



New Weed Control Options in Winter Wheat and Barley

By: Mike Stanyard

It has always been encouraged to spray the earliest planted fields for winter annual weeds (purple deadnettle, chickweed, chamomile) in late fall. However, there are so many other things going on in the fall and your windows of opportunity for spraying can be slim to none. You never know what the weather will be like in the spring and timely weed control can be tricky. Here is an update on broadleaf and grass control products for this spring with two new products just registered in 2018.

Broadleaf Weeds. Harmony Extra and Harmony SC are still the backbone of many spray programs. Harmony Extra (Harmony + Express), controls a wider range of broadleaves and it is favored over other products because of its control of corn chamomile, wild garlic and chickweed. A recent point of concern has been the number of marestail/horseweed plants that are making it through until harvest. This may be an indication that you have an ALS resistant marestail population. Both of these products can be applied up until the flag leaf is visible (before Feeke's stage 8).

Growth regulator products like **Clarity, Banvel, MCPA and 2,4-D** are effective against many broadleaves and should take care of ALS resistant marestail. They are usually tankmixed with Harmony products for extra control of winter annuals and perennials.



Photo Source: Mike Stanyard

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Application past Feek's stage 6 (jointing) is not advised as it could lead to plant injury and yield reductions. Unfortunately, I have seen annual maretail emerge after this stage.

Huskie (Bayer Crop Science) just received a 24(c) Special Local Needs label for New York on March 2nd. It is a combination of pyrasulfotole (an active not labeled in NY yet) and two formulations of bromoxynil (ie Buctril). The SLN labeling is for maretail/horseweed control in wheat, barley, rye and triticale. Talking with Dwight Lingenfelter, Penn State weed scientist, Huskie would be best tank-mixed with Harmony Extra for complete broadleaf control. In fallow ground trials over the past two seasons, Penn State has been seeing 90-95% control of 8 inch maretail with Huskie at the highest rate. Huskie can be applied up until flag leaf emergence.

Grasses. NYS has a 24(c) Special Local Needs label for **Osprey** for control of roughstalk bluegrass and cheat in winter wheat. It expires at the end of 2018. Osprey can be applied in the fall and spring but



Photo Source: Mike Stanyard

must be applied early in the spring, prior to the jointing stage in winter wheat.

Prowl H2O can be applied to wheat and triticale in the fall and the spring but must be applied before weed seeds germinate. It is very effective on our annual grass spectrum and some of our annual broadleaves but must be applied early in the spring prior to weed emergence.

Axial XL (Syngenta) was just registered on January 12 in NYS and is labeled for the control of grasses in wheat and barley. The active ingredient is pinoxaden which is in Group 1 (ACCase mode of action). Axial can be applied to wheat and barley from the 2-leaf stage to pre-boot stage. It is labeled for Foxtail (giant, green and yellow), volunteer and wild oats, annual ryegrass, barnyardgrass and canarygrass. For optimal control, it is recommended to apply when grasses have between 1 and 5 leaves on the main stem or prior to emergence of the 3rd tiller. **THIS PRODUCT IS NOT LABELED FOR OATS!!!**

We are still advising growers not to mix your herbicide and nitrogen applications and spray separately. The leaf burning can cost us up to 10 bushels and could get worse as temperature and humidity increase.

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How to Diagnose and Manage Winter Forage Injury

By: Jodi Letham

In February and March we experienced continued cold, wet, and icy conditions, making some ground saturated and muddy. Winter snow coverage was very good in some areas without any reported crop damage. There were also some areas that experienced record highs and warmer temperatures during the latter and beginning parts of those months. The average temperature was 2 to 8 degrees above normal throughout the state. There has been some concern regarding geese damage in wheat fields and winter forage injury with the temperature fluctuations.

Winter damage occurs someplace in western New York every year. Being able to diagnose and manage winter damaged stands may help extend stand life and increase production. Let's briefly discuss how to diagnose and manage winter damaged alfalfa.

Diagnosing Winter Injury

Slow Green Up

One of the most evident effects of winter injury is that stands are slow to green up. If other fields in the area are starting to grow and yours are still brown, it's time to check those stands for injury.

Asymmetrical Growth

Buds for spring growth are formed during the previous fall. If parts of an alfalfa root are killed and others are not, only the living portion of the crown will give rise to new shoots resulting in a crown with shoots on only one side or asymmetrical growth.

Uneven Growth

During winter, some buds on a plant crown may be killed and others may not. The uninjured buds will start to grow early while the injured buds must be replaced by new buds formed in the spring. This results in shoots of different height on the same plant, with the shoots from buds formed in the spring being several inches shorter than the shoots arising from fall buds.

Root Problems

Perhaps the best way to diagnose winter injury is by digging up plants and examining roots. Healthy roots should be firm and white in color with little evidence



Photo Source: University of Nebraska

of root rot. Winter injured roots have a gray, water soaked appearance and/ or brown discoloration due to root rot. If the root is soft and water can be easily squeezed from the root, it is most likely winter killed. If the root is still firm but showing signs of rot it may still produce, depending on the extent of injury. Typically if over 50% of the root is damaged, the plant will most likely die that year. If less than 50% is injured the plant will likely survive for 1 or maybe 2 years depending on management and subsequent winter.

