

AG FOCUS



Managing Dairy Price Risk by John Hanchar and Joan Petzen

Summary

- Farm business owners face a variety of risks: production, marketing (price), financial, legal, and human resources
- Dairy price risk is variability in price received, and exists when milk price outcomes are not known with certainty
- Knowledge, awareness, attitudes, skills, and strategies implemented by dairy farmers with respect to dairy price risk differ by producer
- CCE, PRO-DAIRY and NY FarmNet staff are offering a dairy price risk webinar in November 2020 – the purpose is to improve farmers' understanding of dairy price risk sources, and strategies for managing risk; improved understanding increases the likelihood of successfully managing dairy price risk

Agricultural Risks

This section draws from -- USDA. [Introduction to Risk Management – Understanding Agricultural Risks: Production; Marketing; Financial; Legal; Human Resources.](https://nydairyadmin.cce.cornell.edu/uploads/doc_107.pdf) < https://nydairyadmin.cce.cornell.edu/uploads/doc_107.pdf >

Risk is variability in outcomes. Risk is present when outcomes are not known with certainty. Often, farmers can expect outcomes to occur over some range. Production, market (price), financial, legal, and human resources are five sources of agricultural risks.

Risk management strategies can be grouped as follows: retain, shift, reduce, self insure, avoid.

- Retain – no protection from downside risk, as in holding an unpriced good
- Shift -- a contractual agreement where someone else takes on some of the chance of a negative outcome in exchange for a premium, for example,



crop insurance; the more risk you shift, the greater the cost

- Reduce – for example, keeping fences in good repair to keep livestock off the highway, crop management practices, developing and implementing a marketing plan that locks in some level of guaranteed return
- Self insure – emergency reserves funded from previous years' returns
- Avoid – not selecting a particular enterprise

Some additional information on production, market, and financial risks follow.

Production risk involves variability in yield and harvested units. For example, when making planting decisions, producers do not know with certainty yield and harvested acres outcomes due to weather, pests, diseases and others factors. Strategies for managing production risk include: enterprise diversification, crop insurance, evaluation and implementation of new technologies and/or practices.

Marketing or price risk is variability in output and input

(Continued on page 3)

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Managing Dairy Price Risk

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prices. Unanticipated forces, such as weather, government action and/or decline in economic activity due to a health pandemic can lead to changes in output and input prices. Suggested strategies for managing price risk include developing a marketing plan, including the use of various marketing tools, for example, cash sales, storage, futures contracts, options and others.

Financial risk is variability in: the cost of debt capital; the ability to meet cash obligations in a timely manner; and the ability to grow equity through the operation of a profitable business. Strategies for managing financial risk focus on sound financial planning and control. Annual business summary and analysis using the balance sheet, cash flow statement, and income statement are keys. Strategies also include some revenue and margin insurance, coverage products.

Price Risk Management for Dairy Farmers

The Capital Area Agricultural & Horticultural Program is partnering with Cornell PRO-DAIRY and NY FarmNet to host two webinars in November 2020 for dairy producers. Price risk management is becoming an increasingly important topic, especially given the current risk management environment faced by farm business owners. A flyer with more information for this educational opportunity is available at: <https://tinyurl.com/y5nm2rpw>

Knowledge, awareness, attitudes, abilities, and strategies implemented with respect to managing dairy price risk will vary by producer, but with a better understanding of risks and strategies, a farm business owner can decide what risk management strategies are best for the farm business.

Please contact John Hanchar or Joan Petzen with questions and, or suggestions for work on risk management topics.

Upcoming Webinars

November 9, 2020 - Noon (CST)

“A Feed and Forage Outlook”

Mike Hutjens, University of Illinois and Mike Rankin, managing editor of Hay & Forage Grower Magazine

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

November 20, 2020 - 11:00am (ET)

“Dairy Heifer Economics”

This Free webinar will explore the costs associated with raising replacement animals.

<https://extension.psu.edu/dairy-heifer-economics>

November 24, 2020 - 11:00am (ET)

“Beef x Dairy: What Should be Considered when Crossbreeding?”

This Free webinar can help answer your questions regarding the best approaches for crossbreeding systems.

<https://extension.psu.edu/beef-x-dairy-what-should-be-considered-when-crossbreeding>

December 14, 2020 - Noon (CST)

“A Focus on Nutrition”

Bill Weiss, The Ohio State University

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

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Online Dairy Feeder School in English and Spanish

Cornell Cooperative Extension's Regional Dairy Specialists and Cornell PRO-DAIRY would like to invite dairy producers, employees, and agribusiness professionals across the state to join a free, upcoming webinar focused on management practices for feeding cows. This virtual learning opportunity will be offered as a two-day event in English on Tuesday, November 3rd and Thursday, November 5th from 1pm – 2:30pm. The same information will be presented in Spanish on Tuesday, November 10th and Thursday, November 12th from 1pm – 2:30pm. Registration is required ahead of time by visiting: <https://tinyurl.com/y6bqfjyq>.

