brood cows would be moved to the new pasture and youngstock would have sole access to the existing pastures. Cattle most always have access to hay while on



pasture since they are short on pasture acres. I will be working with Shawn through the winter to improve his rotation and improve his carrying capacity on the new pasture.

Allen owns about 300 acres and rents an additional 150 acres. They raise corn for silage and hay for themselves and work with a neighboring beef farm to make baleage for their cattle. They have a working relationship with the neighboring dairy. They till and plant using the dairy's seed and get paid by the ton for harvest.

So now the marketing. Shawn is marketing meat through a couple of butcher shops, a wholesaler, seasonal farm markets, some direct market (freezer trade) sales plus a few more. Some of the outlets have come and gone, so Shawn spends quite a bit of time on this segment of the business. He has attended some livestock marketing workshops I have helped plan in Ontario County to gain knowledge. Some markets require hauling cattle quite a distance to a processor, but so far has been worth the effort. His goal is to keep diversified sales so if one goes out it is not a complete loss. He is always looking for new customers.

Shawn worked with a web designer to develop a logo based on the silos and barn. He uses it for branding and is on their website, Facebook page and communications. He keeps his Facebook page updated with photos from the farm and family.

I had an enjoyable visit a few weeks ago and was glad to see Shawn had attained his goal of working full time on the farm. He has been doing that for about three years.



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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. Spreader w/Backup John Controls & 12" Trench Plow & Wing; **ASK FOR MUNICIPAL PRICING!**; 213,391 Miles; Stk. #5292 - **\$39,900**



**2002 FREIGHTLINER FLD112:** 370 HP Cummins ISM; Allison Auto. Trans.; Tandem Axle; 4.89 Ratio; 315/80R22.5 Tires; All Steel Wheels; 170" WB; 16,000# 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; 3.95 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; Stk. #4553 - **\$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; Rut-Nek Winch; Tail Roller & Air Side 5th Wheel; Can Separate Deck/Winch From Chassis; 19" Frame Behind Cab; 168" CT; 250,207 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; 282" WB; Quad Axle; Steel Body; 3,600 Gal. Capacity; 20,000# F/A; 46,000# R/A; Low Miles; Double Frame; (2) Steerable Lift Axles; Gullizer NX Vacuum System w/Full-Open Rear Hatch & Dump; 3,821 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 4664FX:** 6x6 Drive; 330 HP CAT 3126; 9-Spd.; 272" WB; 20,000# F/A; 40,000# R/A; Double Frame Truck w/Tailgate; 3-Section Dipper/Derrick Boom w/Aux. Hydraulics; Rubber 75%; Will Separate Boom From Chassis; 23" Frame; 190" CT; 49,741 Miles; Stk. #5520 - **\$29,000**



**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 Rears; 6-Axle Dump Truck w/Double Frame; (3) Steerable 9,000# Lift Axles; 22" Alum. Box w/64" Sides; 842,267 Miles; Stk. #5346 - **\$54,900**



**1998 MACK CL713:** 460 HP E7 Diesel; 9-Spd. Trans.; Tandem Axle; 22.5 Tires; Spoke Wheels; 169" 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; 248" WB; 16,000# F/A; 46,000# F/A; 44,000# R/A; Double Frame; Box Has High Side, Divider & Tarp; 147,222 Miles; Stk. #5312 - **\$32,500**



**2004 MACK RD600:** 400 HP Mack E7; 8LL Trans.; 24" Length Alum. Body; 2-Way Tailgate w/Coal/Grain Chute; & Tarp; 22.5 Tires; Alum./Steel Wheels; 263" WB; Tri-Axle; 20,000# F/A; 46,000# R/A; Good Running Dump Truck w/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; 7500 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 C5000:** 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; 342,759 Miles; Stk. #5609cc - **\$39,900**



**2012 WESTERN STAR 4900SA:** DD15 Detroit 560 HP; 18-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 1/4 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**



