



Do You Have a Tender Loving Care Newborn Group?

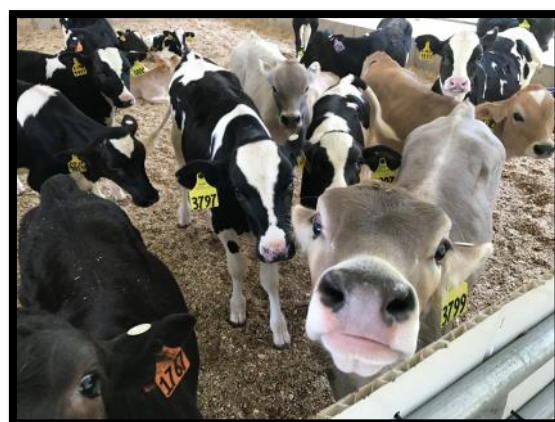
By: Jerry Bertoldo, DVM

Winter shows us some of the opportunities in the world of baby dairy calf care. It affects all calves, but of particular concern is the dystocia calf, ones that get shorted on colostrum (volume or quality) or those born “early” outside of a designated calving area. There has not been a widespread effort to treat “stressed” newborns differently than their “according to plan” friends.

Many farms will note calving related problems on paper or in Dairy Comp for the benefit of calf care folks. How does this information translate to action items for these less than fortunate youngsters? Often times it is a reminder to respond to the first signs of problems aggressively with antibiotics and supportive treatments. Is this the wisest proactive approach?

Think about the following points for newborn calves:

- Calves are born without antibodies against the common disease causing viruses and bacteria that they will see within minutes of birth.
- For calves with a calving difficulty score of 3 out of 5 or worse - 25% will die within 48 hrs., 3.8 X as many become ill and 4.5 X as many will die as compared to normal births. 60% of heifer deaths by 6 months are from births with



dystocia scores of 3 or greater.

- 1 out of 7 calves born with a dystocia score of 3 or greater will have a broken rib causing pain, reduced activity, desire to eat and resistance to disease.

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Mission Statement

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

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

- Calves have little body fat as compared to other animals. Their internal energy reserves will last less than a day in warmer weather (over 60°F).
- Cold weather will deplete fat reserves in several hours without prompt consumption of nutrient rich colostrum.
- When a calf's core body temperature falls below 101°F for more than 1 hour, it will not absorb colostrum antibodies (IgG's) very well. Additionally, their immune system development is hampered.
- The first thing in a calf's mouth after being born gets to enter the blood stream rather easily in the first 12 hours of life whether a bacteria, nutrient or IgG.
- Calves less than 3 weeks of age need extra energy to stay warm when temperatures fall below 60°F. This doubles below 40°F. Wind, damp and manure caked hair coats make the need even greater.
- Meeting energy and protein needs to stay warm, grow and fuel the immune system makes 2X feeding of milk or milk replacer in the proper amount difficult on the digestive tract.
- 3X feeding with even spacing between meals is a management challenge, but works wonders as compared to 2X and even an additional 3rd feeding in the afternoon.

To get the jump on illness, calves need reduced stress, low bacteria exposure (manure meals!), dry and warm bedding and high feeding rates in the winter. Yes, it is expensive, but this is the future of the herd! Calves that had a difficult birth, were born in manure, received poor or dirty colostrum or had early navel contamination before dipping are in a special needs group. They require more attention than usual if they are to stay alive and become productive adults.

Consider these practices for high risk calves:

- Makes sure calf care people know who these calves are by identifying these with colored tape, crayon marks, collars or zip ties on ear tags.

- Check navels on Day 2 looking for wet and especially swollen stumps. Treat with antibiotics early and check periodically.
- Use vitamin/mineral supplementation (preferably injectable) such as Vitamin B complex, Vitamin A&D, Vitamin E, selenium and iron dextran to boost the immune systems and metabolic functions.
- Use preventative antibiotics selected based on baby calf disease history, diagnostics and the individual calf status.
- Use intranasal and oral vaccines or oral antibody products on Day 1 if indicated.
- Feed poorer quality colostrum or "fresh milk" for a few days after Day 1 for the extra nutrition and beneficial health benefits. Make sure the bacteria count is low in any of these!
- Put calf jackets on these calves earlier than you would for ones with no issues.

Calves that come into this world with a hard pull - or push - have a decided handicap in any weather. The dystocia calves of winter have an even tougher path to survival, health and growth. Give them a hand and a fair shot at seeing the dog days of summer!

