Cornell Cooperative Extension | Northwest NY Dairy, Livestock and Field Crops Program

AG FOCUS

Pricing Corn Silage - Fall 2021 by John J. Hanchar

Summary

- Analysis suggests corn silage price depends on corn silage quantities, alfalfa hay price, the price received by farmers for milk, and corn grain price.
- Analysis for NY suggests that estimated corn silage price is most sensitive to corn silage quantities, alfalfa hay price and corn grain price.
- Price estimates combined with understanding of relevant supply and demand factors from an individual farm business owner's perspective can aid decision making regarding corn silage price. Given recently available alfalfa hay and corn grain prices (April through June, 2021, and August, 2021, respectively), price analysis for NY suggests an estimated corn silage price of about $57 per ton. The fall 2020 estimate was about $49 per ton.

Determining Corn Silage Price

A farm business owner can examine how much corn silage he/she would be willing to supply to a market at a given price. Analysis of the farm business' cost structure for corn silage production combined with consideration of other factors help define the supply relationship. A seller can develop a target based upon the above, but actual market conditions provide no guarantee that a buyer will purchase quantities desired at prices that achieve the producer's target.

Some farm business owners might approach the problem of determining corn silage price from a value in production, or input demand perspective. Amounts of corn grain and corn stover in a ton of corn silage, relevant prices, and corn silage's place in the milk production process are key factors. A buyer can develop a price target based upon the above, but actual market conditions provide no guarantee that a producer will sell the quantity desired at a price that matches the buyer's willingness to pay target.

Photo: P. Kaatz / Michigan State University Extension

Although factors in price determination, the two approaches described above in isolation, don't completely determine price and quantity. Supply and demand relationships work simultaneously in markets to determine price and quantity. Empirical price analysis brings supply and demand relationships together to determine price.

Corn Silage Price Analysis

Empirical price analysis suggests that corn silage price is a function of corn silage quantities, alfalfa hay price, the price received by farmers for milk sold, and corn grain price. An ordinary least squares regression model expresses corn silage price as a linear function of the above variables. The statistical analysis used here is fairly basic. However, readers of the original and annual update articles note that the analysis and estimates help farm business owners price corn silage.

Corn Silage Price Estimates – Fall 2021

The ordinary least squares regression model reported in August 2012, updated here to reflect additional data available, and changes in other underlying factors, produced corn silage price estimates for NY. Below, estimated corn silage price is a function of alfalfa hay price

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Remember To Check Out The NWNY Team Blog!

Our goal for this blog is to share with farmers and allied industry professionals, technical and applicable resources regarding all aspects of dairy farming, livestock and small farms, field crops and soils, and topics related to farm business management and precision agriculture.

The blog will feature **Crop Alerts, Dairy Alerts, Bilingual (Spanish) Resources, Upcoming Events** and more from our team members. When new material is published, subscribers will receive an email notification.

You can visit the blog at: https://blogs.cornell.edu/nwny-dairy-livestock-field-crops/

Inside This Issue

Pricing Corn Silage - Fall 2021

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and corn grain price with other factors (corn silage production and milk price) fixed at expected levels. Expected corn silage quantity is set at 8,345 tons, which is the average for the period 2007 through 2019.

- estimated corn silage price ($/ton) = -2.72074 + (0.17809 x price of alfalfa hay ($/ton)) + (3.67009 x price of corn for grain ($/bushel))

Suppose

- NY alfalfa hay price is $218 per ton, the three month average of the period April, May, June, 2021. (USDA/NASS. Agricultural Prices. Washington, DC: National Agricultural Statistics Service. QuickStats access August 11, 2021), and
- corn grain price is $5.56 per bushel (Western NY Energy. "Corn Bids." August 5, 2021 access date. Approximate value based upon reported bids for fall 2021.)

Using the estimating equation and the above prices for alfalfa hay and corn grain as expected prices, estimated corn silage price is about $57 per ton. Compare this to last fall's estimate of about $49 per ton. Using an expected corn silage quantity of 8,734 tons, about one standard deviation greater than the above value, the equation yields a corn silage price estimate of about $52 per ton. Buyers and sellers use an estimate as a base, typically, adjusting for quality and/or costs for harvest, hauling and storage based upon the situation, for example, when pricing standing corn for silage.

Corn silage price estimates combined with understanding of relevant supply and demand factors from the individual farm business owner's perspective, including local conditions, can aid decision making regarding corn silage price.

* *

Let's Get Winter Wheat Off to a Great Start! by Mike Stanyard

The 2021 wheat crop looked so promising. It went in great, had a mild winter and a dry spring. We had all the pieces needed for great yields. The last piece we needed was good weather during harvest to assure grain quality. Unfortunately, we didn't get it. Despite record wheat yields, much of our grain sprouted and ended up as feed wheat. High corn prices helped to increase feed wheat prices but that doesn't fill those higher priced contracts for quality grade wheat. Well, let's put this crop behind us and start thinking about the 2022 crop and getting it off to a great start.

Variety Selection. Cornell has small grain trials planted across the state each season. You can review this year and past year's results for red and white winter wheat on their website, https://tinyurl.com/Small-Grains-Trial-Results.

Planting Dates. Ideally, between the last week in September and the first half of October has been the most productive planting window for wheat.

Seeding Rates, Wheat. Seeding rates should increase as the season gets later and should be adjusted based on soil conditions (See chart) and % live seed. Seeds should be drilled 1-1.5 inches deep for good emergence. See examples below on how to calculate million/pounds of live seed per acre.