This virtual learning opportunity will be presented over ZOOM with demonstration videos, presentations, and discussion. Each two-day school will cover the topics of monitoring dry matter content in forages, managing the feed in front of the cows, dealing with the forage bunk face, and troubleshooting issues that may arise with the mixer wagon when combining feed. Following best management practices around handling forages and feeding dairy cows can promote health, productivity, efficiency, and profitability of a herd.

The school will feature Bill Stone, DVM, with Diamond V, along with CCE regional dairy specialists and members of Cornell PRO-DAIRY. Dr. Stone has helped a multitude of dairy farmers feed their herds and will offer his expertise in troubleshooting the mixer wagons and answer questions live during discussion.

The cost of registration has been covered thanks to the generous sponsorship of agribusinesses across New York. To become a sponsor and advertise your business with attendees, please visit <https://tinyurl.com/y5g325er>.

For more information about the online dairy feeder school, contact Libby Eiholzer or Margaret Quassdorff.

Registration is required ahead of time by visiting: <https://tinyurl.com/y6bqfjyq>.

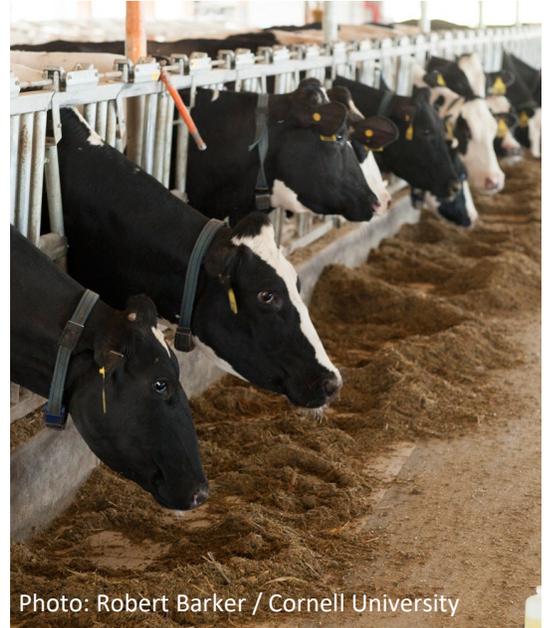


Photo: Robert Barker / Cornell University



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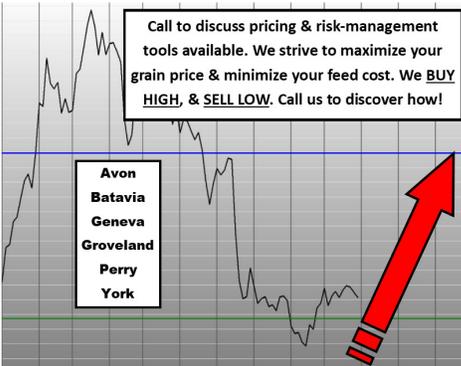
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Simple Relief for Fresh Cows by Margaret Quaassdorff

When it comes to calving, cows go through a substantial amount of metabolic and physical changes that often result in temporary inflammation. As the body begins the healing process postpartum, inflammation can be painful, and prolonged inflammation can have lasting negative results. Up to 40% of fresh cows experience metritis, especially after cases of dystocia. It is also estimated that each case of metritis can cost the dairy farm about \$360. To help fresh cows move on to feeling their best more quickly, some farms have experimented with giving aspirin boluses after a calving.



A recent study out of Penn State (Barragan et al., 2020 <https://doi.org/10.3168/jds.2019-17966>) looked at the effectiveness and feasibility of treating fresh cows with two doses of aspirin, one within the first 12 hours after calving and again 24 hours later. It was found that compared to untreated cows, cows that received aspirin had lower metabolic stress two weeks after calving, and a lower incidence of metritis. In addition, aspirin treated cows exhibited a lower beta-hydroxybutyrate aka BHBA level (average 1.16 mmol/L) versus untreated cows (average 1.23 mmol/L) during the first 2 weeks postpartum. The typical cutoff for a subclinical ketosis diagnosis is 1.2 mmol/L of BHBA in the blood, so it is important to note that subclinical ketosis cases were reduced, but not necessarily eliminated, in treated cows. Furthermore, those mature cows that received aspirin produced 3.6 lbs more milk per day in the first 60 days than their counterparts. At a milk price of \$17.00/cwt, 3.6 lbs of milk is \$36.72 more per cow, or \$43.20 more per cow at \$20.00/cwt.

The studies discussed used two 240-grain aspirin boluses at two time points for a total of four boluses per cow. Pricing at Tractor Supply and similar stores ranges from \$20.00 - \$26.00 per 50 boluses, putting the cost of treatment (4 boluses) at \$1.60 - \$2.08 per cow. You might get a discount ordering in larger quantities through your vet. In consideration of the cost of the aspirin and the short time and ease of administration, as well as the additional income from extra milk production, treating fresh cows with aspirin seems worth a try on the dairy.



A postpartum care plan that includes treating cows with oral aspirin boluses is a simple way to elevate cow comfort and farm profitability.