**2005 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" Frame Behind Cab; 148" CT; 103,479 Miles; Stk. #5583 - **\$59,900**



**2012 FREIGHTLINER CASCADIA:** Clean, Good Running Truck w/72" Raised Roof Condo; Air Ride; 228" WB; 10-Spd. Manual Trans.; Engine Brake; Steel Wheels; Tandem Axle; Air Side 5th Wheel; Stk. #4932



**2002 INTERNATIONAL 4900:** 300 HP International DT530; 10-Spd.; 19" 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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# Winter Safety Reminders

By: Libby Eiholzer

With the harvest season behind us, now is a good time to review your farm's safety practices. The Occupational Safety and Health Administration Dairy Local Emphasis Program (OSHA LEP) in NY officially ended in September, but it is possible that it will be renewed. This would mean another year of surprise OSHA safety inspections on dairy farms in the state. As a reminder, farms with 11 or more non-family employees or that have a labor camp are subject to OSHA regulations.

When the LEP was first announced, farmers did a great job of updating their safety policies and practices in order to be in compliance with OSHA. Routine updates are necessary in order to stay in compliance. Whether or not your farm is subject to OSHA regulations, making it a safe place to work should be a top priority. Here are a few tips to help you improve your farm's safety program:

**Safety Signage:** Wear and tear may make signs illegible after a few years. You should also consider whether you have made any changes that require new signage.

**Safety Data Sheets & Chemical Inventory:** Have you changed any of your chemicals in the past few years, perhaps teat dip or detergent? Make sure your inventory list is up to date, and that you have the SDS for each chemical on your list. You may also want to make sure that all of your SDS actually say Safety Data Sheet, and not Material Safety Data Sheet. The MSDS format is now out of date.

**Personal Protective Equipment:** Check your supplies to make sure that you have on hand the necessary protective equipment for the materials being used. If you have new chemicals, double check the SDS to see what personal protective equipment is required.

**First Aid:** Inspect your first aid kit(s) to see if you need to buy any new supplies. If you have an eye wash station, check that it works and is full and



*Winter is a great time to schedule your farm's annual safety training.*

*Photo source: Libby Eiholzer*

ready to use.

**Fire Extinguishers:** Make sure they are all full and ready to use.

**Safety Training:** Remember that not only is ongoing safety training required under OSHA, it's a good idea! All new hires should be trained before they start work, and your farm should conduct annual safety training with all employees. Reach out to NYCAMH for free, on-farm training.

And last but not least, **BE A GOOD EXAMPLE!** A culture of safety starts with owners, managers, and supervisors. A lot of what employees do will depend on what they see employers doing. If you practice what you preach, your employees are more likely to follow safety rules.

If you're looking for additional advice or information, NYCAMH supports farms through providing farm safety surveys, safety training, and many other resources. For full details, visit [www.nycamh.org](http://www.nycamh.org) or call 800.343.7527.



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*Presented by:*

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# 2018 Corn Congress

The Corn Congresses are right around the corner! Come and get all the latest on corn production from Cornell researchers, extension, and local industry. Visit with all of your favorite local industry representatives at the Ag. Exhibitor Tradeshow and get answers to all your questions on the latest technology and innovations!

## **GMO Free Corn Pest Management: Insects & Weeds**

*Dr. Elson Shields, Entomologist, Cornell University*

*Mike Hunter, Cornell Extension, NNY Ag Team*

## **Why is 300 bu/ac Corn the Goal when the Genetic Potential is 1000?**

*Dr. Julian Smith, President, CZO Agronomics, LLC.*

## **Using Corn Yield Data to Develop Yield Stability Zones**

*Dr. Quirine Ketterings, Nutrient Management Specialist, Cornell University*

## **How to Grow No-Till Corn in NY**

*Jim Hershey, President, PA No-Till Alliance*

## **Corn Silage Trials, so Much More than Yields**

*Joe Lawrence, Forage Specialist, Cornell CALS, PRO-DAIRY*

## **Western Bean Cutworm Resistance: Where do We Go from Here?**

*Mike Stanyard, Cornell Extension, NWNY Team*

## **DEC Recertification points & Certified Crop Advisor Credits**

Registration starts at 8:30 a.m.

