



Ag Focus



Transitions in the Team

By: Jackson Wright

It is with mixed emotions that I am announcing I will be leaving my position as Dairy Specialist with the NWNY team July 12th. It is sad to leave, but also exciting as I will be pursuing my lifelong dream of becoming a veterinarian. I've enjoyed my role with Extension. This position consistently challenged me to think outside the box. I learned so much about the dairy industry and maybe more importantly, I got to work with some incredible people in the region. I hope that the programs I have started were beneficial and that my research interests will be an asset to dairy producers in the future.

I will be continuing my education at Ross University School of Veterinary Medicine and hope to become a large animal veterinarian. I know that my experience with Extension will be advantageous to me as I continue my education, as working closely with farmers has given me greater perspective on the future needs of the dairy industry.

The Extension system continues to face challenges in the years to come. However, Extension's long history demonstrates its ability to adapt to meet the changing needs of the agricultural community. I feel privileged to have had the opportunity to work with the NWNY team. Many team members have acted as great mentors to me, for which I am extremely grateful. In



addition, their dedication to agriculture is truly something to be admired and I hope I can emulate their enthusiasm throughout my career. I will truly miss this position, the members of the NWNY Team, and the great people in the region. Regardless of where my career takes me I will continue to root for the dairy industry in western New York, and GO BILLS!!

Focus Points

<i>Communicate With Your People, Not Just Your Cows</i>	3
<i>Dairy Farm Business Chart, Preliminary 2012</i>	5
<i>Fly Time is Back</i>	6-7
<i>On a Farm Near You...</i>	8
<i>Internships are Rewarding for Students & Farms</i>	
<i>Feeding Winter Triticale Silage</i>	10
<i>Is Your Dairy Farm Ready to Grow?</i>	11
<i>Spring Insects of Concern in Field Crops</i>	12
<i>Milk Check Analysis Project by PRO-DAIRY</i>	14
<i>Regional Meetings & Programs</i>	Back Cover



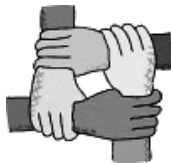
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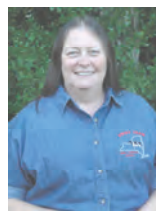
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Mission Statement

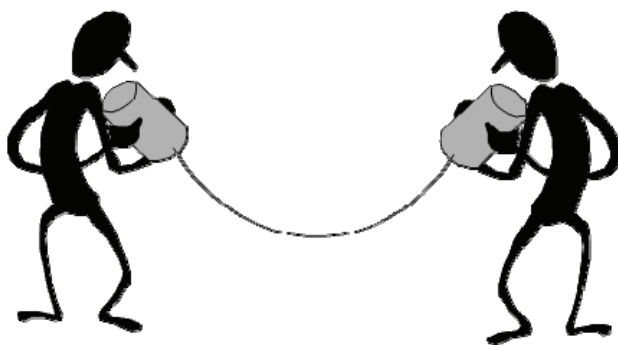
The NWN Dairy, Livestock & Field Crops team will provide lifelong education to the people of the agricultural community to assist them in achieving their goals. Through education programs & opportunities, the NWN Team seeks to build producers' capacities to:

- ◆ 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.

Communicate With Your People, Not Just Your Cows

By: Libby Gaige

Over the past 50 years or so, many dairy farms have undergone significant growth. Farms that used to employ a workforce of only a handful of people with the same last name now look outside their families for additional workers. In the long run, this equates to fewer hours spent working directly with cows and equipment and more hours spent managing the people who work with the cows and equipment. Unfortunately, that's not always as easy as it sounds; many farm managers have found that their cow skills don't always translate to people skills. You may have noticed that the approach you use with your bovines doesn't work as well with your humans.



What language do cows speak? English? Spanish? Chinese? When I've posed this question during animal handling trainings, the response I often get is "all of the above!" It's true, cows seem to respond to people in the same manner no matter what language they speak, and will listen without judgment to anything you have to say. Whether you realize it or not, you communicate with your cows using body language more than speech. And while your people surely do pay attention to body language, the words you use and especially the way you say them are more important than you may have realized.

What's more, your employees *want* you to talk to them. When I translate for a meeting between English-speaking managers and Spanish-speaking employees, frequently the first question that the employees will have for their boss is "How am I doing?" Though the boss may have just finished going through a list of things that have been done well and some that need improvement employees crave one-on-one contact and constructive feedback- positive or negative- from their boss. Some managers do a good job of addressing this question, if not on a day-to-day basis, then at least when they have a translator available.