Photo: M. Quaassdorff / CCE NWNy Team

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Meat Marketing Depends on Harvest

by Nancy Glazier

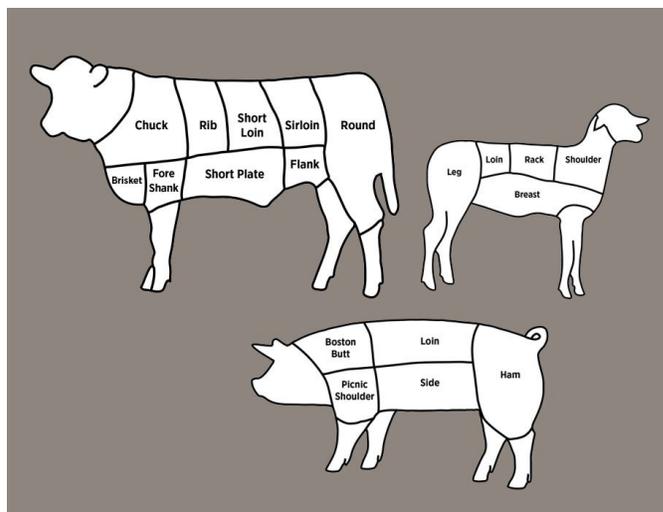
Now is the time of year when livestock are off pasture and many headed to harvest. Hopefully, you have your processing appointments scheduled well in advance, since this is the traditionally busy time of the year for processors. The pandemic has greatly impacted local meat demand, and the dust hasn't settled on the situation yet.

If you are looking to pursue alternatives or expand your current marketing channels, make sure you understand the different types of processing. Cornell Small Farms program has recently updated their Guide to Direct Marketing Livestock and Poultry. It can be found at: <https://smallfarms.cornell.edu/wp-content/uploads/2020/05/Marketing-Livestock-Guide-2020.pdf>.

Here are some important definitions.

USDA (federally) inspected meat processing facilities are plants that have been issued a “grant of inspection” from the USDA. Under USDA inspection, each live animal and carcass is inspected by federally funded inspectors and veterinarians. Federal funding is used for the inspections of amenable livestock such as cattle, swine, sheep and goats and amenable poultry such as ratites (emus, ostriches, etc.), chicken, ducks and turkeys. **Non-amenable** (exotic/game species such as farm raised rabbits, deer, bison, pheasants, etc.) can also be USDA inspected but in this case the animal or carcass owner must fund the federal inspection. A plant must get approval for each animal species it handles under federal inspection. All livestock must be stunned prior to USDA slaughter unless the plant has been granted a religious exemption necessary for Halal or Kosher slaughter (both forbid stunning). **Inspected meat or poultry from USDA inspected plants can be sold anywhere in the United States and exported to sell or trade in international markets.** A USDA inspected facility may be a **packer** who only processes animals for their own brand or distributors and/or may be plants that process animals for farmers, retailers and wholesalers. This processing for others is sometimes referred to as “**custom processing**” even when done under federal inspection and is not to be confused with the term “**custom exempt**”.

Custom exemption allows the owner of an animal to forgo having the animal slaughtered under USDA inspection if the meat and byproducts from that animal are only consumed by the owner and their household, employees and non-paying guests - as opposed to being



Wholesale cuts of beef, lamb and pork.

Image source: Michigan State University Extension, 4H1662

sold. Carcasses and meat that are processed under custom exemption are not inspected and must be stamped “**Not for Sale**”. The slaughter and processing can be done at a USDA inspected establishment in which case the carcasses/meat must be separated by time and space from the USDA inspected products. However, there are also **custom exempt establishments** which do not have grants of inspection and only do custom exempt processing. In New York, a person does not have to be present to take ownership of an animal for custom exempt processing. For example, a farmer or live animal market may sell live animals to household consumers (this transaction is commonly referred to as “freezer trade”) over the phone and delivered the animal for the new owner to a custom exempt slaughterhouse to butcher and/or process per the owner’s cutting directions. The animal can be divided between several owners who each have their portion of the carcass processed into retail cuts but cannot be sold as retail cuts themselves.

A statewide effort is underway to survey all packing plants to ascertain which plants (if any) are interested in transitioning to USDA inspection or looking to modernize or expand capacity. This will hopefully demonstrate the need for support from the state. We are also looking to update a list to share with farmers of facilities open for processing. This will take several months to complete since we are entering their busy season. Look for an update in the late spring.

Reducing Your Risk of Manure Runoff

 by Jodi Putman

Spreading Guidelines

There are twelve factors to evaluate to help assess storage adequacy, better manage available storage capacity, and determine if spreading is suitable on any given day. These factors can be divided into three groups:

- A. Field Conditions
- B. Weather Conditions
- C. Manure Application Management

Field Conditions:

1. Soil moisture/ saturation, frozen or not:

The soil drainage classification is currently the best available general soil index to evaluate soil moisture status for planning purposes during the winter months. The wettest part throughout the soil profile will be poorly-drained soils. Clay soils have the greatest risk of runoff because they freeze last. Larger 4-wheel drive equipment and drainage improvements may make clay soils accessible for spreading manure, but the runoff risk will still be greater than loams and sands.