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Training Resource Corner- Calving Assistance

By: Libby Eiholzer

Why it's Important: Assisting cows during calving used to be a job saved for the herd veterinarian. Today, most employees that help with cow care are expected to be able to monitor pre-fresh cows and intervene when necessary during calving. Those that are not properly trained can cause more harm than good. While experience is truly the best teacher, a solid understanding of the stages of calving and proper steps to assist is important knowledge for anyone that sets foot in the calving pen.

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

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

- ♦ **Genex Obstetrics (Assisted Calving) Video** <http://genex.crinet.com/page290/DairyHerdsmanVideos>

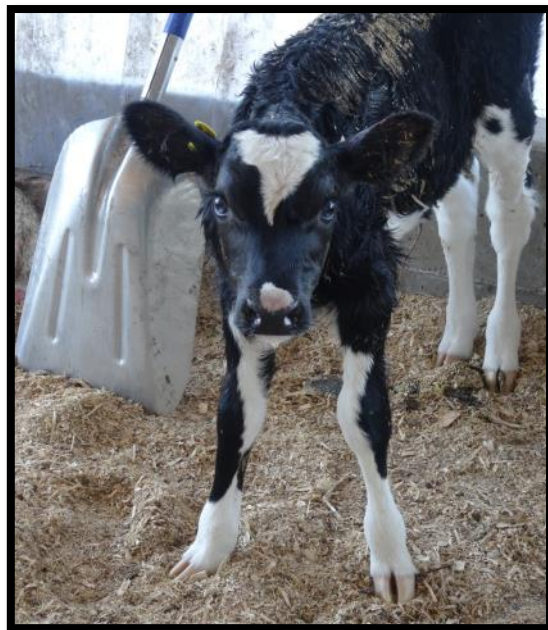
Part of a larger series of videos for dairy herdsman, the Obstetrics video is one of the most thorough training tools out there on calving assistance. Narrated by a veterinarian, it includes topics like how to determine the stage of cervical dilation, making the decision to intervene, and how to use a calf jack. Available in English and Spanish.

- ♦ **Iowa State Extension-** <https://store.extension.iastate.edu/product/14540>

A bulletin explaining the three stages of calving and discussing “just in time” calving management. It also includes illustrations of normal and abnormal calving presentations. English only.

- ♦ **Progressive Dairy Solutions-** <http://www.progressivedairysolutions.com/training-calving.html>

This 20 minute video provides a thorough overview of calving assistance. The second half provides some especially useful demonstrations on correcting abnormal presentations. English only.



A healthy live calf is the goal of every calving.

Photo Source: Libby Eiholzer

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- ♦ **University of Wisconsin Extension-** <https://www.youtube.com/playlist?list=PLc2Qc-QSDxxiO24JyZ2VQvv-URHURUCvb>

Two short videos demonstrate applying chains to feet and legs and properly snaring a calf's head. English and Spanish.

Ask Extension...

How Do I Expand My Meat Marketing?

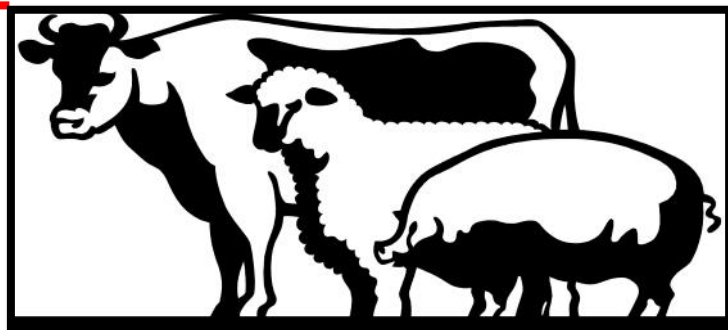
By: Nancy Glazier

I have recently been asked this question by several farms with different species. There is no quick and easy answer. Since my February 2017 article on wholesale beef marketing, two of the markets have disappeared. There is volatility/uncertainty in some markets, so be prepared. Now that winter is here spend some time planning and strategizing.

Some pointers to think about as you expand. My mantra is, quality, consistent, product. Do you have a quality product? Is it seasonal or available year round? Many outlets are looking for a steady supply. You could possibly find a seasonal outlet. Or, you may need to alter your current breeding strategies to meet their needs.

Develop your own marketing strategy; what works for your neighbor may not work for you. You will need to toot your own horn. The big question: What sets you apart from the rest of the producers of your product? What claims will your customer care about the most? It might be wise to target more than one outlet so your proverbial eggs are not all in one basket.