Managing Winter Injured Stands

Winter injured stands required different management than healthy stands if they are to stay in production for 1 or more seasons. If winter injury is evident consider the following:

Density (Stems/ft ²)	Action
Over 55	Stem Density Not Limiting Yet
40-55	Stem Density Limiting Yield Potential
Under 40	Stem Density Severely Limiting Yield. Consider Replacing

- Determine yield potential
- Potential yield of an alfalfa stand may be estimated by determining the number of stems in a square foot area. Once stem numbers are determined use the following formula to calculate yield potential of that stand:

$$\text{Yield (tons/acre)} = (\text{Stems/ ft}^2 \times 0.1) + 0.38$$

- Remember that formula predicts **potential yield** and that several other factors such as soil factors, nutrient deficiency, insects, disease etc... can affect the actual yield.

Allow Plants to Mature Longer Before Cutting.

By allowing plants to mature to early, mid or even full bloom you are helping the plants restore needed carbohydrates for subsequent production. How long and during which cutting depends on the extent of winter injury. For severely injured stands, allow plants to go to nearly full bloom in first cut and to early flower in subsequent cuttings. This will give these stands the best chance at survival. Stands with less injury could be harvested somewhat earlier depending on the extent of injury. Stands with only mild injury could be allowed to go to 10 to 25% bloom at some time during the season. It may be best to choose second or third cutting with these stands as first cut is usually the highest quality or largest.

Increase cutting height: Increasing cutting height is particularly important when allowing plants to flower before cutting. At this point, new shoots may be forming at the base of the plant and it is important not to remove them as it will further weaken the plant because it will then have to produce new ones.

Fertilize: It is important to adequately fertilize winter injured stands. Soil test and apply recommended fertilizer prior to first cutting if possible.

Weed Control: Herbicide application to control weed competition will help the stand by eliminating weeds which compete for moisture, light and nutrients.



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Energy Efficiency Can Enhance Your Farm's Bottom Line

By Joan Sinclair Petzen

Technology change on the energy frontier is making it possible for businesses, including farms, to use less energy in their daily operations. There are also incentives for implementing clean energy projects at the individual business or enterprise level.

Agricultural Energy Audits

NYSERDA offers an agricultural energy audit program: <https://www.nyserda.ny.gov/All-Programs/Programs/Agriculture-Energy-Audit>. During the audit, a technician visits your farm business and develops a list of all the energy installations on the farm. They inventory the motors, light fixtures, compressors and more. Once the inventory is complete, they review the energy consumption by each component of your farm systems. Following their site visit, they provide a list your systems including an estimate of how much energy each uses and a recommendation of available energy efficient replacement components. This information can be used to prioritize future investments or replacements of your farm systems.

Utility Incentives and Rebates

Throughout the region customers of National Grid, New York State Electric and Gas (NYSEG) or Rochester Gas and Electric (RG&E) pay a Systems Benefit Charge (SBC) on their utility bills. These charges fund programs for enhancing energy efficiency through NYSERDA. Each of these utilities offers a rebate or incentive program for installation of energy efficient equipment or replacement with more efficient equipment. To take advantage of these rebates, the project must be approved in advance of installation.

Utility Contacts for Rebate Programs

National Grid, <https://us.ournationalgrid.com/news-article/farm-of-the-future/>,

Jay Snyder, 716-517-5515,
john.snyderjr@nationalgrid.com

NYSEG/RG&E, <http://www.nyseg.com/Energyefficiencyprograms> or

<http://www.rge.com/Energyefficiencyprograms>,
JTConeybear, 888-316-8023,
<mailto:cienergysavings@franklinenergy.com>

Funding Clean Energy Projects

The Energize NY PACE Financing Program, <http://commercial.energizeny.org/energize-ny-finance> can be used by businesses in Clean Energy Communities to fund up to 100% of the cost of a clean energy project. Businesses then repay the financed portion of a project through an annual charge on their property tax bill with very attractive financing terms. If you are thinking about a solar or wind installation to generate clean power for your farm, PACE financing might help you to pay for the project as it generates cash flow for your business.

Efficient energy systems can help farms to reduce their cost of operations. Explore the options available for your business to update its equipment with more energy efficient alternatives with funds you have already contributed through the SBC on your utility bill.



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Outdoor Pig Production: Can it Be Called Pasture Production?

By: Nancy Glazier

The answer is yes, with good management. I've had a few calls recently regarding outdoor production. I can't cover all the details in a phone call, but can attempt an overview in an article.

Breeds The most difficult thing you can do is put production pigs into a pasture based system. These animals are ideal for growing out in barns but have a difficult time making it in the outdoors. Look for these breeds or crosses: Yorkshire (not from production system), Large Black, Gloucestershire Old Spot, Berkshire, Tamworth, or Hampshire. Another suggestion is some of the hybrids which have been developed for pasture production. Beware of the sun with the light skinned breeds. They will sunburn.

Fence Electric fence is most commonly used, also woven or welded. Training needs to begin early, sometimes as early as 3-5 days of age. You'll need a secure perimeter with 2 strands polywire or tape with step in posts. One strand 6", second strand at their chin height with both electrified. You'll need a backfence to keep them off where they have grazed. They need to be kept secure, pigs and cats are the top two animals that can quickly go feral!

Rotation Pigs cannot get their full nutrition from pasture. They are simple stomached mammals, like humans. They cannot be left in the woods for summer and be expected to survive. Anyone looking to get into production needs to be environmentally conscientious and prevent runoff and erosion. Bare ground can lead to concentrated manure/ponding areas that can lead to increased parasitism and slower growth. Pigs need to be rotated when 70% of the vegetation remains. Some farms will do mob grazing, moving a group to a new paddock a few times a day. As an example, the Rodale Institute in PA raises 80 pigs a year on about 7 acres of pasture. A conservative estimate is 1 lb of pig/sq ft on perennial pastures, ¼ lb of pig/sq ft on annuals.