As the growing season gets going, many managers spend more time by themselves on a tractor and less time on the ground working with employees. Don't forget to make time to communicate with your team! While you certainly won't have the time for one-on-one interaction like you do during less busy times of the year, setting aside time at the beginning of the month may make it a bit easier to follow through. Since you know it's harder to fit in the time, be creative: send out a group text message, hold a quick

meeting over coffee in the break room, or write a note to a group of employees who deserve congratulations on a job well done. Employees tend to become disgruntled when they don't know what's going on, so making the effort to keep them up-to-date on farm

happenings and providing them with feedback on their performance can keep everyone happier in the long run.

Check out this video from Tom Wall of Dairy Interactive, offering some tips on how to create long-term dairy employees:

<http://www.youtube.com/watch?v=YjtjuvW6sM>

Looking for Agricultura? It's been transformed to a quarterly newsletter with added content. To receive it, contact Libby Gaige: geg24@cornell.edu or 607-793-4847.

Change in Dairy Position

As Jackson Wright leaves the Dairy Specialist position in July, Libby Gaige will be transitioning into a role that combines her current efforts in working with Hispanic employees with some of Jackson's responsibilities with the team's regional dairy programming. Libby will be working out of the Ontario County CCE office in Canandaigua. Feel free to contact her at geg24@cornell.edu or 607-793-4847.

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Dairy Farm Business Chart, Preliminary 2012

The Farm Business Chart is used by DFBS cooperators to analyze a business. Cooperators draw a line through or near the figure in each column, which represents the current level of performance. Cooperators use this information to identify business areas where more challenging goals are needed. The five figures in each column represent the average of each 20 percent or quintile of farms included in the summary. Ranges provide information regarding the performance realized by WNY Region Cooperators.

FARM BUSINESS CHART FOR FARM MANAGEMENT COOPERATORS

49 Western New York Region Dairy Farms, Preliminary 2012

Size of Business			Rate of Production			Labor Efficiency	
Worker Equiv- alent	No. of Cows	Pounds Milk Sold	Pounds Milk Sold Per Cow	Tons Hay Crop DM/Acre	Tons Corn Silage Per Acre	Cows Per Worker	Pounds Milk Sold Per Worker
(14)*	(12)	(12)	(12)	(11)	(11)	(14)	(14)
32.22	1,560	42,368,913	28,660	4.9	22	62	1,473,693
21.09	948	24,576,648	26,505	3.4	19	51	1,264,843
14.85	693	16,962,069	25,136	3.0	17	46	1,124,480
7.54	381	8,271,801	24,193	2.4	16	41	985,922
3.68	132	2,866,241	18,628	1.6	14	31	721,023

Cost Control					
Grain Bought Per Cow	% Grain is of Milk Receipts	Machinery Costs Per Cow	Labor & Machinery Costs per Cow	Feed & Crop Expenses Per Cow	Feed & Crop Expenses Per Cwt. Milk
(12)	(12)	(14)	(14)	(12)	(12)
\$1,071	25%	\$558	\$1,228	\$1,561	\$7.18
1,531	30	774	1,601	1,963	7.94
1,658	33	919	1,766	2,155	8.55
1,840	37	1,042	1,932	2,344	9.25
2,062	41	1,257	2,298	2,605	10.72

Value and Cost of Production			Profitability			
Milk Receipts Per Cow	Oper. Cost Milk Prod. Per Cwt.	Total Cost Production Per Cwt.	Net Farm Income w/Apprec.	Net Farm Income w/o Apprec.	Labor & Mgt. Income Per Operator	Change in Net Worth w/Apprec.
(12)	(12)	(12)	(4)	(4)	(4)	(8)
\$5,661	\$12.94	\$17.46	\$2,395,350	\$1,810,783	\$530,199	\$1,584,716
5,185	14.72	18.87	746,886	572,012	180,540	479,513
4,969	15.43	19.83	467,522	307,465	45,099	233,106
4,754	16.40	21.13	259,281	151,253	13,814	117,284
3,967	19.19	24.35	-23,866	31,544	-99,084	-236,640

*Page number of the participant's DFBS where the factor is located.

“—” denotes approximate performance level for the same 13 Top 25% based upon the rate of return on all capital without appreciation (average 10.2%) - WNY Region dairy farms, Preliminary 2012, 5 April 2013.

Fly Time is Back

By: Jerry Bertoldo

Although difficult to imagine why, flies do have a role in the master plan of nature. As far as cattle go, however flies lack any redeeming value. Their control has led to creative chemical and mechanical remedies. Unfortunately, we often ignore the basic consideration needed, that of environmental management.

Since fly propagation relies on moisture and organic matter buildup, wet bedding, manure piles, waste feed or even the neighbor's grass clippings are ideal places to mass produce these pests. Only the horse and deer fly do not take advantage of manure or manure laden material as a choice breeding ground.