	Seeding Rate (million live seeds/acre)				
Soil Condition	Sept. 15	Sept. 25	Oct. 5	Oct. 15	Oct. 25
Good	1.33	1.45	1.57	1.69	1.8
Average	1.45	1.57	1.69	1.8	1.93
Poor	1.57	1.69	1.8	1.93	2.06

Live seed % = Recommended rate / Percentage of live seed = Rate/acre

Example: 1,450,000 seeds / .90 live seeds = 1.61 million live seeds/acre

To figure out how many pounds per acre, use the following formula.

Seeds per acre / # seeds/lb. = lb./acre **Example: 1,610,000 / 13,000 = 123.8 lb./acre**

Starter Fertilizer. Phosphorus is very important and winter grains need 15 pounds just for strong seedling establishment. Follow your soil sample recommendations for P and K. Small grains should have 10-20 pounds of N, most of the P and possibly a little K in the starter.

Broadleaf and Grass Weed Management. Winter annual weeds are the most prevalent weed competitors for our winter grains. Chickweed, purple dead nettle, shepherds purse, corn chamomile and others in the mustard family emerge right along with the crop in the fall. Many producers spray with Buctril or Harmony Extra in the fall so they are starting clean in the spring.

Marestail/horseweed can also germinate this fall right along with the wheat as well as the spring. Remember, most of our population is glyphosate (Group 9) and ALS (Group 2) resistant and will not be controlled with Buctril or Harmony Extra. This weed can be managed with tillage prior to planting. It hates even a little bit of tillage. For No-tillers: small marestail can be taken out with 1 pint of banvel but needs to be applied at least 20 days prior to planting. Huskie, (NY Special local needs label), can be applied in the fall or the spring at 13.5 ounces when the marestail is 1-4 inches. It is crucial to start clean of marestail in either circumstance.

Annual and roughstalk bluegrass and cheat populations continue to increase across the region. These grasses also emerge in the fall right along with the wheat. Last year, the NYSDEC approved a Special Local Needs (SLN) registration for **Osprey Xtra** (Osprey + Thiencarbazone) to replace Osprey for control/suppression of roughstalk bluegrass and cheat in winter wheat. Osprey Xtra can only be applied up to the jointing stage so it has to be sprayed early.

Roughstalk bluegrass taking over a wheat field.
Photo by: M. Stanyard / CCE NWNY Team

Respirator Fit Testing Clinics in Ontario County in September

The New York Center for Agricultural Medicine and Health (NYCAMH) and HealthWorks is pleased to provide respirator fist testing clinics in the Finger Lakes region. All attendees must wear a mask or face covering while attending the clinic.

September 23, 2021 (Thursday) and **September 24, 2021 (Friday)**
CCE Ontario County, 480 North Main St, Canandaigua, NY 14424

During the clinics NYCAMH will provide medical evaluations; respirator fit tests; and WPS compliant trainings on how to properly inspect, put on, take off, fit, seal check, use, clean, maintain, and store respirators. If a worker wears more than one style of respirator, including filtering facepieces, they must be fit tested for each one. Please keep in mind while determining who will come to the clinic that a clean-shaven face is a necessity for masks to be effective and for fit testing to be possible.

Clinic appointments are **one hour long** and **groups of 4 workers** can be seen at a time. Medical evaluations, fit tests, and trainings are available in both **English and Spanish**. If you are unable to attend the clinic in your area you may schedule an appointment at another clinic location.


Photo from NYCAMH

To schedule an appointment, please call the NYCAMH office at 607-547-7014 #7 or email fittest@bassett.org between **August 2 and September 30**, Monday – Friday, 8:00am – 4:30pm. Ask to speak with the farm respirator clinic scheduler. When scheduling an appointment please have the following information available:

- Total number of people attending from your farm
- Name of each person being scheduled
- Language spoken by each attendee
- Make and model of each respirator to be tested

Is Your Farm Ready to Prevent a Foreign Animal Disease?

by Nancy Glazier

Though African Swine Fever (ASF) has been around for well over 100 years, it was recently found in the Western Hemisphere. This is its first appearance in nearly 40 years, according to the National Pork Producers Council. In late July an outbreak was reported in the Dominican Republic in backyard pigs in two provinces and continues to spread. The disease has decimated many herds in Asia and Europe, as well as Africa where it is endemic.

At this time, it is unknown how it made the jump to the Dominican Republic, an island country. Many outbreaks were reportedly started with direct contact with feral pigs. Parts of Eastern Europe are dealing with outbreaks in wild boars. Large hunts have been approved in an attempt to control and prevent further spread to domestic pigs. The highly contagious disease can be spread through direct contact from pig to pig as well as indirect contact through contaminated equipment, feed, visitors, and employees. It is not transmissible to humans or other animals and is not a food safety issue.

African Swine Fever can spread quickly through herds; be familiar with signs of ASF:

- High fever
- Decreased appetite and weakness
- Red, blotchy skin or skin lesions
- Diarrhea and vomiting
- Coughing and difficulty breathing

There is no commercial vaccine currently available, though significant development is underway. Control is total herd depopulation of an operation to prevent further spread.

There are now tightened border controls at the US, Canadian, and Mexican borders. Travelers are screened entering the US on direct flights from the Dominican Republic.