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

**January 10, Quality Inn & Suites, 8250 Park Road, Batavia**

**January 11, Holiday Inn, 2468 NYS Route 414, Waterloo**

Please make reservations by contacting:

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

## **RESERVATIONS MUST BE RECEIVED BY:**

**January 3, 2018**

## **Cost:**

\$50, for those **NOT** enrolled in the NWNY Team through your local county extension office.  
(If you **do not** receive Ag Focus, the monthly team newsletter, you are **not** enrolled.)

\$35 for those enrolled in the NWNY Team.

Corn Congress brochures will be coming in the next 4-6 weeks. Watch your mailbox!!!



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# Annual Farm Business Summary & Analysis Season Is Right Around The Corner

By: John Hanchar & Joan Sinclair Petzen

## Summary

- ⇒ Sound financial planning and control are keys to successfully managing a farm business.
- ⇒ The next few months present good opportunities to evaluate your business' financial management practices.
- ⇒ The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business' financial management practices.

## Background

Winter months present farm business owners with opportunities to undertake planning efforts for the purpose of improving results. Research suggests that implementation of effective financial management practices, including annual farm business summary and analysis, key components of planning, better positions a business for success.

## Effective Farm Financial Management; Some Characteristics

Effective farm financial management emphasizes sound financial planning and control.

Financial planning is using financial information to answer the following questions.

1. Where is the business now?
2. Where do you want it to be?
3. How will you get the business to where you want it to be?

Financial planning practices include:

- generating financial statements (balance sheet, cash flow statement, and income statement)
- using results to identify strengths and weaknesses
- developing projections, including those associated with proposed changes to the farm business



Photo source: Pixabay.com

Financial control involves measuring financial condition and performance over time to determine whether or not the business is achieving desired results, and if not asking, "Why not?" to identify and implement needed changes.

As the end of the year draws near, the next few months present good opportunities to examine your business' financial management practices. As a farm business owner, you have financial objectives and goals. These direct your efforts. Do you measure the financial condition of your farm business using the balance sheet?



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Do you measure financial performance using the cash flow statement and income statement? If you don't measure financial management factors, then how do you expect to successfully manage the business toward achieving desired financial results?

The statement "If you can't, or don't measure it, then you can't manage it" with its emphasis on measuring outcomes underlies the value and need for sound financial management.

### **Cornell University's Dairy Farm Business Summary (DFBS) Program**

- The objective of the DFBS Program is to allow producers to analyze their production and financial situation, set future goals, and make sound financial decisions.
- The DFBS also allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency as well as analyses of the cropping and dairy aspects the business.

The DFBS program is a preferred financial management tool for summary and analysis for dairy farm businesses of all kinds.

### **Financial Statements for Agriculture (FISA) Program**

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to achieve an objective similar to the one above for the DFBS Program.
- In practice, FISA's ability to provide peer to peer comparisons is limited.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

### **Farm Business Summary and Analysis with the NWNY Dairy, Livestock, and Field Crops Program**

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 NWNY Dairy, Livestock, and Field Crops Program has the capacity, using the above tools, to develop valuable farm business summary and analysis. The NWNY 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.

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# What We Know That Isn't So

By: Jerry Bertoldo

There are lots of examples of common beliefs, traditions and actions based on oral accounts passed down through generations along with anecdotal “evidence” that we hang our hats on. Often a neighbor’s success in using some product or technology carries more weight than the proof found by some researcher looking at many times the animal numbers, acreage or variables and who sorts out coincidence and eliminates confounding factors that skew the results of an experiment. Even information that has been used by animal health professionals over the years drifts off the mark as new information becomes available.