2. Snow, ice, and frozen soil:

Manure runoff is significantly reduced when manure can infiltrate into the soil or dry onto plant residues. According to winter runoff research from Wisconsin (Komiskey et al. 2011) frozen soil, ice layers on soil surface or in snowpack, have been identified as high risk for runoff loss.

3. Ground cover (vegetation, residue cover, and roughness):

A good ground cover intercepts rainfall, improves infiltration into the soil profile, and reduces the tendency for runoff water to move quickly across the surface. Ground cover and vegetated buffers help to trap and filter water, suspended manure particles, and soil. Keep in mind these conditions reduce risk but can't override the three risk factors of frozen soil raised in #2 above.

4. Slope and slope length:

The risk for runoff is not necessarily greater for steeper slopes because it is more dependent on the soil's infiltration rate. Runoff risk on sloping soil will be



greatest for soils with a low infiltration rate (clays) or when soils are frozen. The risky locations to apply manure on sloping soils are usually at the base of concave slopes where water often emerges or on slopes where less permeable layers are close to the surface and excess water causes side hill seepage zones on the slope. You should avoid application to these areas under high risk weather conditions.

5. Drain tile, surface inlets, ditches, etc.:

Setbacks around surface inlets, ditches, etc. when there is a direct surface connection are especially important when spreading manure under wet conditions. Spreading manure near and upslope of surface ditches that go across the slopes (i.e., those which intercept water) will be more risky than where ditches tend to run parallel with the major slope. Spreading manure on fields that have tile drainage, when the tiles are flowing, and discharging directly to a watercourse, is risky.

6. Nearby surface water:

Higher risk exists where surface runoff from a field is expected to flow directly to a stream or waterbody. This is most likely to occur in fields that are both close to surface water and where the field surface slope is oriented toward the waterbody.

7. Nearby wells etc.,:

Wells that are near or in the path of field runoff, as well as sinkholes, depressions, and/or shallow soils

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over carbonate rock receiving runoff, are at risk without incorporation.

Weather Conditions:

8. Forecast shows probability of precipitation? When? How much?:

If weather forecasts for 24 to 48 hours out have a 30 to 50% chance of precipitation, then rain (or snow) will probably fall. The risk for manure runoff increases with increasing rainfall and will be higher under wet/frozen soil conditions than under dry soil conditions, Table 1.

9. Warm front expected to generate significant snow-melt?:

The chances of snowmelt increase quickly when the temperature approaches about 40°F for ≥6 hours. If nighttime temperatures also remain above freezing, the runoff risk is higher.

Manure Application Management:

10. Manure consistency:

Liquid manure is more likely to move across the surface as runoff or through soil to tile drains, than semi-solid or bedded pack manure. However, semi-solid and bedded pack manure will generate runoff losses too in the high risk conditions discussed in this newsletter.

This was experienced in the winter of 2014. Producers should have storage options available, not only for liquid manure, but also for other forms of manure. Liquid manure with less than 5% solids is especially vulnerable to movement with soil drainage water, so

extra care needs to be taken when using manure with low solids content on tile drained fields.

11. Method of application:

Manure that is surface-applied presents a higher risk because the material is less able to mix and react with soil. Manure injection or incorporation with shallow mixing can reduce runoff risk. This can be done in-season but also when there is a 1-2 inch frost layer at the soil surface through a process called frost tillage or injection. Depending on the equipment used, incorporation may conflict with no-till principles.

12. Application rate and total spreading volume:

An operation spreading 3 or 4 tons of manure following a nutrient management plan each day on selected fields over time does not present the same level of risk as one that may spread (even following a plan at the same rate per acre) large amounts of liquid manure on many acres in one or two days. In risky conditions, when manure needs to be applied, and plans are to cover whole fields or significant acreage, split applications and reduced rates should be considered.

Reference:

Czymmek, K, L. Geohring, Q.M. Ketterings, P. Wright, T. Walter, G. Albrecht, J. Lendrum, and A. Eaton (2015). Revised winter and wet weather manure spreading guidelines to reduce water contamination risk. Animal Science Publication Series. No 245. Cornell University, Ithaca NY. <http://nmsp.cals.cornell.edu/publications/files/WinterSpreadingGuidelines2015.pdf>

Table 1: Manure Run-off Risk Based on Precipitation and Soil Conditions.

Expected Precipitation	Run-off Risk (dry soils)	Run-off Risk (wet/frozen soils)
≤0.25 inch	Low	Low
0.25 to 0.5 inch	Low	Some
>0.5 inch	Variable	Variable
>1.0 inch	High	High

Maintaining Stored Grain Quality Over the Winter

 by Mike Stanyard

Despite some drouthy conditions across the region this summer, we had a record number of corn and soybean yield contest entries submitted. That tells me that that crops looked pretty good prior to harvest. As of October 1, New York grain corn production is forecast at 86.8 million bushels, up 1% from last year. Area for harvest is expected to total 520 thousand acres, down 5% from last year. Yield is forecast at 167 bushels per acre, up 9 bushels from 2019. If this holds, it will be a record high yield for New York. Soybean production in the Empire State is estimated at 15.0 million bushels. Area for harvest is up 75 thousand acres to 300 thousand this year. Yields are expected to average 50 bushels per acre, up 2 bushels from last season (USDA's National Agricultural Statistics Service (NASS), New York Field Office 10/9/20).