If there were ever a foreign animal disease outbreak of any kind, quarantines would be established around the property for a specified radius. If your farm was in that area, you would not be allowed to ship animals, milk, or animal products out of the quarantine unless you had a continuity of business plan in place ahead of the outbreak. There are many resources that can be found here: https://www.securepork.org/. There is also information specific for outdoor production. Resources were developed through a collaboration between the swine industry, state and federal government officials, Iowa State University, and the University of Minnesota.

Biosecurity practices to be mindful of are good to prevent any disease outbreak.

- Make sure visitors have clean clothing and footwear when entering your property.
- Use proper disinfectants
- Limit outdoor exposure of domestic pigs to any feral hogs
- Control insects in and around operations
- Don't feed uncooked garbage, animal tissues, or waste products

We have seen during the pandemic how quickly viruses can spread. Farms of all sizes and production methods need to be mindful of biosecurity measures on their operations. If you want more information on biosecurity, please let me know. 585-315-7746 or nig3@cornell.edu Just about every species has a checklist to assist with biosecurity, continuity of business plan, and ensure a safe food supply.

Pigs raised in an outdoor production system.
Photo by: N. Glazier / CCE NWNY Team

Optimizing Your Corn Silage Harvest by Margaret Quaassdorff

It is time to bring your harvest team or custom harvester together with your nutritionist to set your harvest goals, and make sure all of your equipment, and feed storage facilities are ready for corn silage 2021. With purchased feed costs high, you want to be sure to get the most nutritional value from your homegrown corn silage as possible.

Shrink is dry matter (DM) that is harvested but lost before feeding. Even well-managed farms can experience 8-20% of shrink. If best management practices are not followed, shrink can easily reach 50%! These DM losses can be related to improper ensiling moisture at the time of harvest, inadequate packing density, how you cover your storage facility, or just the way you move feed to the facility (how much is being blown out of the truck in transport). Though some shrink is unavoidable, it can be managed.

Keep the following in mind this year to put up the highest quality corn silage, while keeping shrink and spoilage to a minimum:

- *Pay attention to whole plant DM (nutritionists) or moisture (agronomists).* This is the most important in my opinion. Target 32-38% DM or 62-68% moisture at the time of harvest. You can test this by feeding a few whole stalks through a wood chipper and dry by using a more traditional Koster Tester, microwave or dehydrator method, by using reliable NIR technology (don't forget to calibrate it at the beginning of, and throughout the harvest), or by sending that sample to a forage testing lab. If corn silage is too wet (<30% DM), DM losses occur due to nutrient breakdown and seepage from the bunk, and if it is too dry (>40%DM), it is difficult to pack it tight enough to squeeze the oxygen out to prevent spoilage, and digestibility of starch and fiber take a hit.
- *Keep an eye on chop length.* Monitor, and evaluate it several times during harvest and adjust as needed. For conventional roller-processors, actually take out a ruler, grab a piece of stalk or leaf out of the first load with a nice square cut and measure it. The ideal chop length is key to proper particle length in the total mixed ration to promote chewing via physically effective fiber, and reduce ration sorting by cows. A good goal to shoot for is between ⅝ and ¾ inch if you have a conventional roller-processor, which also helps with kernel breakage. Chop length is typically extended to 1 – 1¼ inches when using a processor with intermeshing disks to increase shredded fiber length, while still pulverizing those kernels. Use a Penn State Particle Separator to monitor overall particle size.
- *Crush those kernels.* Unprocessed corn silage that passes through into the manure is profit loss. During harvest, kernels should at least be broken into ¼ kernel pieces. This ensures optimum starch availability and digestibility, and really matters to the nutritional value of the corn silage. A recommended roll gap for a conventional processer is 1-3mm, but will depend on DM and chop length. Setting a 30-40% speed differential between rolls is a good way to improve processing. See my last month's article, "Seasonal Starch Digestibility: Friend or Foe?" for more on monitoring kernel processing.
- *Add research-based and proven inoculants*. Specifically use an upfront-fermenter inoculant on corn silage during harvest to promote a more efficient and effective fermentation. This helps to improve DM recovery dur-

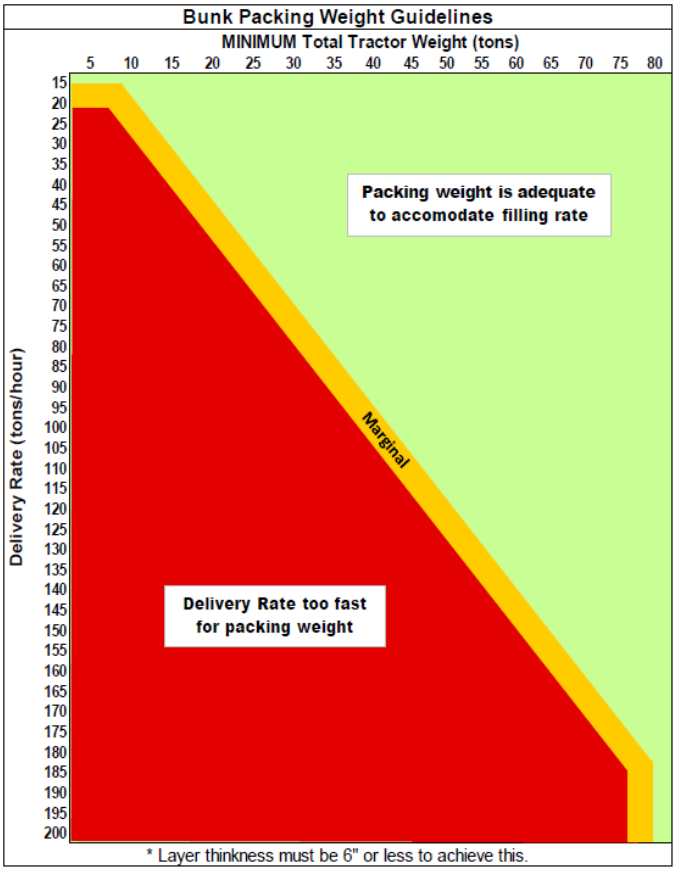

Figure 1. Bunk Packing Weight Guidelines developed by Joe Lawrence / PRO-DAIRY

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Optimizing Your Corn Silage Harvest