Production and health problems

Flies in our climate are not important disease carriers. Pinkeye and some mastitis problems can be directly attributed to flies irritating the eye or teat end and introducing pathogens. The biting stable and horn fly are considered the most economically significant ones impacting weight gain in young stock and milk production in cattle. Horn flies are pasture pests. A 10 - 20 lbs. missed opportunity weight gain is common for youngstock during the grazing season. For dairy cows, a 20% drop in milk

production can be experienced with regular grazing.

Other fly control measures

Natural control of flies does exist in the form of small wasps, mites and beetles. The extensive breeding areas our livestock production areas provide is large, however. Fly reproduction is much more rapid than that of their enemies. The release of fly predators (often small wasp-like insects) on a regular basis starting in mid-May effectively keeps the fly population explosion from happening. This does not

work very well if a close neighbor does nothing as far as fly control and exports their flying friends to your place or you start predator release in July!

Premise sprays can be useful particularly around calf hutches and breeding ground sites. Keep in mind, however that some of these pesticides will not only kill flies, but the natural or store bought predators to boot! Check the label. Products that kill fly larvae in manure can be fed to both the old and young. Clarifly® and Rabon® are examples. Neither of these poses a threat to natural fly predators if used this way. Both products kill the fly larvae preventing any pupae from developing. It is the pupal stage not the earlier larval one that fly predators attack.



Closing down the fly brooder house – things to do

- * Clean up waste feed and manure piles within one week's time.
- * Don't let rainwater, manure and silage leachate puddle if possible.
- * Spread manure as thin as possible to promote dry down.
- * Don't let feeding areas in front of calves and cows in the barn or out on pasture build up and stay wet
- * Use shavings, sand or pea gravel in fly season for bedding instead of straw.
- * Keep in mind that the base of un-wrapped round bales stored in the field afford the same breeding ground as more obvious problem causing organic waste.



For a revolutionary solution to addressing flies there is the new Cow Vac product from Spalding Labs. This link will tell the story: https://www.spalding-labs.com/products/fly_control_products/cow_vac/default.aspx If anyone has or knows of one please contact me.

Fly tags, back rubs, dust bags, insecticide sprays or pour-ons are useful tools against flies, but precautions about labeled use in dairy cattle must be taken. Effect and duration may vary widely. Sprays should never be mixed with diesel fuel or other oils before application. Toxic levels of absorbed insecticide may result. Keep in mind that products must be rotated and used according to label to avoid fly resistance problems.

Don't forget the old fashion sticky tapes and ribbons. These can control low to moderate fly populations around premises if changed when needed. Devices such as the Epps Biting Fly Trap™ can be very useful on species not controlled by predators, larvacides or premise sprays. These attract flies by contour and lighting contrasts mimicking how animals appear to biting flies.

Winter Wheat Production Sets Record in NY

While hay was another victim of last summer's drought, winter wheat had a bang-up year.

That's what the NY field office of the US Department of Agriculture's National Agricultural Statistics Service is reporting about crops in storage or in the field as of May 1.

The service said hay stocks were less than 150,000 tons, a record low, compared to more than double that in May 2012. The state's wheat production, meanwhile, is estimated at 7.37 million bushels, which would be a record high. Wheat predictions around the country estimate a national decline of 10 percent.

The sorts of plants cattle normally feed on were also impacted by the drought. In a prepared statement, the field office reported, "In many areas, the limited availability of native feed-stuffs forced producers to feed their herds earlier than normal."

Record lows in hay production were also recorded in Connecticut, Illinois, Michigan, Minnesota, Ohio, Vermont and Wisconsin.

Still Time To Plant Buckwheat



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Buckwheat is fast growing— 70 days from planting to harvest. It can be planted as late as mid-July in many areas, allowing for a double crop after wheat or rye.

Buckwheat improves the soil and suppresses weeds.

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Buckwheat makes a great rotation crop.

Buckwheat often grows well on low-fertility land.

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There's still time to plant buckwheat in 2013.

So, let's talk. We're looking primarily for full-production, contracted commercial, or, if you are a **certified organic** farm, we'll contract organic buckwheat as well. And, for those not wishing to contract, we also offer both commercial and organic cover crop buckwheat seed.

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On a Farm Near You...

Internships Are Rewarding for Students and Farms

By: Nancy Glazier

SUNY Cobleskill student Jessica Pfeil wanted to learn about calving on a beef operation. She has a few cattle at home, but wanted more hands-on experience with that part of the enterprise. She got that and more at her internship at Just Serendipity Farms, the home of Jim and Mary Fravil in Lodi, Seneca County. While Jessica was at the farm, 167 of the 170 cows calved. At the April meeting of the Seneca County Beef Producers, Jessica shared her internship experiences. The meeting room was packed with nearly 50 producers and seventeen of Jessica's classmates and two professors who were touring area farms that day. The evening began the way all their meetings do, with a dish-to-pass supper.