Pasture Plant Selection Is it perennial or annual plants in the pasture? A mix of legumes and grasses works well. Annual planting mix could be a small grain and a type of peas. Some farmers will allow the pigs to root and develop wallows in an annual crop prior to reseeding. Make sure you have tillage



Photo Source: Jason Detzel

equipment to handle ruts and rough ground, you might regret it if you don't.

Feed Pastures supplement feed, not vice versa. This is the largest cost with feeding any livestock, and they will consume more feed when raised outdoors and heritage breeds may be less efficient with feed conversion. Feed according to stage of growth. Small quantities will need to be purchased by the bag, larger quantities may gain a reduced price. Waste products, such as distillers or brewery spent grains, bakery waste, apple seconds, and vegetable scraps can be fed, but no meat! This can lead to disease transmission. NYS Ag & Markets law (Article 5 Sec. 72a) states, "...certain discarded foods are NOT considered garbage: dairy and cheese waste, including outdated foodstuffs removed from supermarkets (except meat products); outdated eggs, stale baked goods; discarded vegetables and fruit". If food waste is fed on pasture, pigs will still need some purchased feed.

Shelter This is a key piece of outdoor production; it reduces risk of sunburn in the summer and provides a place to keep them warm in the winter. In cold months they will need deep bedding. Hay works well since they will eat some of it, but they need lots to snuggle down.

Water Pigs always need a clean, constant supply of water. Use of nipple waterers works well for warmer months. Water will need to be warm in colder months.

Marketing Remember you are raising a premium meat product, so charge accordingly. Track your costs to have a handle on pricing. Your marketing should begin before early in the process.

Maximize Protein from Winter Forage and Grasses

By: Tom Kilcer,

Advanced Ag Systems' Crop Soil News

Excerpted for Ag Focus by Jodi Letham.

Winter forages are being added to more farms each year, especially triticale. The high yields and very high forage quality is of real value during this gloomy economic time on many dairy farms. High yield of high quality cannot be bought, but rather obtained through the application of management. Over the past 18 years (and still ongoing), NY Farm Viability has supported a lot of research that has indicated fall and spring nitrogen plus sulfur are critical. First, insure yourself and the money you spent on fertilizer. You are just throwing your money away if you make a nitrogen application on cold, snow covered, frozen ground, so DON'T do it! Losses were as high as 44% with an average of 26.3% loss when applied to cold or frozen surfaces. I also highly recommend adding an anti-volatilization agent even under low temperatures in the spring. In doing so this will inhibit the urease enzyme from



Photo Source: Tom Kilcer

converting the urea into ammonia which consequently could be lost. Treated urea loss was 63% less than untreated in the same field. Adding an anti-volatilization agent increases your chance of full return on your fertilizer investment.



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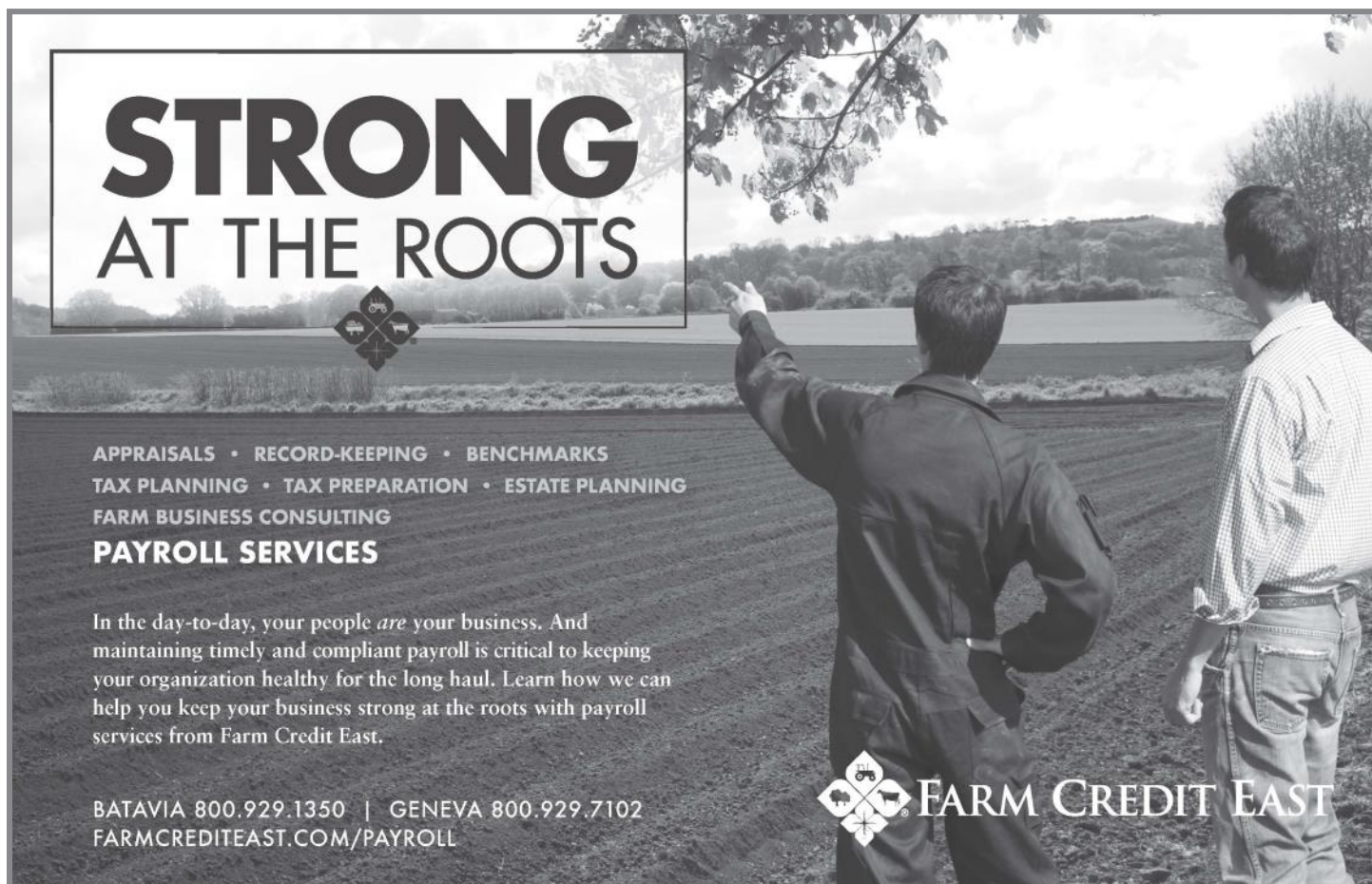
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With money being tight, you need to maximize your return on investments like fertilizer. Make sure your spreaders are accurate and calibrated correctly, especially if you've bought a new spreader or have changed from one agribusiness to another. You want to be sure the spreader that's being utilized is doing a uniform job across your field to maximize your fertilizer investment for the crop. An increasing number of farms are switching to stream bars so they can apply ammonium thiosulfate which allows for an increased nitrogen rate to be applied and increased availability to the plant with the addition of sulfur.