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ing fermentation, reducing your shrink. If you have challenges with spoilage and heating during feed out in warm spring and summer months, now is the time to purchase and incorporate a good inoculant containing *L. buchneri.* It is more cost effective to do this now, than to treat silage with propionic acid as you feed out later.

- *Pack adequately and cover completely.* A proper density is >15 pounds per cubic foot and tight enough to eliminate excess oxygen from the bunk. Oxygen remaining in the bunk will allow for DM losses due to inappropriate degradation of nutrients by aerobic bacteria, mold and yeast. Achieve this by packing in thin 6 inch layers. Continuing to excessively pack and drive over the top of the bunk after the last layer was added can actually push oxygen further into the bunk. Pack your last load the same amount of time as the others for best results. Research from the University of New Hampshire recommends adding plain white salt (non-iodized) on the top of the bunker at a rate of 50 pounds per 400 square feet prior to covering to effectively reduce spoilage. When it comes to covering, it is important to do so as quickly as possible after filling the storage facility. Without proper covering with a quality oxygen barrier layer, oxygen can easily penetrate 3 feet into silage and cause spoilage at that level. An oxygen barrier film will typically reduce losses 3 to 5 percent over standard plastic. When covered properly shrink can range from 2 to 6 percent but an uncovered pile can result in 10 to 20 percent loss.
- *Know your inventory and allow 2021 Corn Silage to ferment.* To get the most milk per ton, fresh corn silage should remain untouched in the bunk, pile, bag or silo for at least three months before feeding. This allows the feed to stabilize, and makes the starch in your crushed kernels more available to rumen microbes (who are the ones we are actually feeding). If you seem to be short on inventory every year, and have to open the bunk early, pre-harvest is a good time to brainstorm with your nutritionist on how to create more space for carryover, or extend what you harvest this year.

Have a safe and successful harvest!

Upcoming Webinars

September 13, 2021 - Noon (CST)
"Raising calves on autofeeders - will it work for you?"
Bob James, Virginia Tech University
https://hoards.com/flex-309-Webinars.html

October 11, 2021 - Noon (CST)
"Ventilating dairy barns"
Nigel Cook, University of Wisconsin-Madison
https://hoards.com/flex-309-Webinars.html

October 18, 2021 - Noon (ET)
Dairy Workforce Focus: Back to Basics with Communication and Teamwork
Dr. Lisa Holden, Penn State Extension
https://extension.psu.edu/dairy-workforce-focus-back-to-basics-with-communication-and-teamwork

All Employers Large and Small - Are You in Compliance with the NY HERO Act? by Joan Sinclair Petzen

The NY HERO Act was signed into law on May 5th, 2021, adding new provisions to NY Labor Law. The law has three major components. First, "Each employer shall establish a written exposure prevention plan designed to eliminate or minimize employee exposure to airborne infectious agents in the event of an outbreak of an airborne infectious disease," according to the Airborne and Infectious Disease Prevention Program Standard. Second, the new law "requires employers with 10 or more employees (at any time during the year), to "permit employees to establish and administer a joint labor-management workplace safety committee," as stated in Cornell Agricultural Workforce Development Program's article about the law. Lastly, the Act "includes extensive and specific discussion of anti-retaliation measures regarding all aspects of the new law."

Airborne Infectious Disease Exposure Prevention Plan

The prevention plan aspect of the law became effective on August 5th, 2021. All employers must establish a written plan, provide copies to employees immediately and thereafter upon hire, review the plan verbally with each employee either in-person, using appropriate protective measures or using either audio or video teleconferencing technology, and implement the plan when the commissioner of health designates a highly contagious infectious disease as presenting serious risk of harm to public health. Industry specific templates, including an agriculture template are available for employers to download (https://dol.ny.gov/ny-hero-act), as a fillable PDF document, and fill in the blanks for their business. Alternatively, employers may draft their own plan pursuant to a collective bargaining agreement or with meaningful participation of employees in situations where there is no collective bargaining agreement.

The Standard details exposure controls including, health screening, face coverings, physical distancing, hand hygiene facilities, cleaning and disinfection, and personal protective equipment (PPE). It goes on to state employers shall provide appropriate and necessary PPE, provide appropriate training on the proper use of PPE, and ensure the functionality of any employee provided PPE in use at a work site.