Jessica started on the farm with Jim and Mary in mid-January and worked for 15 weeks. As part of her Bachelor's degree she was required to work a 600-hour internship in order to graduate. Jessica made the connection with the farm through an online posting for internships. During this time, she was still considered a student and had to pay tuition. Jim and Mary required her to visit before they hired her. On the positive side, the Fravils see the value of an intern and paid Jessica, plus provided her with room and board. She became a member of the family.

Jim and Mary form a special bond with their interns. Anna Brothman, their first intern and former SUNY Cobleskill student, has worked for them either full or part-time for the past 10 years. Amanda Larrabee, another former SUNY Cobleskill intern, stays in touch with the farm. Both Anna and Amanda returned for Jessica's presentation.

The farm calves their 170 cows starting in mid-January to eventually take advantage of the market for their finished cattle. Calving at that time of year is more labor intensive so for the past ten years they have relied on part-time help, an intern, or 'extern' (what Cornell University calls them) to work with them during the calving season. They sometimes utilize interns during the cropping season, too. They host field trips for Cornell students as well.

Jim Fravil praises the internship programs: "Cobleskill's and Cornell's programs are constant reminders to us there are lots of good young people out there. We need them to replace us. The more young people who want to enter farming the better it is for those who want to retire; they will support the value of our assets."

Jessica helped with all aspects of calving, from easy to difficult births, health, and sickness issues. She put her

'book' knowledge to work and gained much experience. "Jessica was an excellent employee and we hope for her success and will keep in touch. She left with four calves (2 freemartin twins, steer and a heifer - all orphans) to add to her herd. We have been participating in the Cobleskill intern program for many years. We try to get our interns out into the community and make them part of it and encourage them to do the same when they return home. We make all interns promise to some day in the future take in an intern, payback."

I asked Jessica what the best part of the internship was. Her response, "The best was when all of the work was done at the end of the day and I could look up the hill and watch all of the calves running around. I went there for calving so it was an accomplishment to see live healthy calves running around."



SUNY Cobleskill intern Jessica Pfeil working at Just Serendipity Farm in Lodi. Photo courtesy of Mary Fravil.

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1999 INTERNATIONAL PAYSTAR 5000; Cummins 350 HP; 9LL Trans.; Hendrickson HMX460 Susp.; 214" WB; T/A; 20K F/A; 46K R/A; 191K Miles; D.F.; 20" Of Frame Behind Cab; Stk. #3327 - \$19,500



2005 FREIGHTLINER FLD12064; 515 HP Detroit 14L Diesel; 18-Spd.; Engine Brake; Air Ride Susp.; 3.91 Ratio; 212" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 12,350# F/A; 46,000# R/A; 524,846 Miles; Very Clean, Good Running Daycab; 46,000# Locking Rear Dual Exhaust & Air Cleaners; 95% Drive Tires; 50% Steer Tires; #4324 - \$47,900



2000 PETERBILT 379; 460 HP Cummins N14 Diesel; Engine Brake; Air Ride Susp.; 206" WB; 24.5 Tires; Alum. Wheels; Tandem Axle; 12,000# F/A; 44,000# R/A; 860,930 Miles; Good Running, Clean Daycab; Recent Engine Work; New Cylinder Heads; 2-Line Wetline; Rubber 90%; Stk. #4325 - \$31,500



1999 PETERBILT 378 DAY CAB; 435 HP Cummins N-14 Diesel; Engine Brake; Wet Kit; Eaton Fuller 8L Trans.; Air Slide 5th Wheel; Air Ride Susp.; 232" WB; 12,000# F/A; 44,000# R/A; 11R24.5 Tires



Low Miles

2008 MACK PINNACLE CXU613; MP8-415C Mack 338 HP Engine; 9-Spd. TR/Ans.; Engine Brake; Air Ride; 207,358 Miles; 12K F/A; 40K R/A; Wetline; No Rust; Southern Truck; Like New; Stk. #4224 - \$49,900



(2) 2008 PETERBILT 365; CAT C13 9LL Trans.; 105K Miles; Haulmaxx Susp.; Alum./Steel Wheels; 234" WB; Tandem Axle; 20K F/A; 46K R/A; Stk. #3837, #3838 - \$86,900



2001 WESTERN STAR 5864SS; 410 HP CAT C12; 10-Spd. Manual Trans.; Heavy Spec; Southern Truck; Only 316,580 Miles; 29'4" Total Frame Behind Cab; 204" CT; 266" WB; 20,000# F/A; 46,000# R/A; 17,000# Tag Axle; D.F.; Engine Brake; Full Locking Rear; IMT 16,000# II Boom; 24'6" Flatbed; #4292