Your farm enterprise should be treated like a business. If you run a vertically integrated farm, you should break out each phase of production to analyze your costs. This will help you decide where you are making or not making money – at raising baby animals, growing or backgrounding, or finishing. Maybe it would be more profitable to sell at weaning, for example. That eliminates further phases and you can



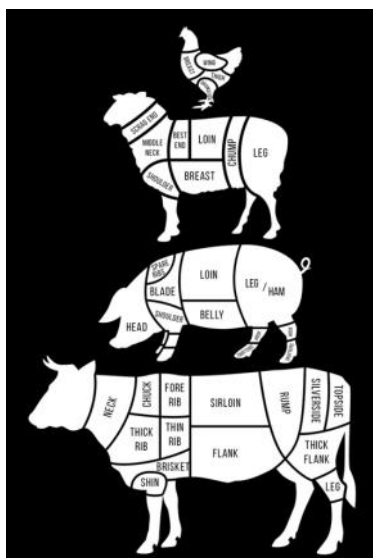
focus on what is most profitable for you.

Do you have enough product to meet the needs of a wholesale market? Meat quality is higher if not frozen but logistics can be challenging with fresh meat handling and transporting. You could possibly find a source to sell live animals. Would you be willing to 'pool' with another farm? You could work with one or several farms to get enough animals to meet the needs of the buyer. Animals would need to be similar in conformation (back to quality, consistency). This option may take extra effort and would need one person to spearhead.

Sit down at your computer and do some internet searches for using some key words like 'NY local meat', 'wholesale meat', and such. Use 'New York' or 'NY' if you want to market within the state. There are some opportunities elsewhere, though. Visit some restaurants, butcher shops, even some small grocery stores. Take some cuts with you for samples. Some stores will have frozen meat in a freezer highlighting a local farm. You might need to venture farther afield for some opportunities.

Consider working with a vegetable CSA (community supported agriculture). Some produce farms sell shares weekly, they might possibly be interested in adding meat.

To assist with stepping up your marketing there will be some workshops and conferences around the state. Check out the back cover and our website for dates and details, or contact me. Remember, marketing is an action verb!



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2002 FREIGHTLINER FLD112: 370 HP Cummins ISM; Allison Auto. Trans.; Tandem Axle; 4.30 Ratio; 315/80R22.5 Tires; All Steel Wheels; 17' WB; 18,000# F/A; 46,000# R/A; Double Frame Tractor w/Wetline System; 306,867 Miles; Stk. #5297 - \$29,900



2007 MACK GRANITE CT713: Mack 460 HP; 8LL; Tandem Axle; Engine Brake; 12,000x24 Tires; Spoke Wheels; 18,460# F/A; 65,000# R/A; 21'6"x7'x10'2" Steel Box; Heavy Haul; Off Road Truck; Triple Frame; 9,652 Hours; 42,726 Miles; Stk. #5611 - \$62,500



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



(QTY. 10) 1998-2001 MACK R888S: E7 Mack 350 HP; 8LL Trans.; In-Axle; 20" Steel Dump; 22.5 Tires; Steel Wheels; Engine Brake; 20,000# F/A; 46,000# R/A; 20,000# Lift Axle; Camelback Spring Susp.; 276" WB; 687,000 Miles; Stk. #4823 - STARTING AT \$19,500 & UP



2004 MACK GRANITE CV713: Mack 460 HP; Engine Brake; 18-Spd.; Tandem Axle; Alum. Wheels; 300" WB; 20,000# F/A; 46,000# R/A; Low Mile Double Frame Truck w/Webco WHL231C75 Crane; Cranesmart LMI; Dual Controls & 5th Wheel; 165,000 Miles; Stk. #5628 - \$54,900



2007 INTERNATIONAL 7600: 410 HP CAT C13; 10-Spd.; Alum. Wheels; 282" 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; Guller RK Vacuum System w/Full-Open Rear Hatch & Dump; 9,821 Total Hours On Truck; 213,504 Miles; Stk. #5266 - \$85,900



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; 360,024 Miles; Stk. #4563 - \$50,000



2006 PETERBILT 357: 430 HP CAT C13; Allison Automatic; Tandem Axle; Engine Brake; 6.14 Ratio; 20,000# F/A; 58,000# R/A; Triple Frame Fuel & Lub. Tank w/Borgata 2" Bed; Hose Reels; Oil Recovery System; Product Tanks; 162,700 Miles; Stk. #5644 - \$62,500