Workplace Safety Committees

Effective November 5, 2021, the HERO Act permits employees, of any business, with 10 or more employees to establish a Joint Labor-Management Workplace Safety Committee. The committee shall include representatives of both non-supervisory employees and management. At least 2/3 of the committee members must be non-supervisory employees. The committee shall be co-chaired by representatives of the employer and non-supervisory employees. Employee representatives shall be selected by and from among non-supervisory employees. The Committees will function to 1) raise health and safety concerns, hazards, complaints, and violations to the employer who must respond, 2) review any proposed workplace policy related to the HERO Act or Workers Compensation Law and provide feedback on those policies. 3) review the adoption of any workplace policy related to any health and safety law, ordinance, rule, regulation, executive order or other related directive, 4) participate in any site visit by any governmental entity responsible for enforcing safety and health standards, 5) review any report filed by the employer related to health and safety of the workplace, 6) schedule regular committee meetings at least quarterly during work hours, and 7) permit safety committee member to attend training on the role of workplace safety committees and health and safety issues without suffering a loss of pay.

Anti-retaliation Prevention

Anti-retaliation provisions outlined in the Standard state "No employer … shall discriminate, threaten, retaliate against, or take adverse action against any employee for": exercising their rights under the plan, reporting a violation, of the HERO Act or an adopted plan under the act, to authorities, reporting an airborne infectious disease exposure concern or seeking assistance or intervention with these concerns from their employer, government entity, officer or official, or refusing to work where the employee reasonably believes there is potential for exposure to airborne infectious disease for themselves, other workers or the public in the workplace. The text of the law includes substantial civil penalties for employers and potential sanctions for attorneys who bring meritless

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All Employers Large and Small - Are You in Compliance with the NY HERO Act?

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counter or cross claims undertaken primarily to harass or maliciously injure another. These provisions apply to both the airborne infectious disease prevention plan and workplace safety aspects of the HERO Act.

The HERO Act requires all employers to take action to prepare an airborne infectious disease prevention plan and train employees on that plan. The plan would only be implemented in the event of a designation by the Commissioner of Health of a highly contagious infectious disease as presenting serious risk of harm to public health. The Act also provided for employee-initiated workplace safety committees including both non-supervisory employees and management to weigh in on concerns related to health, safety, hazards or violation of safety standards or changes to policy related to health and safety in the workplace. Anti-retaliation provisions of the act protect workers from employer retaliation for actions related to health and safety by implementing civil penalties on employers who retaliate.

Resources:

NY HERO Act Regulates Airborne Infectious Disease Prevention Plans and Safety Committees | Cornell Agricultural Workforce Development

The Airborne Infectious Disease Exposure Prevention Standard (ny.gov)

s1034b (nysenate.gov)

NY Hero Act, Model Airborne Infectious Disease Exposure Prevention Plan

The NWNY Team Welcomes a New Specialist!


Kaitlyn Lutz, DVM

On behalf of Director Watkins, we are pleased to announce the appointment of Kaitlyn Lutz, DVM, to the position of Dairy Management Specialist on the CCE NWNY Dairy, Livestock and Field Crops team. Kaitlyn is a native of South East Pennsylvania. She earned a bachelor's degree in Animal Science from University of Delaware in 2007 and a veterinary degree from University of Pennsylvania in 2011. Kaitlyn then went to Colorado State where she completed an internship in Livestock medicine and surgery. She returned to University of Pennsylvania where she completed a residency in Food Animal medicine, spending much of her time teaching veterinary students on-farm.

Kaitlyn then spent 4 years working internationally as a dairy practitioner in New Zealand, Turkey and Uruguay, focusing on large herd management and employee training. In 2018 Kaitlyn returned to the States and has been working in private dairy practice in Geneva. Kaitlyn is passionate about the health and welfare of dairy cattle and the people who work with them and believes that education and communication make all of the difference! Kaitlyn lives in Geneva with her family and thoroughly enjoys all things outdoors. She is very excited to join the incredible CCE team! Kaitlyn will be starting in her role September 1 and will be based out of the CCE Ontario County. Kaitlyn's email address is: kal263@cornell.edu and we will have her phone number available soon.

Options for Hay Storage by Nancy Glazier

Every growing season is a challenge when it comes to making hay. Whether bales are small or large, proper storage should be considered. Hay loss is unavoidable and can occur when baling, moving, and feeding. The biggest loss – both dry matter and digestibility – occurs with outdoor storage. Dry matter loss can reach 50% depending on the beginning quality, storage conditions and length of storage. It is not always realistic or practical to build a barn to store hay. Here are some tips to minimize waste from outdoor storage.

Large bales are a convenient form of hay for one-person operations. These bales can be moved, stored and fed relatively easily with the right equipment. Tightly wrapped bales tend to shed water better. The outer layer forms a thatch to reduce water infiltration. What helps with shedding precipitation is placing the bales lined up tightly together end to end. Pick a site that has good ventilation, away from hedgerows and wooded areas. This gives bales a better chance to dry out with air movement. Row spacing of at least 3 feet or more allows for good air flow and sunlight penetration. It's also a good idea to keep vegetation mowed between rows.

Ideally, bales should be stored in a barn. At the minimum, get them off the ground. Hay stored directly on the ground may lose up to 12 inches on the bottom of the bales due to wicking action. Find some waste material such as old fence posts, pallets, or tires and place the bales on top. Gravel or stone may work too.

Research conducted by University of Tennessee animal scientists compared different methods of storing large round bales of grass hay. The hay was cut and baled in June and bales were weighed at the time of harvest and storage. They were weighed again the following January at the time of winter feeding. The following table lists the type of storage and the resulting percentage hay loss.