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

80°F: The ideal temperature for insect and mold growth.

70°F: Insect reproduction begins to decrease.

50°F: Insects become dormant below this temperature.

40°F: Mold growth prohibited below this temperature.

20-30°F: Grain should be cooled to this range for winter storage.

The University of Minnesota has an excellent site on **Managing Stored Grain with Aeration**. Some of their recommendations are summarized below and the webpage can be found at <https://extension.umn.edu/corn-harvest/managing-stored-grain-aeration>.

Stored grain should be cooled by aeration whenever the grain temperature exceeds the average outdoor temperature by 10 to 15 degrees. Expect storage time to approximately double with each 10 degree reduction in temperature. Grain should be cooled to about 25 degrees as outdoor temperatures get colder. Check the condition of stored grain about every two weeks while grain is cooling, then about monthly after grain has cooled for winter storage.

When the fans are off during the winter holding period,

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

Accumulation of fine particles, weed seeds, and other foreign material interferes with airflow. Such accumulations are prime locations for increased mold and insect activity, which result in localized heating and grain deterioration. Normally, these fines collect in the center of the bin as the grain flows toward the walls.

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

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

Another great resource is from the University of Nebraska. It is a thorough summary of articles written by other Universities on all topics related to grain storage management. <https://cropwatch.unl.edu/grain-storage-management>. Check it out!



Photo: M. Stanyard / CCE NWNV Team

On-Farm Feeder Workshop - Nov. 6 or Nov. 13

1:00 pm- 3:00 pm

Friday, November 6th - Reyncrest Farm, 9666 Alleghany Rd (Route 77), Corfu, NY

- OR -

Friday, November 13th - Spring Hope Farm, 2941 County Road 4, Clifton Springs, NY

Both workshops will be presented in English and Spanish.

At the host farm's feed center, participants will learn through discussion and demonstration:

- Evaluation of and management of the bunker silo and commodities
- Dry Matter and Sampling Technique
- Feed Quality Evaluation and Troubleshooting
- Safety
- Proper Mixing and Delivery Techniques
- Reading the Feedbunk and Making Appropriate Ration Adjustments

Pre-Registration required: <https://nwnyteam.cce.cornell.edu/events.php>

This workshop will be outdoors, please dress accordingly.



Cost: \$25/person. Please pay online or to pre-register by phone and pay by check, call Brandie Waite at: 585-343-3040 ext. 138

Due to COVID-19, we will be enforcing the following guidelines: Wear a mask at all times, Maintain social distancing, Maximum of 25 participants, No participants from outside of WNY, Health screening at the door, please do not attend if experiencing any COVID-19 symptoms.



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Operations Managers Conference

We are going virtual in 2021!

Operations management on dairy farms is integral to success of the farm business. Presented by Cornell CALS PRO-DAIRY and the Northeast Dairy Producers Association, Operations Managers Conference provides an opportunity for the people responsible for day to day activities on dairy farms to increase their management and operations skills.

Due to ongoing uncertainty related to the Coronavirus pandemic and anticipated strict limitations on in-person experiences, the 2021 event will be offered as a 100 percent virtual conference series. The Operations Managers virtual conference series will be a four-week virtual event featuring educational topics and applicable strategies for management teams, whether their focus is cows, crops or people. Each weekly two-hour session will include a general keynote presentation and attendee's choice of one technical breakout session in the area of dairy, crop, or human resource management. One breakout session each week will be offered in Spanish. All sessions will be recorded and available to conference registrants.

Sponsorship and registration information will be available soon. [Join our mailing lists](#) to receive conference information as it becomes available. Visit our website for more information: <https://prodairy.cals.cornell.edu/>

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Step-Up COVID-19 Safety Practices Critical as Operations Move Inside for the Season

by Joan Sinclair Petzen

As the days grow shorter, temperatures drop, and we are spending more time inside, positive cases of COVID-19 are rising in our region just like we are seeing on the nightly news across the country. With the pandemic ongoing for 8 months now, people are getting tired of the changes required in our daily lives to reduce the spread of this virus. We are also receiving many mixed messages through the media. Practices proven to reduce the spread like social distancing of at least 6 feet, wearing face coverings, frequent hand washing, sanitizing surfaces and staying home when you are sick must be continued to keep your workforce healthy and ready to come to work each day to keep farms operating smoothly.



our region since the onset of testing in mid-March. It is also important to note that cases are rising at a greater rate in many of the more rural counties in the region recently.

Be Aware of Ventilation Changes

In the farm community, as colder weather approaches, shop doors start to be closed; milking center and livestock barn curtains or windows begin being closed. Reduced ventilation of our “inside places” could make transmission of viruses like COVID-19 easier. It is an important time to remind family and employees working around the farm to use the Centers for Disease Control recommended measures mentioned above.