Here are a few “truths” that need a second glance for those of us in animal agriculture, particularly dairy.

*“With written protocols, training of employees and regular interaction with the vet, there is very good assessment, prevention and treatment of diseases in the herd.”*

Studies in the medical world have shown that around 90% of cases are misdiagnosed. This number does increase a few points for specialists and second opinions, however 60,000 to 80,000 people die annually as a result of incorrect diagnosis of their problem. On the dairy where diagnostic capabilities are minimal by comparison, the level of training for those involved in health care is far less, communication is less rigid and the attending veterinarian does not see the majority of sick animals, what might we expect as far as a percentage of correct diagnoses and selection of effective treatments?

*“We vaccinate for that so it should not be what is causing our problem.”*

It has been estimated that only 85% of administered vaccines (particularly injected ones) at any one time promote the intended immune response in dairy cattle. This is a compelling reason for using boosters. Failure may be associated with individual genetics,

incorrect site of administration and dose or coincidental stresses such as extreme heat, weaning, dehorning, calving or

ongoing infection. Some troublesome bacteria like Salmonella have several distinct species within the group. There is not one vaccine that can protect against all of them. There are variations in strains and serotypes from mutations and/or antibiotic resistance development in many pathogens. These variations may be different enough from the organism used to make the vaccine resulting in poor protection.

*“If you give more of the antibiotic for longer you can get better results than following the label.”*

While under dosing is not a good idea, “more is better” does not prove to be a winner most of the time. Besides the risk of antibiotic residues by off label dosing, some antibiotics may achieve higher target tissues concentration with dehydration anyway. Some do not achieve effective levels where toxemia exists or there is severe inflammation in targeted organs and tissues. Keep in mind drug trials for FDA approval are conducted on healthy animals. If the target bacteria is not sensitive to the antibiotic, increased dosing will achieve nothing but extra cost and withholding time. Choosing the class of antibiotic for the pathogen suspected or known by diagnostics is important. Sampling for lab submission to identify viral or bacterial causes, getting a diagnosis and antibiotic sensitivity is too often ignored.

*“Probiotics, essential oils and yeast supplements are just foo-foo dust that can't possibly do what antibiotics can. Along with herbal concoctions that stuff is for organic people who aren't allowed to use real medicines.”*





The relatively recent interest in the gut microbiome or “the totality of microorganisms and their collective genetic material present in the intestinal tract” is shedding light on what these “natural” products might do for not only intestinal health, but the overall immune function of animals and humans. Field trials now have shown that such feed additives can stand toe to toe with preventative levels of antibiotics in commercial animals operations. The complexity of the interaction between nutrition, environment and metabolic status is only in the early stages of being understood. It must be remembered that even today’s medicines find 40% of their origins in botanical compounds. What’s old may be new again.

We must be prepared for significant paradigm shifts in the area of maintaining health and disease prevention. Folklore, myths and “management in a bottle” all tend to be comforting and part of our culture. These things do not bow out quietly for most of us.

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## **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>
- 7 ***"Navigating the Ag Labor Maze"***, 11:30 a.m. - 4:00 p.m., NYS Agriculture Experiment Station, Jordan Hall, 630 W. North Street, Geneva. An optional H2-A session from 4:00 p.m. - 5:00 p.m., Cost: \$20 per person, Register on-line at: [https://reg.cce.cornell.edu/LaborMaze\\_232](https://reg.cce.cornell.edu/LaborMaze_232) or by calling Nancy Anderson at: 585-394-3977 x427.
- 12-14 ***Anaerobic Digestion Shortcourse,*** Cornell University, Morrison Hall, 48 Judd Falls Road, Ithaca. For details see page: 9
- 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
- 20 ***Western NY Soil Health Workshop & Annual Meeting,*** Quality Inn & Suites, 8250 Park Road, Batavia. For more details & registration, visit: [www.wnysoilhealth.com](http://www.wnysoilhealth.com).

## **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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