Losses of Hay Stored using Six Methods of Storage

Type of Storage	Percentage (%) Hay Loss
On ground, no cover	37%
On tires, no cover	29%
On ground, covered	29%
On tires, covered	8%
Net wrap on ground	19%
In barn	6%

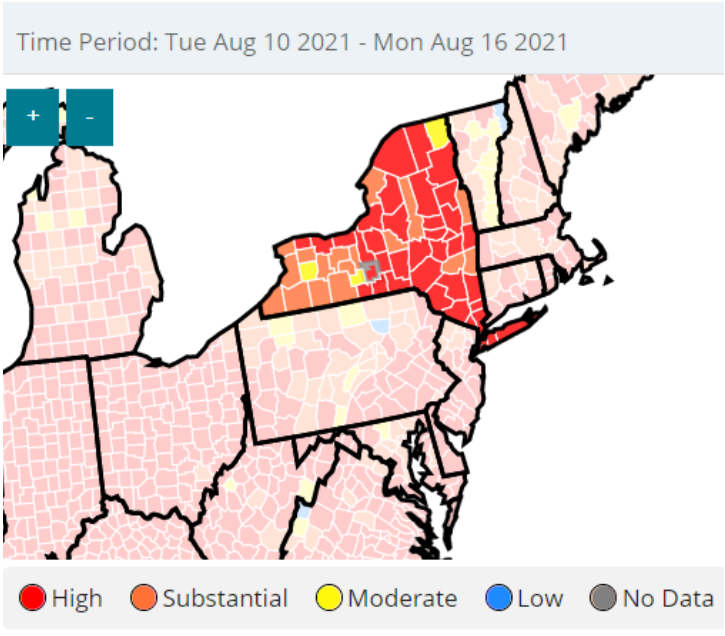
Note the difference between storage in the barn and on tires and covered. Some small changes can make a big difference! Plastic tarps can be relatively inexpensive when the savings from reducing loss is calculated. Adding tires or gravel can add another big savings.

NWNY Region COVID-19 Update by Joan Sinclair Petzen

Just when we started to feel like life can get back to normal in the countryside, up pops a new Delta Variant of the COVID 19 Virus. As a business owner and operator, you need to stay on top of transmission and vaccination rates and the threat COVID 19 may pose to your business. As farmers, many of you are data driven and want to know the numbers when you make decisions. Data about COVID 19 transmission and vaccination rates is now updated and available daily from the Centers for Disease Control (CDC).

During the last 17 months, people in local communities and on our farms have risen to the occasion, donned masks, got tested and many have chosen to be vaccinated. These have all contributed to reduced rates of transmission. But a risk remains. One can track the risk in their local county by visiting the CDC website: https://covid.cdc.gov/covid-data-tracker/#datatracker-home. On this page you can select the state and county to get to up to the day data on a county basis as illustrated by the map below, captured on August 16.

As you can see, during the time frame outlined in the graphic, community transmission rates were high in Orleans, Monroe, and Wayne Counties, substantial in Niagara, Genesee, Livingston, Ontario, and Seneca Counties and moderate in Wyoming County. So, we are probably not out of the woods yet in our region. The good news is death rates among vaccinated individuals are very, very low and very few individuals who test positive for COVID 19 after being vaccinated require hospitalization. You can use the same map site to look at vaccination rates, and death totals for your local county. Statistical data is below the map for the locality selected on the website.



If you have people in your family or who work for you who are seeking vaccinations there are still sites available throughout the region to receive vaccinations either through county health departments, doctors' offices, or pharmacies. Reach out to your local health department for more information on where vaccine is available in your community.

From someone who has been working closely with a local health department, it is important for individuals to be open about their recent contacts if they should test positive. Contact tracing is a primary tool for containing the spread of the virus. Quarantine requirements for fully vaccinated individuals, and those recently recovered from a laboratory confirmed case of COVID 19 and are asymptomatic have been relaxed. This April 22, 2021 memo from the NYS Department of Health: https://tinyurl.com/NYS-Memo-Quarantine-Update, details the quarantine and isolation requirements in effect .

Businesses need to keep up on disinfection and sanitation practices. Contact the local health department or the person's personal health care provider if it is suspected someone might have COVID 19 and continue to encourage vaccination. If someone on your team is confirmed positive, step-up hygiene practices including the wearing of face coverings until the transmission period (generally 14 days) has passed.

Figure 1. This map was generated on 8/17/2021 using the COVID-19 Data Tracker available from the CDC at: CDC COVID Data Tracker. Use this tool to keep an eye on transmission and vaccination rates in your locality.

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2013 PETERBILT 348 VACUUM TRUCK; Paccar PX8 350 HP; 10-Spd. Manual; Clean, Double Frame w/2,940 Gallon Tank; Air-Trac Suspension; 20K Front Axle; 46K Full Locking Rears; 4.30 Ratio; 256" WB; Vacuum System Can Be Removed. 2016 Frame Behind Cab; 186" CT; 97,334 Miles; Stk. # 6325 - **$46,900**

2009 WESTERN STAR 4900; Detroit Diesel 430 HP; Jakes; Allison 4500 Auto. Trans. w/PTO; Double Frame Cab & Chassis; 20K F/A; 69K Triple Locking Rears; Neway Air Ride; 312" WB; 368" Bridge measurement; 31' Frame Behind Cab; 61,745 Miles; Stk. # 6353 - **$59,900**