2000 STERLING LT9513; 3406 CAT Eng. 475 HP; 517,600 Miles; Diesel; 8LL; Eng. Brake; Hendrickson Susp.; 22' Length; Alum. Wheels; 300" WB; Six Axle; 20,000# F/A; 46,000# R/A; Stk. #4098 - \$53,900



2008 LUFKIN ULD-38; 38' x 46" w/Slide; 46" Inside Height; Spring Susp.; Steel Composition; 22.5 Tires; Alum. Wheels; Tandem Axle; Frameless; Like New Trailer; Ready For Work; Delivery Available; Stk. #3287 - \$26,500



2001 KENWORTH T800; 370 HP CAT C12 Diesel; Auto. Trans.; Engine Brake; 15'6" Steel Dump Body (Needs Some Patching); Chalmers Susp.; 4.88 Ratio; 22.5 Tires; Tri-Axle; 18,000# F/A; 46,000# R/A; 309,159 Miles; Good Running Dump Truck w/Auto. Trans.; 18,000# Lift Axle; D.F.; We Can Remove Body; 15' Of Frame Behind Cab; #4278 - \$36,900



(5) 2009 & (2) 2008 MACK GU713 CAB & CHASSIS; Mack MP8 12.8L 485 HP; 18-Spd. Eaton Fuller Manual; Engine Brake; PTO; 8.27 Ratio; 20K F/A; 65K R/A; Camelback Susp.; 252" WB; Triple Frame; 52K and 61K Miles - \$71,900



2001 Sterling LT9513 6-Axle Dump Truck; CAT C12 430 HP; Engine Brake; 8LL Trans.; Air Lift 3 Self-Steering Axles; Hendrickson RB Suspension; 316" WB; 24' Aluminum Box



1993 Mack CL613; Mack E7 400 HP; 18-Spd.; Eng. Brake; Air Ride Susp.; 230" WB; 22.5 Tires; Alum./Steel Whls.; Tri-Axle; 14,000# FA; 46,000# RA; 563,578 Miles; Excellent Condition; Wetline; Dbl. Frame; 50% Drive Tires; 75% Steers; Recent Clutch & Eng. Work; Air Slide 5th Whl.; Stk. #4339 - \$18,900



2001 MACK MR 688S; Mack E7 300 HP; Auto.; 160 Miles; Haulmaxx Susp.; 208" WB; 20K F/A; 46K R/A; D.F.; 20' Of Frame Behind Cab; 6x4; Stk. #3994 - \$36,500



2000 FREIGHTLINER FL112; C10 CAT Eng. 300 HP; 170,945 Miles; Diesel; Auto.; Chalmers Susp.; 22.5 Tires; All Steel Whls; 209" WB; T/A; 13,220# FA; 46,000# RA; Stk. #4051 - \$28,900



2010 WESTERN STAR 4900SA; 14.8L Detroit Diesel 560 HP; Engine Brake; Eaton Fuller 18-Spd.; PTO; 6.75 Ratio; 20K FA; 65K RA; Walking Beam Rear Susp.; 219" WB; Dual Vertical Exh. Dual External Air Cleaners; Dual Steering Boxes; Double Frame; 28,159 miles



2000 Volvo AC164; Cummins N14 435 HP; 8LL Diesel; Eng. Brake; Hendrickson Susp.; 4.56 Ratio; 203" WB; 22.5 Tires; Alum./Steel Whls.; T/A; 12,000# FA; 46,000# RA; 488,951 Miles; Clean, Low Mile Daycab; Stk. #4341 - \$26,900



2000 INTERNATIONAL 5500i; 460 HP Cummins N14 Diesel; 8LL Trans.; Engine Brake; Good Running Dump w/21' ALFAB Alum. Body; Haulmaxx Susp.; 284" WB; 22.5 Tires; Alum. Wheels; Five Axle; 20,000# F/A; 46,000# R/A; 556,501 Miles; Double Frame; Full Locking Rear; (3) 12,000# Steerable Air Lift Tags; 269" Bridge; Body Needs New Liner Or Floor Repair; Stk. #4320 - \$39,000



1999 PETERBILT 357 6x6; 370 HP Cummins; 8LL Trans.; 22,000# F/A; 46,000# R/A; Rubber Block Susp.; 212,000 Miles; No Rust Southern Truck - \$36,900



1990 PACIFIC P512PS; 525 HP CAT 3406 Diesel; 6-Spd. Allison Auto. Trans.; Engine Brake; 20' L x 11' W x 6' H Steel Heated Box; Spring Susp.; 14,000#25 Tires; All Steel Wheels; Tandem Axle; 25,960# F/A; 100,000# R/A; 16,158 Miles; Super Heavy Duty Off-Road Type Dump Truck w/100K Planetary Rears; Runs Great; 21,158 Hours; Triple Frame; #4318 - \$52,900