In order to get both yield and protein from your forage, **crops need sulfur**. Sulfur is essential for protein and enzyme synthesis within a plant. There's no longer enough atmospheric sulfur being deposited to meet the needs for crop growth and development. Early research showed that nitrogen increased crude protein levels up to a certain point, peaking at about 15 to 16%. With the addition of sulfur to the spring top-dress, or switch to fall preplant manure, the forage crude protein levels increased to 20%. If fall manure was not applied (a major on-farm sulfur source) it is highly recommended that additional

sulfur be applied. A very effective ratio is roughly 1lb. of sulfur for every 10 lbs. of nitrogen.

Multi-year research has shown that for planting on time or slightly late, some nitrogen in the fall can boost tiller production which increases spring yields. Once you get past the optimum date for planting wheat in your area, fall nitrogen starts to be a waste of money for winter forage production. What if I put a considerable amount of manure on before planting winter triticale the previous fall? Will I need to add more fertilizer or is the manure sufficient? Continue reviewing Advanced Ag Systems and Dr. Ketterings research at: <http://advancedagsys.com/wp-content/uploads/2018/03/March-2018-manure-and-N.pdf>


The advertisement features a black and white photograph of two men standing in a field, looking towards a line of trees in the distance. One man is pointing towards the trees. The text is overlaid on the left side of the image.

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How's Your Interview?

By: Timothy X. Terry

Farm Strategic Planning Specialist, Harvest NY

I do a lot of reading to stay current in my job. Let's face it, I have to! You guys really keep on my toes, and some of the problems, situations, and/or conundrums you propose are real doozies.

Anyway, I frequently read articles related to HR, or Human Resources, management, probably because this was my weakest area when I was managing farms. I especially look for those written by Liz Ryan, who is the CEO & founder of Human Workplace and the author of *Reinvention Roadmap*. Her frank, insightful, and no BS solutions are always worth the read. In a recent post (<https://www.forbes.com/sites/lizryan/2018/03/04/ten-smart-interview-questions-and-ten-painfully-dumb-ones/#223fd07f11c2>) she spelled out the 10 worst interview questions to delete and 10 smarter questions with which to replace them.

Drop

Here are the ones you'll want to drop:

1. Why do you want to work here?
2. What's your greatest weakness?
3. Where do you see yourself in five years?
4. What would your last manager say about you?
5. What are three words you would use to describe yourself? (*Only three words, are you really that shallow?*)
6. If you were a can of soup, what kind of soup would you be? (*Need I say more?*)
7. What do you bring to our team?
8. Why should we hire you?
9. Tell me about a time when you overcame a challenge.
10. How badly do you want the job?

Replace

Here are the ones you'll want to start using. Granted these were written more for the corporate world, but with a little tweaking (*see italics*) I think they can appropriately fit an agricultural situation. Not all questions will be suitable for all positions. What you ask for an entry level position will not be the same as the ones for middle management.

1. What have you learned about our company

(*farm*) so far? (*May only be a fair question if you have a social media presence*).

2. Here's a quick description of the role. How do you think this job will be similar to other jobs you've held?
3. Here's what we're dealing with in the department (*crop, calf, heifer, etc. enterprise*). (Explain.) What are your thoughts about our 2018 challenges and opportunities?
4. What can I tell you about the role, the team, the company (*farm*) or the industry that will help you understand what the job is all about?
5. Here's a typical day on the job. (Explain.) What parts of the position sound like they'd be most challenging? How would you overcome those challenges?
6. Here's the biggest project you'd take on in this role in the first few months. (Explain.) How would you approach that project?
7. I'd love to hear a story from one of your past jobs that illustrates how you show up at work. Tell me a story about a situation where you were in your glory, doing what you love to do and making a positive difference.
8. How does this job move your career forward? What does it give you that you didn't already have?
9. What do you imagine will be the highest priorities for the person in this job, in their first few months?
10. If you were offered and accepted this position, how would you step into the role? What would your 'attack plan' be?