Pro-Dairy’s Peter Wright tells us how “Ventilation and filtration provided by heating, ventilating, and air-conditioning (HVAC) systems can reduce airborne concentration of the virus that causes COVID-19 (and the flu virus), which can reduce risk of transmission through air in enclosed work and break areas of a dairy farm,” in a recently published article [“HEPA Filters for Farms?”](#).

Sanitizing and Disinfecting

Frequently touched surfaces like doorknobs, rest room

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NWNY Region New Positive COVID-19 Cases by County and Month

Source NYS DOH COVID-19 Tracker - October 19, 2020

	Genesee	Livingston	Monroe	Niagara	Ontario	Orleans	Seneca	Wayne	Wyoming	NWNY
March 13 -31	13	14	349	47	24	6	2	25	10	490
April	141	59	1,129	394	67	86	39	46	58	2,019
May	48	46	1,486	606	117	144	18	45	18	2,528
June	36	11	816	191	57	45	11	58	9	1,234
July	34	36	962	207	84	14	15	71	17	1,440
August	25	17	720	181	44	11	15	35	15	1,063
September	38	25	659	173	88	30	8	46	11	1,078
October 1-18	36	35	623	162	105	27	20	57	29	1,094
Total	371	243	6,744	1,961	586	363	128	383	167	10,946

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facilities, computer keyboards, light switches, and shared tools should be sanitized before and after each person uses them. This habit pertains to large equipment like tractors and skid-loaders often used by multiple people throughout the day. Have a supply of disinfectant wipes or spray available right in the machine to make it easy for people to quickly practice good sanitation.

Flu Shots

The New York State Department of Health (NYS DOH) stresses the importance of flu shots. “An annual flu vaccine is recommended for almost everyone 6 months and older. It is one of the best ways to reduce flu illnesses, hospitalizations, and death from flu. This fall and winter, the flu virus and the virus that causes COVID-19 may both be spreading. For that reason, getting a flu shot will be more important than ever to help people stay healthy and to ease the burden on our health care system.

Getting a flu shot now is more important than ever because doctors don’t know what the risk is of having both flu and COVID-19 at the same time.” NYS DOH directs people to use “Flu Vaccine Finder”:

- To locate pharmacies and clinics offering flu vaccine near you visit the [HealthMap Vaccine Finder](#), or
- For information about flu vaccine clinics in your county, [contact your local health department](#).

Care for Your People

Take time to remind family members and employees of what we can all do to stay healthy through the fall and winter. You would not ask your livestock to go through the winter without protection of vaccines and a well-ventilated environment. Nor would most leave valuable equipment sitting outside without protection. The people on farms are our most valuable resource. Take the lead in reminding them of habits needed to keep us all healthy through this pandemic!



Register for Our Online Courses, Block Two Webinars Start Soon!

Our program offers more than 20 [online courses](#) to help farmers improve their technical and business skills covering a range of topics any farmer needs to succeed. The bulk of the course happens on your own time, with discussions, readings, and assignments in *Teachable*, our online course platform.

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[Getting Started with Pastured Pigs](#)- Mondays: November 2 - December 7, 2020

[Intro to Maple Syrup Production](#)- Thursdays: November 5 - December 17, 2020

[Poultry Production](#)- Tuesdays: November 3 - December 8, 2020

[Vegetable Production I](#)- Wednesdays: November 4 - December 9, 2020

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Long Heavy Spec Flatbed



2008 MACK GU813; Double Frame Rabebed w/24' Long & 8'6" Deck; 325 HP Mack MP77; 18-Spd.; Air Ride Susp.; 18K F/A; 46K Locking Rears; P/TG; Moflet Carrier; 284" WB; 204" CT; 25" Frame; 222,895 Miles; Sk. #6252 - \$43,500

4,400 Gal. Steel Tank



2008 MACK GU813; Mack 485 HP; 18-Spd. Manual; Clean Tank; Truck w/4,400 Gal. Steel Tank and Pump; 258" WB; 20K F/A; 46K Locking Rears on Air Ride; W/MI Separate Tank from the Chassis; 21' Frame behind Cab; 170" CT; 337,914 Miles; Sk. # 5838 - \$49,900

20K/46K Lockers



23-Ton Crane

2004 MACK GRANITE C7173; Mack 460 HP; 18-Spd. Manual; Double Frame Crane Truck w/Medico W/12CT/75 23-Ton/75" Crane; Cranesmart LMI System; 20K Front Axle; 46K Full Locking Rears; 300" WB; 22'9" Frame Behind Cab; 212" CT; 165,000 Miles; Sk. #5828 - \$64,900

6x6 Chassis w/Knuckleboom



1997 FORD L9000; Double Framed 6x6 Rabebed/Knuckleboom Truck; 330 HP Cummins M11; 18-Spd. Manual; W/Fasse 7270 Knuckleboom Crane; 18,740# F/A; 46K Rears; 15,200# Res. Mounted Lift Axle; 23'6" x 102" Rabebed; 248" WB; W/MI Separate Bed & Crane From Chassis; 29' Frame Behind cab; 208" CT; 111,244 Miles; Sk. #6157 - \$26,900

550 HP CAT



2006 KENWORTH T800; Flatbed Winch Truck w/Bradon 30-Ton Winch; 550 HP CAT C15; 18-Spd. Manual; 16K F/A; 46K Full Locking Rears; 284" WB; 18'6" Deck; Air Ride Susp.; Flo Over 5th Wheel; W/MI Separate Deck & Winch from Chassis; 21' Frame; 206" CT; 430 Ratio; 235,224 Miles; Sk. #6148 - \$45,000

Heavy Spec Allison Auto.