2003 PETERBILT 379 TRUCK TRACTOR; Cummins N-14 Red Top; Engine Brake; Eaton Fuller 8L Trans.; Air Ride Susp.; Wet Kit; Double Frame; Air Slide 5th Wheel; 12,000# F/A; 46,000# R/A; 11R24.5 Tires; 443,542 Miles



2006 FREIGHTLINER CL12042ST-COLUMBIA 120; 515 HP Detroit 14L; 13-Spd.; Engine Brake; Air Ride Susp.; 205" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 14,000# F/A; 46,000# R/A; 470,944 Miles; Very Clean, Good Running Daycab; Heavy Spec; Full Locking Rears; 75% Rubber; Cleanest Truck On Our Lot; Stk. #4267 - \$49,900

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Feeding Winter Triticale Silage

By: Bill Verbeten

A question on many dairy farmers' minds currently is how their winter triticale silage will feed-out in the coming months. Triticale silage will generally be fed as a replacement for haylage in milking, dry cow, or heifer rations. A range of common chemical analyses for winter triticale are listed in Table 1. Triticale silage should sit in the silo for at least three-four weeks prior to feeding to complete the fermentation process.

Table 1: Range of Analyses for Winter Triticale and Alfalfa Silage

Analysis (% of DM)	Triticale Silage
CP	14-18
NDF	55-65
TDN	55-60
Kd/hr	5.5-6.6
NFC	10-18
Starch	1-2
Sugar	2-8

Sources: *Nutritional Requirements of Dairy Cattle 2001*, *Winter Triticale - A Cropping Opportunity*, and some preliminary on-farm analyses from western New York farmers.

In situations where the triticale was left overnight in the field the NFC content (i.e. starches and sugars) will likely be on the lower range of the values listed. If the triticale was harvested at or before the flag leaf stage and had adequate nitrogen fertilizer applied the CP should be in the high range, but boot stage triticale silage may even be lower than the values listed in the table for CP.

Like other forages, winter triticale silage should have a fermentation profile analyzed. Hopefully triticale silage was put up the same day it was cut, inoculated with a homolactic bacteria (*Lactobacillus plantarum*, *Enterococcus faecium*, or some *Pediococci* species), and the silo was packed and covered quickly. If the pH (4.0-4.5), lactic acid (3-6% DM), acetic acid (<2% DM), propionic acid (<1% DM), butyric acid



(<0.1% DM), ethanol (1-3% DM), or ammonia-N (5-12% CP) levels were outside of their normal ranges (listed in parentheses), then fermentation problems may have occurred. High ammonia N levels in particular are an indication of clostridial fermentation from wet silage (<30% DM). High ethanol levels are usually a result of yeasts and molds during feed-out. Additionally if the silage has ash levels above 15% DM there may also have been problems in the fermentation.

Measuring fiber digestibility will be very important when feeding triticale silage to milking cows since it contains a lot more hemicellulose than haylage or corn silage. Two commercial laboratories have advanced analyses that can help farmers measure the fiber digestibility of their triticale silage. Cumberland Valley uses Dr. Mike Van Amburgh's equations to calculate the speed of fiber digestion based on the theory of slow and fast fiber pools. Rock River Laboratories uses Dr. Dave Combs' patented procedure which standardizes rumen fluid, making the rate of *in vitro* fiber digestion (across 24, 30, & 48hr) equal to the rates of total tract and *in situ* fiber digestion. The July issue of Ag Focus will discuss these analyses in more detail.

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Is Your Dairy Farm Ready to Grow?

By: Beth Dahl, WNY Dairy Modernization Specialist, Harvest NY

Dairy farms are getting bigger. Good, bad or indifferent, this is a nationwide trend, and New York farms are no exception, with the average dairy farm in NY sending 45% more milk out the door each day in 2011 as compared to 2000.

The reasons for a dairy farm to expand are numerous and varied, and many factors have to be considered prior to significant herd growth.

There is no right or wrong place to start when making a decision about expansion. Many farms grow slowly over time, gaining a small percentage each year, and as needed, will make small modifications to allow for these additional cattle over time, but find themselves “maxed out” or in need of significant investment to outdated facilities. Others may consider



growth when faced with a change in operations- such as inclusion of additional family or partners in the farm business. Regardless of why, dairy owners should ask themselves a few questions to gauge their preparedness for growth.

- Does the current financial situation of your farm allow for cash flowing additional debt, and how much debt are you comfortable taking on?
- Do you have long-term access to adequate land to grow feed and handle manure for the additional milking cows and youngstock?
- Do the key decision makers in the business have the interest and management capability to take on additional cows?
- Is herd growth and the resulting capital investment in keeping with the strategic and personal goals for your farm business and family?