2013 KENWORTH T800; Cummins ISX 600 HP; 18-Spd. Manual; Double Frame; 244" WB; 20K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride Suspension; 3.73 Ratio; 2-Spd. Auxiliary Transmission; 164" CT; 176" Frame Behind Cab; 545,546 Miles; Stk. # 6321 - **$54,900**

2011 PETERBILT 37 TANK TRUCK; CAT 475 HP; 18-Spd. Manual; 20K F/A; 46K R/A; 19K Steerable Tag; 265" WB; 175" CT; 4,200 Gal. Tank w/Fruitland Pump; WILL SELL JUST CHASSIS; 326K Miles; Stk. #5963 - **$61,900**

2007 PETERBILT 357 CRANE TRUCK; 430 HP CAT C13; 8LL Manual Trans.; Double Frame; Terex BT4792 23.5 Ton/ 92' Reach Crane w/4-Outriggers; 36" Bunk; 18' Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 216" WB; 105,127 Miles; Stk. #6298 - **$71,900**

2012 MACK GU813; Mack MP7 395 HP; 13-Spd.; Double Frame Flatbed w/Hab 288SP Hi Pro Knuckleboom Crane w/Remote; 24' Steel Deck; 20K Front Axle; 44K Rears on Camelback Susp.; 20K Rear Mounted Lift Axle; 246" WB; Crane Can Be Removed; 28' Frame Behind Cab; 200" CT; 387,637 Miles; Stk. # 6388 - CALL

2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/9,226 Gallon Advance Steel Tank and Pump; 250" WB; 16K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride; 4.30 Ratio; We Will Separate the Tank from the Chassis; 21' Frame Behind Cab; 172" CT; 48,978 Miles; Stk. # 6354 - **$58,000**

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; Stk. #6241 - **$39,900**

2003 KENWORTH T800; 475 HP CAT C15 6NZ Turbo; 8LL Manual Trans.; Clean Daycab w/12,800# Front Axle; 46K Rears On KW 8-Bag Air Ride; 4.11 Ratio; 186" WB; Wetline; 447,898 Miles; Stk. #5925 - **$49,900**

2004 & 2003 PETERBILT 378 TRI-AXLE DUMP TRUCKS; 475 HP CAT C15 Single Turbo; 18-Spd. Manual; 20K F/A; 44K R/A; Air Trac Susp.; Double Frame; 21' Aluminum Box; Airlift Tag; 540,000 Miles; Stk. #6345/6346 - CALL FOR PRICE

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 Tires; 248" WB; Spoke Wheels; EXPORT PRICED!!!!; 777,148 Miles; Stk. #5902 - **$19,500**

2009 KENWORTH T800 FLATBED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Palfinger PK11001 Rear Mounted Knuckleboom; 42" Forks; 20K Front Axle; 44K Full Locking Rears on Neway Air Ride; 23' x 96" Aluminum Deck; 4.63 Ratio; 270" WB; 192" CT and 24' Frame Behind Cab; Flatbed & Knuckleboom Can Be Removed; 278,458 Miles; Stk. # 6308 - **$48,900**

2005 PETERBILT 357 6x6; Clean Double Frame 348" Flatbed Truck; CAT 350 HP; 8LL Trans.; 23K F/A; 46K Full Locking Rears; 425/65R22.5 Tires; Hendrickson Haulmaax Susp.; 5.65 Ratio; 288" WB; 216" CT; 30" Frame Behind Cab; Will Separate Bed From Chassis; 174,108 Miles; Stk. #5701 - **$49,900**

2005 KENWORTH T800 FLATBED; CAT 335 HP; Double Frame Flatbed Truck; 20K F/A; 44K Full Locking Rears; 21'6" x 96" Steel Deck; 5.29 ratio; 244" WB; Hendrickson Susp.; Flatbed Can Be Removed; 19' Frame Behind Cab; 162" CT; 12,584 Hours; 137,760 Miles; Stk. # 6323 - **$49,500**

2005 PETERBILT 357 CAB & CHASSIS; Cummins 370 HP; Engine Brakes; 8LL Manual Trans.; Quad-Axle w/Double Frame; 18K F/A; 44K Full Locking Rears; (2) 11K Steerable Lift Axles; Air Trac Susp.; 22' Frame Behind Cab; 212" CT; 302,500 Miles; Stk. #5831 - **$43,500**

2008 PETERBILT 367; Cummins ISX 485HP; Allison Auto. Trans.; Clean Single Frame Dump Truck w/15' Steel Body w/3' Sides and 1' Sideboards; Tarp; 14,300# F/A; 46K Locking Rears on Air Trac Susp.; 204" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,992 Miles; Stk. #6264 - **$52,900**

2008 PETERBILT 340 DUMP TRUCK; Paccar PX8 330 HP; 13-Spd. Manual; Double Frame; 19' Heated Steel Body; 20K Front Axle; 20K Lift; 46K Full Locking Rears; 246" WB; Tarp; 5.25 Ratio; Air-Trac Suspension; Hitch and Plumbed for Pup Trailer; 214,987 Miles; Stk. # 6342 - **$49,900**

2007 MACK CTP713; 370 HP Mack MP7; Clean, Low Hour Double Framed Feed Mixer Truck w/Supreme Int'l, Inc. 1400T Feed Mixer; Digi-Star EZ3400 Scale System; Allison Auto. Trans.; 20K F/A; 46,400# R/A; Camelback Susp.; 264" WB; 198" CT; 24'6" Frame; 79,280 Miles; Stk. #6363 - **$104,900**