2000 MACK R888S: E7 Mack 400 HP; Engine Brake; 8LL Trans.; 22.5 Tires; Spoke Wheels; 270" WB; 20,000# F/A; 45,000# R/A; Clean, Double Frame Cab & Chassis; 18,000# Lift Axle; 19'4" Frame Behind Cab; 190" CT; 365,929 Miles; Stk. #5441 - \$26,250



2004 INTERNATIONAL 5600: 450 HP Cummins ISX Replaced In 2011; Engine Brake; Allison 4500 Auto.; Tandem Axle; 20,000# F/A; 58,000# R/A; Very Low Mile Truck w/6 Tanks, 1 Fuel, 1 Grease; Hose Reels; 50,000 Miles; Stk. #5625 - \$57,900



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



2000 MACK RD800: 400 HP Mack E7; 8LL Trans.; 24' Length Alum. Body; 2-Way Tailgate w/Coal/Gran 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



2005 WESTERN STAR 490FA: 335 HP CAT C11 Diesel; Allison Auto. Trans.; Tandem Axle; White Color; 22.5 Tires; Polished Alum. Wheels 208" WB; 20,000# F/A; 46,000# R/A; Clean, Double Frame Southern Truck; 339,146 Miles; Stk. #5321 - \$46,000



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



2007 PETERBILT 378: 475 HP CAT C15; 18-Spd.; Tandem Axle; Engine Brake; 24.5 Tires; Alum./Steel Wheels; 12,000# F/A; 46,000# Full Locking Rears; Clean Daycab w/Dual Exhaust & Air Cleaners; Air Side 5th Wheel 611,107 Miles; Stk. #5416 - \$45,500



(QTY 6+) 2005/2004/2002 PETERBILT 357: C11 CAT 305 HP; Some with Auto. & Some Manual 8LL; Tandem Axle; 22.5 Tires; Alum. Wheels; 216" WB; 22,000# F/A; 46,000# R/A; Good Running; Schwing 10.5 Cu. Yd. Mixer; 133,852 Mi.; Stk. #4905 - CALL



2005 PETERBILT 357: 370 HP CAT C11; Allison HD-4560P; 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



2009 and 2008 MACK GRANITE GU713: MP8 Mack 485 HP; 18-Spd.; Tandem Axle; Engine Brake; 8.27 Ratio; 12,000x24.5 Tires; Spoke Wheels; 250" WB; 18,460# F/A; 65,000# R/A; Heavy Spec Cab and Chassis; Triple Frame; 17' Frame Behind Cab w/Hinge Point and 150" C-T; 47,592 Miles; Stk. #4299 - \$65,900 (for 2008 Mack)



(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; 45,000# Full Locking Rears; 10 1/2 Cu. Yd. McNeilus Mixer; 19' Frame Behind Cab; 152" CT; 139,840 Miles; Stk. #5580/5581/5582 - \$44,900 EACH



2012 FREIGHTLINER SD12 CORONADO DAYCAB: 455+ HP Detroit Diesel DD15; Engine Brake; 8LL Manual Trans.; 169" WB; 13,200# F/A; 46,000# R/A On Hendrickson HN Spring Ride; 64,000 Miles; Stk. #5072 - CALL



2006 FREIGHTLINER FLD120: 14L Detroit 515 HP; 8LL Trans.; Tandem Axle; Engine Brake; 4.30 Ratio; 22.5 Tires; Alum./Steel Wheels; 191" WB; 14,600# F/A; 46,000# Full Locking Rears; Dual Exhaust and Air Cleaners; 426,238 Miles; Stk. #4801 - \$32,500



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 Slide 5th Wheel; Stk. #4932

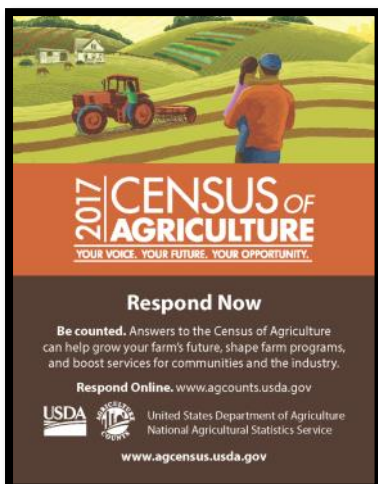


2006 PETERBILT 357: 485 HP Cummins ISM; 8LL Trans.; Tandem Axle; Engine Brake; 5.38 Ratio; 22.5 Tires; Alum./Steel Wheels; 282" WB; 20,000# F/A; 44,000# Full Locking Rears; Very Clean, Double Frame Chassis w/218" Frame Behind Cab; 198" CT; Rear Engine PTO; 106,867 Miles; Stk. #5265 - \$55,500

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In December farmers and ranchers across the nation received the 2017 Census of Agriculture.