If the stakeholders in your farm agree to the answers to these questions and that growth is in your future, you have a wealth of resources in western NY, including the Dairy Modernization Specialist, to improve the process of creating a business plan, designing facilities, acquiring financing, and adapting operational strategies to encompass more cows.

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Spring Insects of Concern in Field Crops

By: Mike Stanyard

June is here and so are most of the bugs that like to eat our crops. I would like to focus on three pests on the top of the most wanted list for field crops this time of year.

Black Cutworms. Outbreaks are patchy for NY each year. Remember they do not overwinter here and adult moths fly in from the south on spring storms to start new populations each season. Larvae will cut and feed on young corn seedlings. They are night feeders and hide under residue and loose clumps of



soil during the day. Look for cut and missing plants when scouting. If 5% of the plants are missing, and plants are still at the 5 collar stage and lower, an

insecticide should be applied. See <http://www.fieldcrops.org/Corn/Pages/ManagingInsectsSlugsNematodes.aspx> for recommendations from the Cornell Guide for Integrated Field Crop Management. Many of the Bt corn products are labeled for black cutworm and others are not. Make sure you know if you are protected. Scouting, finding economic populations, and spraying is still the best method to control this pest.

Slugs. No till and even reduced till operations continue to battle with this mollusk each year. There are at least three species that I find in soybeans and corn but the most common is the gray garden slug. This species overwinters in the egg stage and hatches



in the spring right when young seedlings are emerging. The young slugs feed on the leaf tissue. They hide where it is moist and cool

during the day and will come out in the evening to feed. Their slime trails are a sure sign that they are present. Even a little bit of tillage seems to be enough to disturb their feeding. Many farms are running over their fields lightly with one of the vertical tillage implements and getting good results. Pelletized slug baits containing metaldehyde (Deadline MP) or iron phosphate (Sluggo) can be very effective at reducing slug populations quickly but they do not last very long in the field and are pricey. Some producers tried spraying Lannate which was newly labeled for slug control in NY last year. I heard mixed reviews but it seemed to work better if sprayed at night to get direct contact on the slugs.

Potato Leafhoppers. As of May 21, no leafhoppers have been detected in NY. They are also not a winter resident and are waiting to move northward on spring storms. Last year was the worst year I have seen for PLH in many years. Many producers ended up spraying twice to keep them in check. Their damage was worse due the drought conditions and stress. Many producers are now planting PLH resistant alfalfa varieties. These varieties tolerate higher



leafhopper numbers with less yield loss. New seedlings are still vulnerable and still may need to be sprayed. Thresholds for established PLH

resistant seedlings are twice those of conventional varieties. The sweep net is still the best way to determine if PLH populations are over the economic threshold and if an insecticide treatment is warranted (see table).

Stem Height	Leafhoppers/sweep
Under 3 in.	0.2
3 to 7 in.	0.5
8 to 10 in.	1.0
11 to 14 in.	2.0

2013 New York Corn & Soybean Summer Crop Tour

August 13

Du Mond Farm
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Breaking the Yield Barrier

Speakers:

Ken & Isaac Ferrie of Crop Tech Consulting
Bill & Missy Bauer of B & M Crop Consulting

Topics for Discussion:

- ◆ Identifying growth stages in soybeans
- ◆ Understanding yield components in soybeans
- ◆ Root growth in various soil densities
- ◆ Precision Ag and dairy farming



NRCS & Soil Health

NRCS has recently announced a soil health initiative to educate our customers and the public about the positive impact Soil Health Management Systems can have on both productivity and conservation. The key to soil health is to follow 4 basic principles:

1. Keep the soil covered
2. Disturb the soil as little as possible
3. Keep plants growing
4. Diversify

Soil Health Management Systems Include: (1) Conservation Crop Rotation, (2) Cover Crops, (3) No Till, (4) Mulch Tillage, (5) Mulching, (6) Nutrient Management, (7) Pest Management

We can provide fact sheets, information guides and tools to help you assess and improve soil quality. As part of this initiative, NY NRCS will be collaborating with partners and growers to research, educate and share experiences with others to promote the benefits of soil health.

NRCS Program Sign Ups Start Now! It's never too early to sign up for our 2014 programs. We continue to offer the same initiatives as in previous years. Popular Environmental Quality Incentive Program initiatives include:

1. Livestock Waste- Barnyard management
2. Cropland- Soil health and erosion
3. Forestry- Private forestlands

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Milk Check Analysis Project by PRO-DAIRY

By: Jason Karszes

Milk pricing and the makeup of milk prices, premiums, and marketing costs continue to vary year to year, and PRO-DAIRY is for the eighth year conducting a study of milk checks received. Hundreds of farmers have participated in the past.