2004 PETERBILT 320; CAT 330 HP; Allison Auto.; Refuse Truck w/80" WB; 18K F/A; 44K Rears; Can Separate Compactor from Chassis; 17' Frame Behind Cab; 148" CT; 14,873 Engine Hours; 69,512 Miles; Sk. #6209 - \$37,900

Heavy Spec Chassis



2004 WESTERN STAR 6900 XD; Detroit Diesel 430 HP; Allison Auto. Trans. w/P/TG Pump & Tank; Triple Frame Cab & Chassis; 20K F/A; 50K Full Locking Rears; Air Ride Suspension; 26' Frame Behind Cab; 168" CT; 256" WB; 8,530 Miles; Sk. #6245 - \$64,500

20K/46K Rears



2007 PETERBILT 357; 475 HP CAT C15; 18-Spd Manual; Clean Daycab w/Tulsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 224" WB; 496,503 Miles; Sk. #6241 - \$39,900

46K Rears



2003 KENWORTH T800; 475 HP CAT C15 6N2 Turbo; 8LL Manual Trans.; Clean Daycab w/12,000# Front Axle; 46K Rears on KW 8-Bag Air Ride; 4.11 Ratio; 186" WB; Wetline; 447,898 Miles; Sk. #5925 - \$49,900

18K/60K Rears



2010 PETERBILT 365; 350 HP Cummins ISM Engine; Allison Auto.; Long, Double Frame Cab & Chassis w/302" WB; 227" CT; 31" Frame Behind Cab; 18,000# F/A; 60,000# R/A on Hendrickson Susp.; 87,267 Miles; Sk. #5907 - \$59,900

Dzens of Mack Dumps!!



1999 MACK RD688S DUMP TRUCK; 400 HP Mack E7; Engine Brake; 8LL Trans; Rubber Block Susp.; Tri-Axle; 19" Steel Body; 20,000# F/A; 46,000# R/A; 22.5 Times; 248" WB; Spoke Wheels; EXPORT PRICED!!!!; 777,148 Miles; Sk. #5902 - \$19,500

Clean Heavy Spec Chassis



2005 PETERBILT 357; 370 HP Cummins ISM; 8LL Trans; Quad Axle Cab & Chassis w/4000 Gallon Westech Vac Tank System; 250" WB; 18K F/A; 46K Full Locking Rears; 21" 11K Steerable Lift Axles; Air Trac Susp.; 22' Frame Behind Cab; 212" CT; 302,500 Miles; Sk. #5831 - \$41,500

6x6 Flatbed



2005 PETERBILT 357 6x6; Clean Double Frame 24' Flatbed Truck; CAT 350 HP; 8LL Trans; 23K F/A; 46K Full Locking Rears; 426,692 Miles; Handicraft Haulmax Susp.; 565 Ratio 288" WB; 218" CT; 31" Frame Behind Cab; W/MI Separate Bed from Chassis; 174,188 Miles; Sk. #5701 - \$49,900

268 in. Frame



2004 KENWORTH T800; CAT C15 Single Turbo 435 HP; 10-Spd. Manual; Double Frame; 46K F/A; 16K R/A; Air Lift Axle; 4.33 Axle Ratio; 280" WB; 206" CT; 256" Total Useable Frame; 241,888 Miles; Sk. # 5939 - \$48,260

Cheap Export \$\$\$



2001 MACK DM688S - EXPORT PRICING SHOWN!; Double Frame Mixer Truck w/12 Cu. Yd. London Mixer; 350HP Mack E7; 8LL Trans; 18K F/A; 46K R/A; 20K Tag Axle; 254" WB; Handicraft Rubber Block Susp.; 302,458 Miles; Sk. #6246/6250 - \$11,600

Low Mile Vac Truck!!!