Producers can mail in their completed census form, or respond online via the improved web questionnaire. The online questionnaire has been revised

extensively to make it more convenient for producers. Conducted once every five years, the census of agriculture is a complete count of all U.S.

farms, ranches, and those who operate them; it is the only source of uniform, comprehensive, and impartial agriculture data for every state and county in the nation. Farmers and ranchers, trade associations, government, extension educators, researchers, and many others rely on census of agriculture data when making decisions that shape American agriculture – from creating and funding farm programs to boosting services for communities and the industry. The census of agriculture is a producer's voice, future, and opportunity.

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John Wallace, Weed Scientist, Cornell University

Disease Management Issues in Wheat & Soybeans

Gary Bergstrom, Plant Pathologist, Cornell University

2017 Soybean Yield Contest Winners: How'd They Do It!

Mike Stanyard, Cornell Extension, NWNy Team

Dicamba Tolerant Beans: Learning from the Past, Looking Forward to the Future

Dustin Lewis, District Manager, BASF Crop Protection

Intersection of Soybean Physiology & Management

Adam Gaspar, Field Agronomist, DuPont Pioneer

Industrial Hemp for Small Grain Production

Jodi Letham, Cornell Extension, NWNy Team

Small Grains Updates: Wheat & Malting Barley

Mike Stanyard, Cornell Extension, NWNy Team

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Registration starts at 8:30 a.m.

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

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February 8, Holiday Inn, 2468 NYS Route 414, Waterloo

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\$35 for those enrolled in the NWNy Team.

2018 Cow Comfort Conference

February 6 - 7

Holiday Inn

441 Electronics Parkway, Liverpool

Topics:

- ♦ The importance of maximizing cow comfort & the role of animal welfare in the dairy industry
- ♦ Preparing for the worst (animal abuse allegations & emergencies)
- ♦ Cow comfort & economics of robotic milking herds
- ♦ Cow comfort in the maternity pen
- ♦ Cow cooling vs. barn ventilation

Speakers:

- ♦ Dr. Katy Proudfoot, Ohio State University
- ♦ Dr. Trevor DeVries, University of Guelph

♦ Jason Karszes, Cornell University

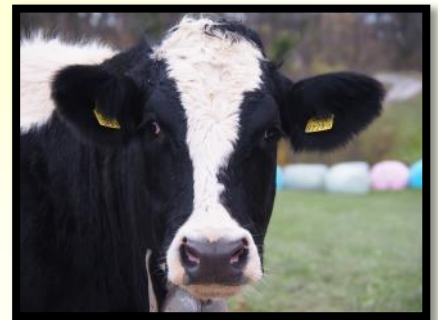
♦ Curt Gooch, Cornell University

For more details and registration, visit:

https://ncrat.cce.cornell.edu/event_preregistration.php?event=622

Questions ????

Contact: Tatum Langworthy at: 315-788-8450 or tlm92@cornell.edu



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Farm Shops – Part 3

By: Timothy X. Terry

Regional Strategic Planning Specialist, Harvest NY

Last month I wrote about floors, doors, and more in farm shops. This month I'll try to wrap it up with heating, insulation, and security.

Buddy, It's Cold Out There

Living in western NY you learn to expect that from November to March it's going to be bitter cold from time to time – remember February 2015? The repair and maintenance of equipment usually requires fine motor skills -- something that can't be accomplished while wearing insulated gloves -- so a heated shop is an essential.

Many shop owners prefer in-floor radiant heat because it provides a steady, even heat throughout the building while minimizing the chance of blowing dust or toxic fumes around the workspace. This system is best for a shop in constant use. It is not one that you'd turn on for half an hour, or even half a day and expect the space to warm up. The thermal mass of the concrete is just too great to work in short intervals.

Finer Points: Radiant Heat

Chose an expanded polystyrene (EPS) foam underlayment rated for commercial use. This will have a compression rating of 40-45 psi (residential grade is 28-30 psi). Many offer a studded upper surface that readily accepts PEX tubing thereby eliminating the need to tie it to the steel reinforcing grid. Moreover, this locates the tubing that much lower in the slab so it's less likely to be damaged when saw-cutting the slab control joints. Layout the tubing in several zones. That way if something happens in a particular area you won't have to shut down the entire system in order to make repairs.