This year, PRO-DAIRY is partnering with Dr. Mark Stephenson at the Center of Dairy Profitability at University of Wisconsin to conduct this project. Milk checks from New York and Wisconsin will be collected and regional differences will be analyzed.

To participate in this year's study, send PRO-DAIRY the final settlement check(s) for milk produced in March 2013, including check(s) received in the middle of April. Only final or settlement checks received in April for March production are needed. Checks received for advanced March production are not needed.



Receiving actual copies of milk check(s) allows PRO-DAIRY staff to accurately identify prices received by farmers and the associated milk marketing costs. All information will be held in strict confidence, and no individual farm data will be reported in any manner. Study participants will receive a personalized report of their farm's milk check, with comparisons to farms by location and by milk shipped for the month. Participants will also receive the report on state averages on milk prices, premiums and marketing costs.

Milk checks can be mailed, emailed, uploaded online or faxed. Visit <http://ansci.cornell.edu/prodairy/MCAP/instructions.html> to print a cover sheet and for

further instructions.

Questions:

Jason Karszes, PRO-DAIRY Cornell University
607.255.3809 or jk57@cornell.edu



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Orleans County Pasture Walks

June 18, 2013

10:30 a.m. - 2:30 p.m.

At the farm of Martin Yoder, Yoder's Dairy
2594 Murdock Road, Medina

And

At the farm of Marcus Miller
3378 Fruit Avenue, Medina

Lunch served at Noon

Two neighbors have agreed to host pasture walks on their farms. Martin and his family have been on the farm for 11 years. They graze their organic dairy herd on about 60 acres of pasture.

After lunch we will visit the Miller farm. Having farmed in Ohio for 7 years. Marcus and his family moved to New York in September 2012. He has been seeding and fencing his paddocks, and considering where to put laneways.

Both farms milk about 40 - 45 cows.

Please wear clean boots!

Disposable boots will be available

Register by: June 14

Cost: \$10 per person

Contact: Cathy Wallace

585.343.3040 x138 or cfw6@cornell.edu

Questions???

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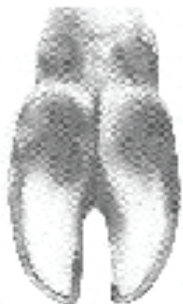
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June 2013

- 6 **Small Grains Field Day**, 10:00 a.m. - Noon, Registration: 9:30 a.m., Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, DEC credits available.
- 9 **Agri-Palooza**, Noon - 4:00 p.m., Dueppengiesser Dairy Company, Butler Road, Perry. Free admission & parking.
- 18 **Orleans County Pasture Walks**, 10:30 a.m. - 2:30 p.m., see page 15 for further details.
- 30 **Ag Careers Camp**, 8:30 a.m. - 5:00 p.m., Camp Wyomoco, 2780 Buffalo Rd., Varysburg. Cost: \$100 per participant. Registration: 786.2251 or www.campwyomoco.com for an application.

July 2013

- 9-13 **Yates County Fair**, Old Route 14A, Penn Yan, Contact: 315.536.3830
- 15-20 **Seneca County Fair**, 100 Swift Road (Corner of Swift & North Road), Waterloo, Contact: 315.539.9140
- 16-20 **Genesee County Fair**, 5056 E. Main Street, Batavia, Contact: 585.344.2424
- 16-20 **Hemlock Fair**, 7370 Water Street, Hemlock, Contact: 585.367.3370
- 17 **NY Weed Science Field Day**, 11:30 a.m. - 4:30 p.m., Musgrave Research Farm, 1256 Poplar Ridge Rd. (Poplar Ridge Road, connects 90 & 34B), Aurora. CCA & DEC credits have been requested. For more information contact: Mary McKellar: 607.255.2177 or mem40@cornell.edu. NYSABA Pork BBQ will be available.
- 18 **Aurora Farm Field Day**, 9:00 a.m. - 3:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora
- 22-27 **Orleans County Fair**, Route 31, Knowlesville, Contact: 585.798.4265
- 23-27 **Ontario County Fair**, 2820 County Road #10, Canandaigua, Contact: 585.394.4987
- 31 **Niagara County Fair**, 4487 Lake Avenue, Lockport, Contact: 716.433.8839

August 2013

- 1-3 **Monroe County Fair**, Northampton Park, Ogden
- 1-4 **Niagara County Fair**, 4487 Lake Avenue, Lockport, Contact: 716.433.8839
- 10-17 **Wyoming County Fair**, 70 Main Street, Pike, Contact: 585.493.5626
- 12-17 **Wayne County Fair**, 250 W. Jackson Street, Palmyra, Contact: 315.597.5372
- 20-21 **Bovine Reproduction & Artificial Insemination**, Details to be announced in July Ag Focus



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