2005 MACK GRANITE C713; Mack 350 HP; Eaton 9LL Trans; Low Mile Vacuum Truck w/4000 Gallon Westech Vac Tank System; 250" WB; 18K F/A; 46K Full Locking Rears on Haulmax Susp.; Chalmers Suspension; 15,803 Hours; 126,229 Miles; Sk. # 6145 - \$38,600

Heavy Spec Chassis



2002 MACK DL713; 460 HP Mack E7; 18-Spd.; Double Frame Cab & Chassis; 20K F/A; 46K Rears; 292" WB; 246" Frame Behind Cab; 208" CT; P/TG; Good Rubber; Mack Air Ride Susp.; 309,234 Miles; 17,680 Hours; Sk. #5939 - \$42,600

Will Separate



2011 AUTOCAR AC164 GARAGE TRUCK; 350 HP Cummins ISL; Allison Automatic; Shur-Pak 24 Cu. Yd. Side Load Packer; Double Frame; LH & RH Drives; 20,000# F/A; 44,000# R/A; W/MI Separate Packer from Chassis; 22' of frame; 70,022 Miles; Sk. #6236 - \$29,900

Heavy Spec Allison



2006 INTERNATIONAL 6660; Cummins 425 HP Engine; Allison Auto Trans.; Double frame Dump Truck; 20" Steel Body w/4' Sides; 20K F/A; 46K Full Locking Rears; Hendrickson Rubber Block Susp.; Air Lift Axle; 246" WB; 313,892 Miles; Sk. #6254 - \$48,500

20K/46K Axles



2005 PETERBILT 357; CAT 305 HP; Allison Auto.; Clean Cab & Chassis; 20K F/A; 46K Full Locking Rears on Haulmax Susp.; 17' Frame Behind Cab; 140" CT; 216" WB; New Drive Tires; 129,217 Miles; Sk. #4894 - \$59,000

46K Rears



2003 WESTERN STAR 4900S; 500 HP Detroit Diesel; 13-Spd. Manual; Air Side 5th Wheel; 14,600# F/A; 46,000# Rears on Hendrickson Air Ride; 226" WB; 544,913 Miles; Sk. #5962 - \$26,500

20K/46K Rears



2003 KENWORTH W800; 320 HP Cummins ISM; Allison Auto.; Clean, Low Mile Cab & Chassis w/20,000# Front Axle; (2) 11,000# Steerable Lift Axles; 44,000# Full Locking Rears on Chalmers Susp.; 3.48 Ratio; 250" WB; 21' Frame Behind Cab; 158" CT; Muffer Takes Up 12" behind Cab; Sk. #6016 - \$49,900

Heavy Spec Chassis



2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans.; Cab & Chassis; 20K F/A; 46K Full Locking Rears; 252" WB; 21' Frame Behind Cab; 150" CT; 4.89 Ratio; Haulmax Susp.; 118,703 Miles; Sk. #6075 - \$29,900

118,700 Miles



2004 WESTERN STAR 4900S 430 HP CAT C12; 18-Spd. Manual; Clean, Low Mile Tank Truck w/4,360 Gal. Steel Tank & Bowtie 3" Pump; 16K F/A; 46K Full Locking Rears; 252" WB; Chalmers Suspension; 133,613 Miles; Sk. #5979 - \$38,600

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>> UPCOMING EVENTS <<



NOVEMBER 2020

- 3** **Price Risk Management for Dairy Farmers** - 7:00pm to 9:00pm. We invite you to join CCE Capital Area Ag & Hort Program's Farm Business Management Educator Dayton Maxwell, FSA Executive Director David Holck, Tristan Peterson from Crop Growers Insurance, and Dr. Chris Wolf of Cornell University for informative, fun, and educational seminars detailing dairy price risk management tools. For more information visit: <https://tinyurl.com/yxpn5qn2>
- 3 & 5** **Online Feeder School (English)** - 1:00pm to 2:30pm EDT. The Online Feeder School is a two-part educational program for farmers, employees, and agriservice professionals who work as or with the feeder – the person responsible for mixing TMR, maintaining bunk silos, and communicating feed issues with other farm staff. Pre-registration is required. See page 4 for more information.
- 6** **On-Farm Feeder School** - 1:00pm to 3:00pm. Reyncrest Farm, 9666 Alleghany Rd (Route 77), Corfu, NY. Class will be presented in both English and Spanish. Pre-registration is required and COVID-19 guidelines will be enforced. See page 11 for details.
- 10 & 12** **Online Feeder School (Spanish)** - 1:00pm to 2:30pm EDT. The Online Feeder School is a two-part educational program for farmers, employees, and agriservice professionals who work as or with the feeder – the person responsible for mixing TMR, maintaining bunk silos, and communicating feed issues with other farm staff. Pre-registration is required. See page 4 for more information.
- 13** **On-Farm Feeder School** - 1:00pm to 3:00pm. Spring Hope Farm, 2941 County Road 4, Clifton Springs, NY. Class will be presented in both English and Spanish. Pre-registration is required and COVID-19 guidelines will be enforced. See page 11 for details.

COVID-19 Information Websites:

Need information? View the following Cornell CALS and CCE Resource Pages that are updated regularly.

General Questions & Links: <https://eden.cce.cornell.edu/>

Food Production, Processing & Safety Questions: <https://instituteforfoodsafety.cornell.edu/coronavirus-covid-19/>

Employment & Agricultural Workforce Questions: <http://agworkforce.cals.cornell.edu/>

Cornell Small Farms Resiliency Resources: <https://smallfarms.cornell.edu/resources/farm-resilience/>

Financial & Mental Health Resources for Farmers: <https://www.nyfarmnet.org/>

Cornell Farmworker Program www.farmworkers.cornell.edu | www.trabajadores.cornell.edu (en espanol)

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