Wood-, gas-, or oil- (fuel, waste) fired boilers serve as the heat source. A passive solar system may be able to provide additional heat to the system and reduce the need for the first three.

Alternatively, heat pumps, infrared heaters, and forced air furnaces may be used. The sizing of each

of these systems is determined by the shop size, frequency of use (daily, intermittently), and how often large doors will be opened and closed. A rule-of-thumb for sizing these systems is 50 BTU/ hour/ ft² of area. Mounting forced air furnaces and fans on the ceiling aids in circulation and prevents warm air from stagnating high above the workspace. Power-vented and condensing heaters are more efficient than natural draft heaters. Unvented LP heaters, commonly used in livestock facilities, should never be used inside the shop as there is potential for a dangerous buildup of carbon monoxide.

Keep the Heat In...

Minimum recommended R-values for insulating a shop are: walls – 20, ceiling – 38, and doors – 11. This equates to 6", 12", and 4" thick fiberglass batt. Another option is sprayed-on, closed-cell foam which can achieve much higher R-values with less material. In any case, a 6-mil polyethylene vapor barrier should be placed between the insulation and your chosen interior finish (steel, OSB, FRP). Vapor barrier seams should be tuck-rolled and taped (ask your local seamstress how to do a flat felled seam).

...Keep Intruders Out

As the price for scrap, especially copper and brass, increases so does the likelihood of theft of things easily taken and sold – hand tools, small power tools, and air compressors. With many farmers busy in the fields or working a second off-farm job these thefts are taking place in broad daylight.

Start with the inexpensive "No Trespassing" sign. Add to this some "Under Surveillance" stickers. While it may not be quite true, it may give some would-be thieves pause. Motion activated lighting further reinforces the deterrence.

Install sturdy locks on doors and sliding windows. Replace exterior push button overhead door controllers with coded ones. This prevents just anyone from opening the large doors and the code can be easily changed if you have a high employee turnover rate. Electronic codes also prevent unwarranted key duplication.

Keep equipment keys in a lock box not in the vehicles themselves. Again, this box should have an electronic code that be easily changed. The same can be said for tool boxes – limits access to only those who are supposed to be using the tools.

Install lockable fuel caps on machinery and bulk fuel tanks. Wire electric fuel dispensing pumps to a switch located *inside* the shop. Flip the switch to “Off” at night or when the farmstead is likely to be vacant.

If you opt for a security system – cameras, alarms, etc. – check with your insurance carrier for possible discounts. Trim weeds, bushes, etc. around the

building to prevent thieves from hiding from the cameras.

If the shop can be accessed from a remote driveway (side road) consider installing a driveway alarm. These are usually inexpensive, easily installed, and can alert people in the house, office, or other part of the farmstead that someone is approaching the shop.

As a final precaution, take inventory of all the equipment and tools. Documentation should include photos and/or video, model numbers, descriptions, and any other identifying marks. This information should be kept in a locking, fire-proof safe.

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What Do New York Corn Fields Really Yield?

The Case for Using Yield Monitors

By: Quirine Ketterings, Karl Czymmek, Tulsi Kharel, & Sheryl Swink, Nutrient Management Spear Program and PRODAIRY, Cornell University

Corn silage and grain yields have steadily increased since World War II with a slightly greater increase per year for corn grain than for corn silage, possibly reflecting an emphasis on corn grain improvement by plant breeders in the past decades.

With an increase in yield comes the question: has the ability of improved crop varieties to explore the soil for nutrients kept up with higher yield or do we need to supply more N fertilizer to meet N needs? Further, we need to look at what differences in field traits (within and between) affect yield beyond the hybrid selected and the N fertilizer or manure that was applied. Nationwide evaluation of N use shows that overall, farmers are using the same average fertilizer N rates even while yields have been increasing. Does that hold true for New York State?

Before we can answer these questions, we need to know the actual yield levels for corn grown for grain and also for corn grown and harvested for silage. We also need to know how stable yields are from year to year as fields that deliver stable yield results will likely require different management from fields that yield low one year and high the next, depending on the growing season.

With a growing number of choppers joining the fleet of combines with yield monitors, and a standardized procedure for yield monitor data cleaning and processing, we now have the opportunity to summarize large yield datasets to help update several important issues: these include the ability to generate an updated general yield potential database, the opportunity for farms to develop and maintain their own yield potential database, and the ability to more quickly test if higher yielding fields, zones within fields, or specific varieties need higher N applications to meet or exceed potentials.