2010 WESTERN STAR 4900FA; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/3,550 Gal. Hannis Steel Tank & Pump; 245" WB; 14,700# Front Axle; 44K Full Locking Rears on AirLiner Susp.; 3.90 Ratio; We Will Separate Tank from the Chassis; 20' Frame Behind Muffler; 158" CT; 223,505 Miles; Stk. # 6384 - **$53,900**

2007 MACK CTP713; Mack MP7 370 HP; 10-Spd.; Clean Cab & Chassis; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 270" WB; 172" CT; 21' Frame Behind Cab; 118,186 Miles; Stk. # 6369 - **$47,250**

2012 KENWORTH T400 FEED MIXER; 330 HP Paccar PX-8; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Kuhn Knight Profeed 7011D Feed Mixer; Digi-Star EZ3600 Scale System; 18K F/A; 46K Locking Rears; Hendrickson HN Susp.; 244" WB; 176" CT; 23'3" Frame; 7.17 Ratio; 59,926 Miles; Stk. # 6364 - **$79,900**

2006 WESTERN STAR 4900 TANDEM TRI-DRIVE CRANE; 550 HP CAT C15; Double Frame; Tri-Drive; Twin Steer Truck w/Tires; Stinger TM7571 Crane w/House; 37.5 Ton Capacity; 71' Reach; 36" Bunk; (4) Stabilizers; 36K F/A; 57K Triple Locking Rears; Fifth Wheel; 408" Bridge Measurement; 4.56 Ratio; 32.5 Ton Lift Block; 221,495 Miles; Stk. #6361 - **$72,900**

2004 KENWORTH W900; 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; Haulmaax Susp.; 118,703 Miles; Stk. #6075 - **$29,900**

2001 INTERNATIONAL 5600i 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pitman Hydra-Lift HL1580 7-Ton/ 65' Crane; 4-Outriggers; 20'x8'6" Flatbed; 20K F/A; 46K R/A; Hendrickson HN Susp.; 244" WB; 184" CT; 25'3" Frame Behind Cab; 158,174 Miles; Stk. #6299 - **$49,900**

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>> UPCOMING EVENTS <<

Pasture Walk at Valley View Devons - September 9, 2021 from 6:00 - 8:00pm. 2765 Mt. Morris Nunda Townline Rd, Mount Morris, NY 14510. Join us for a pasture walk at the farm of Phil Race and Sharon Pierce. They raise Devon cattle, pastured pigs, and laying hens on rotationally grazed pasture and have worked closely with JoBeth Bellanca with NRCS for farm improvement cost share opportunities. **Pre-register by September 7**. For more information or to register online, visit our website (nwnyteam.cce.cornell.edu) or contact Nancy Glazier at 585-315-7746 or nig3@cornell.edu.

Beef Expo Weekend - September 24 - 25, 2021. Hosted by the New York Beef Producers' Association. Held at Rodman Lott & Sons Farms 2973 State Route 414 Seneca Falls, NY 13148. Sept. 24 from 4pm - 9pm; Hot dogs & hamburgers, friends, socializing, and games for adults and juniors. Sept. 25 from 9am - 5pm. Speakers, demos, presentations and lunch at Noon (*at attendee's expense*). All are welcome to attend! **RSVP by September 8,** by contacting Amanda Dackowsky at 716-432-9871 or email nybeefproducers@aol.com

Cornell Nutrition Conference - October 19 -21, 2021. In-Person and Virtual. The year's event will be a hybrid format, with options to attend in-person in Syracuse, NY and virtually. During the 3-day event, you'll hear from university academics and researchers providing information and updates across the spectrum of animal nutrition. For more information and to register visit: https://cals.cornell.edu/animal-science/events/cornell-nutrition-conference

***Transition Cow Tuesdays* Webinar Series** - November 2 - December 14, 2021. 12:30 - 1:00pm EST

- 11/2: Transition Cow Nutrition…*Tom Overton, PhD, Professor of Dairy Management, Chairman of the Department of Animal Science at Cornell University*
- 11/9: Feeding the Transition Cow…*Dave Balbian, Betsy Hicks, Margaret Quaassdorff, CCE Regional Dairy Specialists*
- 11/16: Selective Dry Cow Therapy…*Daryl Nydam, DVM, Faculty Director, Atkinson Center for Sustainability, Dept of Population Medicine and Diagnostic Sciences, Cornell College of Veterinary Medicine*
- 11/23: Facility Considerations…*Lindsay Ferlito, CCE Regional Dairy Specialist*
- 11/30: Calving Considerations…*Rob Lynch, DVM, Cornell PRODAIRY Program, Margaret Quaassdorff, NWNY Regional Dairy Specialist*
- 12/7: Post-Calving Monitoring…*Rob Lynch, DVM, Cornell PRODAIRY Program, Margaret Quaassdorff, NWNY Regional Dairy Specialist*
- 12/14: Evaluating Transition Management…*Judy Moody, Agricultural Resource Management Specialist, Dairy One*

Register Online: https://cornell.zoom.us/webinar/register/WN_uQV9ZVpQQX-txWspcLgKfg

Save the Dates!

November 3 - 4: Artificial Insemination and Dairy Reproduction Course, Clifton Springs, NY. More information coming soon.

November 9 - 10: Artificial Insemination and Dairy Reproduction Course, Linwood, NY. More information coming soon.