I realize that in this current economic state you're probably more concerned about how to keep your head above water than how to ramp up your interview skills. However, labor is a significant expense in ANY business and a crew can make or break a farm operation.

If you're not attracting and landing the type of employees you'd like maybe it's because you're asking the wrong questions, or not enough of the right ones. Remember, an interview should be more of a conversation than a Q&A. The more you can get a candidate talking the more you'll find out about the real person behind the application.

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2006 PETERBILT 378: C15 Cat 475 HP; 18-Spd.; Tandem Axle; Engine Brake; 24.5 Tires; Alum. Wheels; 138" WB; 20,000# F/A; 46,000# Full Locking R/A; Double Frame; 14" Steel Body; TarP; Hitch; 434,815 Mi.; Stk. #5610 - \$49,900



2002 FREIGHTLINER FLD112: 370 HP Cummins ISM; Allison Auto. Trans.; Tandem Axle; 4.89 Ratio; 315/80R22.5 Tires; All Steel Wheels; 170" WB; 18,000# F/A; 46,000# R/A; Double Frame Tractor w/Wetline System; 306,667 Miles; Stk. #5297 - \$29,900



2007 MACK GRANITE CT713: Mack 460 HP; 8LL; Tandem Axle; Engine Brake; 12.00x24 Tires; Spoke Wheels; 18,460# F/A; 65,000# R/A; 21'6"x7'x10' Steel Box; Heavy Haul; Off Road Truck; Triple Frame; 9,652 Hours; 42,726 Miles; Stk. #5611 - \$62,500



2008 MACK GRANITE GU713: Mack MP8-425; Engine Brake; Allison Auto. Trans.; 46,000# R/A; 20,000# Lift Axle; Clean, Double Frame Dump Truck w/17' Alum. Body w/TarP & Poly Liner; 223,467 Miles; Stk. #5667 - \$59,250



(QTY. 10) 1998-2001 MACK RB688S: E7 Mack 350 HP; 9LL Trans.; Tri-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.; 275" 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/Wetco WHL231C75 Crane; Cranesmart LHM; 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; Guzzler NX Vacuum System w/Fall-Open Rear Hatch & Dumps; 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; 380,024 Miles; Stk. #4553 - \$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 & Lube Truck w/Bornega 21" Bed; Hose Reels; Oil Recovery System; Product Tanks; 162,700 Miles; Stk. #5644 - \$62,500



2000 MACK RB688S: E7 Mack 400 HP; Engine Brake; 8LL Trans.; 22.5 Tires; Spoke Wheels; 270" WB; 20,000# F/A; 46,000# R/A; Clean, Double Frame Cab & Chassis; 18,000# R/A; 14" Frame Behind Cab; 190" CT; 365,928 Miles; Stk. #5441 - \$26,250



2004 INTERNATIONAL 5600: 450 HP Cummins ISX (Replaced In 2011); Engine Brake; Allison 4550 Auto.; Tandem Axle; 20,000# F/A; 58,000# R/A; Very Low Mile Truck w/8 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 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



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; 139,146 Miles; Stk. #5321 - \$46,000



2004 VOLVO VHD648200: 395 HP Volvo VED12; Engine Brake; Allison HD4560P 6-Spd. Auto. Trans.; Tandem Axle; 4.89 Ratio; 12.00x24.5 Tires; All Steel Wheels; 228" WB; 20,000# F/A; 46,000# R/A; Heavy Spec Cab w/Flange Point and 150" C-T; 17" Frame Behind Cab w/Flange Point and 150" C-T; 47,582 Miles; Stk. #2299 - \$65,900 (for 2008 Mack)



2007 PETERBILT 378: 475 HP CAT C15; 18-Spd.; Tandem Axle; Engine Brake; 24.5 Tires; Polished Alum. Wheels; 12,000# F/A; 46,000# Full Locking Reas; Clean Daycab w/Dual Exhaust & Air Cleaners; Air Slide 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 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



2009 and 2008 MACK GRANITE GU713: MP8 Mack 485 HP; 18-Spd.; Tandem Axle; Engine Brake; 8.27 Ratio; 12.00x24.5 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/Flange Point and 150" C-T; 47,582 Miles; Stk. #2299 - \$65,900 (for 2008 Mack)



(QTY. 3) 2006 OSHKOSH F2346 6X6: 320 HP Cummins ISM; Engine Brake; 5.38 Ratio; 22.5 Tires; Alum./Steel Wheels; 211" WB; 23,000# F/A; 46,000# Full Locking Reas; 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 SD122 CORONADO DAYCAB: 455+ HP Detroit Diesel DD15; Engine Brake; 8LL Manual Trans.; 180" WB; 13,200# F/A; 46,000# R/A On Hendrickson HN Spring Ride; 64,000 Miles; Stk. #5072 - CALL



2008 MACK PINNACLE CHU613: Mack MP8-485; Engine Brake; 18-Spd.; Tandem Axle; 22.5 Tires; Alum. Wheels; 240" WB; 18,000# F/A; 44,000# R/A; Very Clean Truck w/Tulsa Winch & Air Slide 5th Wheel; Will Separate Winch & Body From Chassis; 165" Frame Behind Cab; 142" CT; 359,358 Miles; Stk. #5675 - \$38,250