It is important to emphasize that when working with yield monitor data, the first requirement is to make sure yield monitors are calibrated each year. This is an area that could benefit from greater attention on some farms. Even with well-calibrated equipment, yield data from monitors will need to be combed for obvious errors through a cleaning process. In some fields, data cleaning changed the reported yield by more than 5 tons of corn silage per acre. To ensure we use the best possible data, data cleaning protocols developed recently for both grain and silage data to fairly quickly check and clean data at the whole farm level. A manual that will help producers or consulting companies do this will be released in early 2018.

With this new data cleaning process, the Nutrient Management Spear Program in partnership with farmers and consulting firms, is now analyzing data from test farms located in Northern New York (through a grant supported by the Northern New York Agriculture Development Program). The hope is to expand this beyond the farmers involved right now in the coming months and to create a statewide database for corn grain yield and for corn silage yields per soil type. Once that comes in and get processed and added to the database, we can group yield data per soil type and create yield frequency histograms (Figure 1). These type of histograms show the range of yields and how many fields with this soil type provided a certain yield. For example, in the case of the Swanton soil shown in Figure 1 (N=93), the average yield was 19.4 tons/acre while 12 fields out of 93 yielded more than 22.5 tons/acre and one field averaged 24 tons/acre (maximum reported). These histograms allow for determination of means, medians, range of most common yields and can help identify the average yield of the 15-25% highest yielding fields (or areas with fields) that can be used to update the Yield Potential database that is the foundation for the basic N guidelines.

Stay tuned for further updates! A call for participating will be shared with farmers and farm advisors as funding to proceed at a larger scale is granted. The protocols for data sharing are available through the NMSP website (<http://nmsp.cals.cornell.edu/NYOnFarmResearchPartnership/YieldDatabase.html>). The data-processing protocol will be added to this page once completed.

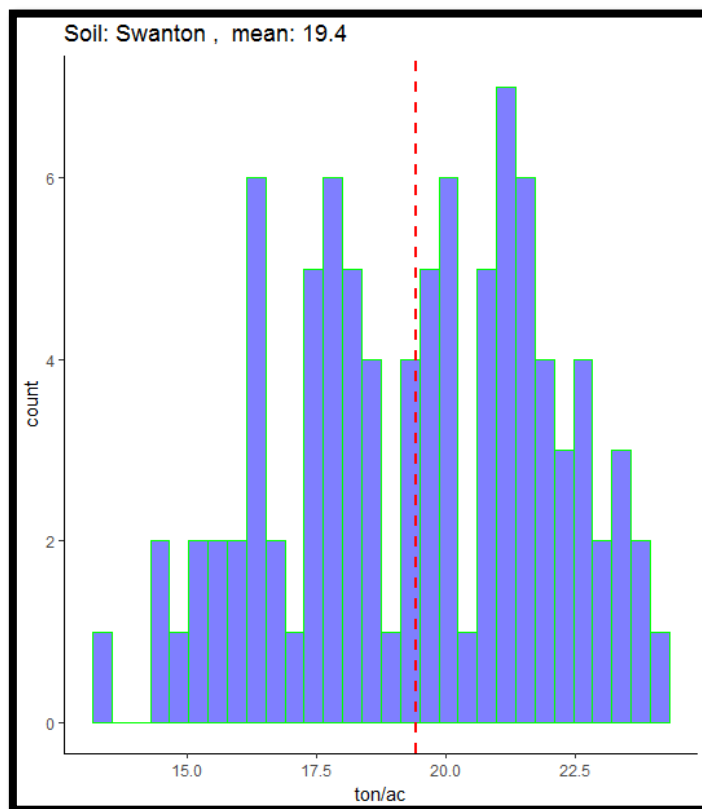


Figure 1: Histogram of yields of Swanton soils (N=93) in Northern New York. Summary statistics: mean = 19.2 tons/acre, standard deviation = 2.6 tons/acre, median, min and max are 19.7, 13.2, and 24.0 tons/acre).



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January 24, 2018

9:00 am – 3:00 pm

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You will Learn:

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- About the legal issues surrounding asset preservation in estate and transfer planning
- Communication tactics to use for building strong working relationships across the generations
- Meet people who can help you develop an estate and/or succession plan that fits your farm

Topics:

- Preserving Farm Assets for Future Generations
- Legal Issues to Address in Estate and Farm Business Succession Planning
- Communicating to Build and Strengthen Working Relationships

Speakers:

- Timothy Moag; Freed, Maxick and Battaglia, CPAs PC
- Steven Walker; Scolaro, Fetter, Grizanti, McGough & King, PC, Attorneys & Counselors at Law
- Erica, Leubner, MSW, NY FarmNet Farm Family Consultant

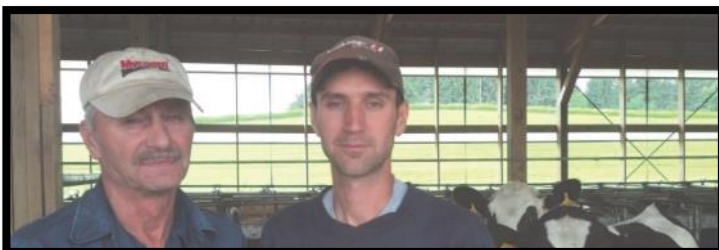
For registration information go to: <https://nwnyteam.cce.cornell.edu/events.php> or contact Lisa Aures at lma96@cornell.edu or 585-786-2251. The registration fee including handouts, morning



refreshments and lunch is \$40 for the first person from a farm and \$30 for each additional person. Enrolled with the team or \$50 for the first person or \$40 for each additional person (non-enrollee).

CCE's Northwest New York Dairy, Livestock and Field Crops Team and Pro-Dairy encourage farm owner managers and potential entrants to the business to participate in this seminar for an introduction to important concepts in succession and estate planning.

A series of workshops to help participants clarify their goals, identify a planning team to assist in achieving retirement, succession or estate planning goals and learn skills for communicating your ideas to your heirs or successors will be offered following this seminar. Look for details in the February "Ag Focus".





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Corn Congress

REMINDER.....

January 10, Quality Inn & Suites, Batavia
January 11, Holiday Inn, Waterloo

To view the agenda and register go to:

https://nwnyteam.cce.cornell.edu/index_real.php

Upcoming Speakers:

Dr. J. Julian Smith is currently President and Co-Founder of CZO Agronomics, a global consulting group devoted to technical advisory and end-to-end project management services in agribusiness and horticulture.

Jim Hershey is presently serving as President of the Pa No-Till Alliance where their mission is to promote No-Till, Cover Crops and Soil Health. He has been practicing No-Till for more than 25 years and Cover Cropping for 15 years.

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2nd Annual Forage Congress

February 28th, 10:00 a.m. - 4:00 p.m.

Genesee River Restaurant
134 N Main Street, Mt. Morris

Dynamic Harvest Scheduling

Joe Lawrence, Dairy Forage Specialist, PRO-DAIRY

Hidden Overhead Costs of Silage Production

Lawrence R. Jones, PhD, American Farm Prod., Inc.

10 Precision Feeding- What Impacts Does It Have on a Dairy Farm

Larry Eugene Chase, Cornell University

Winter Forages

Tom Kilcer, Advanced Ag Systems LLC

Nitrogen Management of Winter Cereals for Forage in Corn or Sorghum Rotations.

Sarah Lyons, Cornell University Graduate (PhD)
Student, Department of Animal Science

Yield Stability Based Management Zones; Improving Yield and Nitrogen Allocation.

Quirine M. Ketterings, Professor of Nutrient Management, Nutrient Management Spear Program (NMSPP), and Tulsi Kharel, Cornell University Postdoctoral Research Associate, Department of Animal Science.

Registration starts at 9:00 a.m.

Please make reservations by contacting:

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

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\$35, for those enrolled with the NWNy Team

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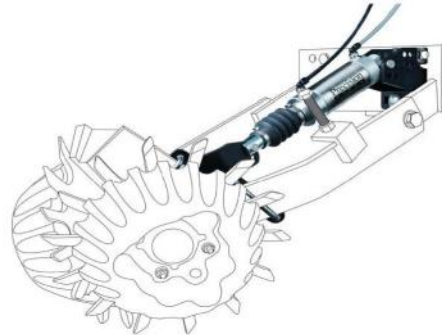
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- 10 ***WNY Corn Congress***, 10:00 a.m. - 3:30 p.m., Quality Inn & Suites, 8250 Park Road, Batavia
- 11 ***Finger Lakes Corn Congress***, 10:00 a.m. - 3:30 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 17 ***Profitable Meat Marketing w/Matt LeRoux***, CCE-Tompkins County, 7238 Ann Street, Ovid. To register, contact: Jim & Mary Farvil at 607-582-68861 or jfravil@empacc.net

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
- 6-7 ***Cow Comfort Conference***, Holiday Inn, 441 Electronics Parkway, Liverpool. For more details and registration, visit: https://ncrat.cce.cornell.edu/event_preregistration.php?event=622
- 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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