2006 MACK GRANITE CT713: Mack 405 HP; 8LL Trans.; Tri-Axle; Engine Brake; 22.5 Tires; Alum./Steel Wheels; 273" WB; 20,000# F/A; 46,000# R/A; Double Frame Truck w/25' Flatbed w/Sides & TarP; 20,000# Lift Axle; Will Separate Flatbed From Chassis; 280" CT; 444,783 Miles; 444,763 Miles; Stk. #5665 - \$48,500



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 Reas; Very Clean; Double Frame Chassis w/21" Frame Behind Cab; 180" CT; Ray Engine PTD; 186,867 Miles; Stk. #5265 - \$58,500

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Dairy Farming: It's a passion, but it's hard

By: Kimberley Morrill, PhD., Dairy Specialist,
North Country Regional Ag Team

Adapted for Ag Focus by Libby Eiholzer

Every day I get to work with dairy farmers, and it is the most rewarding job. I love my farmers, I love seeing them make progress, and I love seeing their dreams come to fruition. Over the last couple of years my job has shifted. We might still be working on projects and ideas for the future but more and more often I'm someone to talk to, someone to vent to, and someone to commiserate with. It is no secret that dairy farming is a stressful business and times are tough. These farmers have put everything into their businesses and their cows are part of their family. Frustrations range from current milk price to labor to consumer demands and more. Depression, exhaustion, mental illness and suicide have become topics of conversation. Farming is a stressful occupation because many of the factors that affect agricultural production are beyond the control of the producers. Emotional well-being of farmers, and their families, is often intertwined with these changes. Many people believe these topics are taboo, and shouldn't be talked about. However, we need to be talking about these issues, we need to normalize these topics and support each other.

Depression, stress, anxiety, financial worries, marital difficulties, alcohol consumption, drug and gambling addictions are on the rise. Reaching out for help is often the hardest step, but it's the most important. No one can help you if they don't know you are struggling. Reaching out can be done over a cup of coffee with a good friend, a trusted colleague or spouse. Maybe you feel more comfortable reaching out to a medical professional and for some, remaining anonymous and reaching out to a hotline may be the first step.

The U.S. suicide rate in agriculture (farmers, laborers, ranchers, fishers and lumber harvesters) is nearly 5 times that of the general population. It's suggested that rates are so much higher in agriculture because of social isolation, potential for financial losses, barriers to and unwillingness to seek mental health services, and access to lethal means.

What can you do?

- ♦ Start the discussion. Have a family or farm meeting. How is everybody doing, what are your concerns, do you have ideas you want to share? If it's easier, have people put things in writing. Work with a moderator (ask a business consultant, an Extension educator, or clergy member) to help the flow of the conversation and to prevent one person from taking over or shutting others down.
- ♦ Be a friend, a neighbor, a caring person. If you know someone who is struggling, let them know you are there for them. We all need some encouragement, someone to vent to and someone who cares about us.
- ♦ Reach out for help. FarmNet, Cornell Cooperative Extension, local clergy are all options to reach out to if you want to have a one-on-one conversation.
- ♦ If you or someone you know is suicidal or in emotional distress, contact the National Suicide Prevention Lifeline. Trained crisis workers are available to talk 24 hours a day, 7 days a week. National Suicide Prevention Lifeline, 1-800-273-TALK (8255) or Live Online Chat.

When asked why they are still farming, most farmers will tell you it's their heritage, a love of the land, a passion for working with animals, the feeling of feeding the world. Whatever it may be, farmers are one of the most honest, dedicated and caring groups of people in this world.



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Chuteside Portion: Wilmar Farm, 3532 Mote Rd., Gainesville, 14066

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BQA manuals are \$10 each.

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Contact Cathy Wallace at:

585.343.3040 x138 or cfw6@cornell.edu

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Upcoming Webinars:

Animal Welfare Considerations in Dairy System Design

April 10, 8:30 a.m. - 10:00 a.m.

Presented by:

John Tyson, Dan McFarland & Mat Haan
Penn State Extension

<https://extension.psu.edu/technology-tuesdays>

Calf & Heifer Management

April 16, 1:00 p.m. - 2:00 p.m.

Presented by:

Mat Haan & Cassie Yost
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<https://psu.zoom.us/j/393261372>



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Wednesday, May 2

Greg Halich Farm (Steuben County), 6962 County Road 2, Addison, 14801

John Burns, 8475 Morgan Creek Road, Lindley 14858

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Allen Troyer Family Organic Dairy Farm (Chenango County),

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To reserve event please contact: Jonathon Barter, Steuben SWCD at (607) 776-7398 Ext. 3 or Brett Chedzoy, Schuyler CCE at (607) 535-7161 and bjc226@cornell.edu for Steuben County workshop

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NWNY Dairy Management Specialist Position

For those of you in the dairy community who have not heard yet, Dr. Jerry Bertoldo, our dairy specialist, has decided to call it a career and retire this September. Jerry has been a fixture in the dairy industry in WNY since graduating from the Cornell Vet School in 1977. He will be writing a more detailed celebration of his career in the June "Dairy Month" issue of AgFocus.

The NWNY Dairy Management Specialist position has been posted; the posting will expire on Monday, April 30th or until the position is filled.

The links to the posting are:

Cornell Careers: http://tiny.cc/Dairy_WDR_00014141

Academic Jobs Online (AJO): <https://academicjobsonline.org/ajo/jobs/10981>

The applicants should submit their application materials via AJO (Academic Jobs Online). Please share this posting with your networks and potentially interested and qualified applicants.

Summary Statement of Purpose and Responsibilities

The Dairy Management Specialist will provide commercial dairy producers, consultants and industry representatives with the knowledge and educational resources necessary to assess production and management practices that will enhance their profitability and sustain the growth of the dairy industry in North-west New York. The Regional Dairy Specialist will lead and facilitate the extension of research findings from Cornell University, other land grant universities and agribusinesses, and work with local stakeholders to test alternative dairy management practices at the farm level. The specialist will collaborate in development and delivery of educational programs with other CCE educators, PRO Dairy statewide team, and Cornell faculty.

Spanish Wednesday Webinars | Seminarios Web en Español



Seminarios Web en Español
Manejo de Vacas Lecheras

12:30 p.m. - 1:00 p.m.

25 de abril

Martin Zincola

Monitoreo de Vacas Frescas

30 de mayo

Paula Ospina

Entrenamiento sobre Rutinas de Ordeña y Mastitis

27 de junio

Franco Francisco Leal Yepes

El Uso de Antibióticos y Vacunas

Van a presentar estos seminarios web completamente en español. No hay que registrarse. Simplemente visite el sitio en la hora <https://prodairy.cals.cornell.edu/webinars/spanish-webinars> del seminario y haga clic sobre "Join Webinar". La grabación del seminario estará disponible en el sitio después.

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Key Opportunities to Optimize 2018 Crop Production Efficiency

By: Joe Lawrence, Kitty O'Neil, Karl Czymmek & Mike Hunter

Most farms routinely concern themselves with minimizing expenses and optimizing profits from both the animal and cropping sides of the operation. To assure that cost control strategies don't undermine productivity; i.e. cost more than they save, it is a good idea to avoid risky choices and to use sound, science-based information when planning management options.

1. Use your acres efficiently

There are many fixed costs to farming an acre of land, regardless of the yield or quality harvested from it. Achieving higher yields and higher quality per acre will help control the overall cost of forage production. Focusing on meeting your forage needs on fewer acres may allow you to shed the cost of farming extra acres, or to add diversity with those extra acres with crop alternatives that will provide a better return.

When developing a cropping plan, it is important to remember that each acre has inherent limitations to its yield potential based in soil type, location, drainage, etc. Spending money on extra inputs to try to push an acre or a field beyond its production potential can be as costly as managing below its potential.

2. Carefully consider crop varieties and seeding rates

Numerous advancements in a crops production potential; yield, quality, water and nutrient use efficiency and pest protection traits, have led to increased seed cost. Using available information to make accurate and efficient seed choices is a far better approach to seed cost control than evaluating seed price alone.

- Use only genetic traits that are needed on each field. The cost of weed or insect control traits in the seed, particularly with corn seed, contribute more to overall seed cost per acre than seeding rate or other factors. Corn Borer is not a big pest in NYS and is of particularly little concern on silage acres, so traits that control it are not likely to pay for themselves. Likewise, don't bother with Corn Rootworm protection on first year corn, but instead use it on 2nd year corn and beyond.

- Glyphosate-tolerant (or Roundup Ready) varieties are a worthwhile investment for fields with hard-to-control weeds, such as annual grasses, or in systems with cover crops or reduced/no tillage. But in other fields where weed populations are stable and may be routinely controlled with pre-emergence herbicide options, the odds of seeing a return on an investment in glyphosate-tolerant genetics is unlikely. A good understanding of weed populations and a good pre-emergence herbicide program can help reduce this cost.
- Choose corn varieties with realistic maturity ranges. Longer-season varieties are expected to yield slightly more, but only if maturity is reached. The gamble on additional yield from a long season variety should be minimized.
- Double-check seeding rates and calibrate your planters. In many instances feedback suggests that alfalfa is seeded at rates much higher than the recommended 15 pounds per acre, with most alfalfa costing more than \$4 to \$5 per pound; each pound above 15 adds significant cost per acre.
- Recommended corn planting rates vary with soil yield potential and range from 27,750 to 32,250 per acre for grain and 31,000 to 37,750 per acre for silage. Follow company guidelines for specific hybrids. Any situation that allows a corn grower to reduce corn planting rates by 3000 seeds per acre will reduce their seed cost by approximately \$10 per acre.

3. Manage tillage and equipment passes across the field

Each tractor or truck trip across the field has a cost, in terms of fuel, time and soil compaction, and some are more justifiable than others. Look for opportunities to reduce trips across the field without giving up production. Since a large percentage of the damage done by heavy equipment is done in its first pass over the soil, controlling traffic patterns can limit damage to laneways & headlands and help keep the rest of the field in better conditions.

Reduced and no-tillage methods can provide significant cost savings on top of tremendous benefits to soil health; however, quitting tillage

‘cold turkey’ can result in poor crop performance in that first growing season. Understanding the current conditions of your soils is critical to a successful transition. Attempting no-till on soils with poor structure and compaction issues will often produce less than desirable results as it will inhibit seed placement and root development until soil structure recovers.

Tillage can be a band-aid for imprecisely adjusted planting equipment and/or less than ideal soil conditions. In other words, a properly set up and operated planter that is designed for the field conditions you have will do its job placing seed correctly with less or no tillage. Common advice from no-till farmers is to exercise patience and wait until conditions are correct to plant. While it may feel awkward to be sitting home while neighbors are working land, the time you save in not working land will permit you to plant faster and better when soil conditions are right.

4. Optimally capture manure and soil nutrients to reduce fertilizer needs

An up-to-date soil test is cheap and valuable information. Soil fertility information allows you to focus nutrient inputs on acres where they’re needed and where yield benefits and return per acre may be maximized. Accurately reduce fertilizer applications (take a credit) wherever it’s possible.

- Take N credits for grass-legume sods and for soybeans in 1st year corn fields.
- Prioritize manure applications to 2nd and more year corn fields where N is most needed. Credit N fertilizer applications appropriately.
- Apply lime where the soil test says it’s most needed and where yield potential is highest. Correcting pH with lime takes time but pays big dividends in providing an optimal soil environment for the crop and making soil nutrients most available.

5. Evaluate real pest management needs

Don’t rely on one chemical control and definitely don’t reduce application rates to save costs on pest management. Like any other year, it is critical to employ a pest control program that minimizes the risk of developing pest resistance, so repeatedly using a single mode of action or reducing rates below label is not advised. Instead, reduce pest management costs through scouting and integrated pest management (IPM) to assure that only proper in-

gredients and controls are used. Knowing the pest, its population and the science of IPM will help to reduce unnecessary applications and unnecessary ingredients.

Before spending extra for insect control and herbicide tolerance traits in seed, be sure you have a reasonable expectation of a return on that additional cost. See the above discussion of seed and varieties.

6. Focus on timely and flexible forage harvest and storage

Good management of end-of-season harvest is key to capitalizing on your cumulative, season-long efforts. Creating a specific harvest plan maximizes the likelihood of harvesting each feed at the desired quality, regardless of what the growing season throws at you.

First cutting hay or haylage provides a huge opportunity for good yields of high quality feed but does not need to make or break your year. Consider each acre of hay land, and each cutting, as an opportunity to harvest the highest quality feed you need on your farm. Beginning with first cutting, be prepared to harvest each acre at a high quality stage if weather and circumstances allow. When inventory of lactating quality feed is sufficient, turn your attention to meeting the quality needs of other animal groups on the farm. Using this approach, high quality feed requirements are more likely to be met, leaving lower quality forages to be harvested when unforeseen weather and equipment challenges force delayed harvest.

Evaluate flexibility and potential to store forages in a way to allow access to forage lots at the right times for the right animal groups. If the ideal forage is buried at the back of the storage when you need to feed it, it has little value. And being forced to feed a low quality forage to a highly productive group of animals because it is the only one accessible can be costly.

Forage shrink can be very costly. Reduce shrink at the bunk by optimizing packing, matching forage delivery rate and packing tractor weights on bunks and driver over piles, selecting the proper inoculant for each forage and proper coverage to exclude oxygen. Proper face management at feed out will also aid in minimizing losses.

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April 2018

- 10 **Animal Welfare Considerations in Dairy System Design** (Webinar), 8:30 a.m. - 10:00 a.m., <https://extension.psu.edu/technology-tuesdays>
- 16 Calf & Heifer Management (Webinar), 1:00 p.m. - 2:00 p.m., <https://psu.zoom.us/j/393261372>
- 26 **Grazing & Soil Health Workshop including Pasture Walk @ Sweet Grass Meats Farm**, 4:00 p.m. (Pasture Walk), 290 Basset Road, Naples, 6:00 p.m. - 9:00 p.m., (Workshop), Naples Fire Hall, 2 Race Street, Naples. **RSVP by: April 23.** Cost is \$5 per person (includes meal). Pre-register by calling: 585-394-5030 or info@canandaigualakeassoc.org.

May 2018

- 5 **Beef Quality Assurance Training**, 10:00 a.m. - 2:00 p.m., New Beginnings Fellowship Church, 4377 Route 78, Gainesville. Chuteside Portion: Wilmar Farm, 3532 Mote Road, Gainesville. Cost: \$15 per person / \$25 per farm. **RSVP by May 1** to reserve lunch. Contact Cathy Wallace at cfw6@cornell.edu or 585-343-3040 x138. QUESTIONS??? Contact Nancy Glazier at 585-315-7746 or nig3@cornell.edu

June 2018

- 2 **Beef Quality Assurance Training**, Tullyfergus Angus, 8974 Clyde Marengo Road, Lyons. For more information: Nancy Glazier at 585-315-7746 or nig3@cornell.edu
- 7 **Small Grains Management Field Day (CUAES)**, 9:30 a.m. - 12:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora. For more information contact: Jenn Thomas-Murphy at 607-255-2177 or jnt3@cornell.edu

July 2018

- 10-14 **Yates County Fair**, 2370 Old 14A, Penn Yan. For more information: www.yatescountyfair.org
- 12 **Aurora Farm Field Day**, 9:30 a.m. - 3:30 p.m., Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora. For more information contact: Jenn Thomas-Murphy at 607-255-2177 or jnt3@cornell.edu
- 16-21 **Genesee County Fair**, 5056 East Main Street Road, Batavia. For more information: www.gcfair.com
- 17-21 **Livingston County Hemlock Fair**, 7370 Fair Street, Hemlock. For more information: www.hemlockfair.org
- 18-21 **Seneca County Fair**, 100 Swift Street, Waterloo. For more information: www.senecacountyfairny.com
- 23-28 **Orleans County Fair**, 12690 State Route 31, Albion. For more information: www.orleans4-hfair.com
- 24-28 **Ontario County Fair**, 2820 County Road #10, Canandaigua. For more information: www.ontariocountyfair.com

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