

AG FOCUS



COVID-19 Paid Sick-Leave vs. Permanent Sick Leave

by Kaitlyn Lutz

I know we are all sick of hearing about COVID-19, but with cases heightened during the winter months and new variants circulating, we are seeing many farms asking questions about COVID sick leave for employees. Here is some information to help you navigate the regulations.

In early 2020 NY State passed a law requiring **COVID-19 paid sick leave** for employees, which is in effect “during the COVID-19 crisis”, meaning there is no end date as of now. Originally, it required employers to provide a certain number of days of sick leave and job protection for quarantine or isolation of the employee or to care for family members with COVID.

Since COVID went on longer than expected and people were getting quarantined or isolated multiple times, NYS Department of Labor reinterpreted the rules to give employees more periods of leave. Now, employees can use up to 3 periods of leave, but the 2nd and 3rd period must be documented with a positive COVID test. The employer bears the cost of this leave period and it does not detract from the employee’s permanent sick leave. See the chart below outlining the requirements specified by employee number and income. Visit <https://dol.ny.gov/system/files/documents/2021/08/covid-sick-leave-employers-8-24-21.pdf> to find more specifics.

# of Employees	Net Income last year	# of COVID-19 paid sick leave days	Other requirements
≤ 10	< \$1 million	None Paid Family Leave (PFL) and Disability benefit (DB) to cover duration of quarantine	Job protection for duration of quarantine
≤ 10	> \$1 million	5 days PFL and DB benefit to cover the remainder of quarantine	
11-99	N/A		
≥ 100	N/A	14 days of paid sick leave	
Public employers must provide 14 days of paid sick leave no matter the # of employees			

During the early part of the pandemic, NY state government created a **permanent sick leave law** for all employers. The timing of that law during COVID has confused many people but it is permanent and not driven by the COVID pandemic. This leave policy also covers employees for safe leave, whereby they need time off work to deal with an issue of domestic violence. A list of permitted uses for sick or safe leave can be found here:

<https://www.ny.gov/new-york-paid-sick-leave/new-york-paid-sick-leave#amount-of-leave>. The amount of sick or safe leave required is outlined below:

# of Employees	Net Income last year	# of permanent sick leave hours
≤ 4	< \$1 million	40 hrs <i>unpaid</i>
≤ 4	> \$1 million	40 hrs <i>paid</i>
5-99	N/A	
≥ 100	N/A	56 hrs <i>paid</i>

Further information can be found by visiting: <https://agworkforce.cals.cornell.edu/2021/10/19/nys-covid-19-paid-leave-update/>.

Thank you to Dr. Richard Stup for his assistance with this information. Wishing you all a healthy 2022!

A partnership between Cornell University and the CCE Associations in these nine counties:

Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne & Wyoming

Postmaster: Send Address Changes: NWNy Team, Attn: Brandie Waite, 420 East Main St., Batavia, NY 14020

Direct all inquiries on advertising space/rates to: Brandie Waite at 585-343-3040 x138 or bls238@cornell.edu



Nancy Glazier
Small Farms, Livestock

Genesee County
585.315.7746 (cell)
nig3@cornell.edu



John Hanchar
Farm Business

Livingston County
585.991.5438 (office)
585.233.9249 (cell)
jjh6@cornell.edu



Kaitlyn Lutz
Bilingual Dairy Management

Ontario County
585.394.3977 (office)
585.689.3114 (cell)
kal263@cornell.edu



Margaret Quassdorff
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.405.2567 (cell)
maq27@cornell.edu



Joan Sinclair Petzen
Farm Business Management

Wyoming County
585.786.2251 (office)
716.378.5267 (cell)
jsp10@cornell.edu



Mike Stanyard
Field Crops & IPM

Wayne County
315.331.8415 x 123 (office)
585.764.8452 (cell)
mjs88@cornell.edu



Brandie Waite
Administrative Assistant

Genesee County
585.343.3040 x138 (office)
bls238@cornell.edu

For more information about our program,
visit us online at: <https://nwnyteam.cce.cornell.edu/>



SUBSCRIBE
to us on YouTube

To simplify information, brand names of products may be used in this publication. No endorsement is intended, nor is criticism implied of similar products not named.

Every effort has been made to provide correct, complete and up-to-date pesticide recommendations. Changes occur constantly & human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying pesticides.

By law and purpose, Cooperative Extension is dedicated to serving the people on a non-discriminatory basis.

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/>

Agricultural Supervisory Leadership Certificate Program

ORGANIZING WORK FOR HIGH QUALITY RESULTS

Create an efficient and high-performing workplace. Develop clear expectations and standard operating procedures. Delegate effectively. Diagnose and correct performance problems.

Supervisors are critical to the success of farm businesses. They have a major impact both on employees' daily work experiences and on the production performance of the business. The Agricultural Supervisory Leadership certificate helps farm supervisors and managers learn and apply human resource management practices and leadership skills that foster rewarding workplaces and drive business results. Confident managers who thoughtfully apply leadership and management skills improve employee performance, develop teams, reduce employee turnover, and increase employee engagement. The courses within the certificate program will offer extensive practice and engagement activities to build confidence and skill sets.

Materials release January 21, 2022 and live weekly Zoom discussions will be held from 1 to 2 PM EST each Thursday from January 27 through March 3. Participation in the live sessions is highly encouraged and provides a valued opportunity for peer-to-peer learning and networking. Cost is \$275 for the six-week course. **Registration is open through January 27.** Visit <https://tinyurl.com/OrganizingWorkCertificate> to register.

For more information on the Ag Supervisory Leadership Certificate Program visit: <https://agworkforce.cals.cornell.edu/agricultural-supervisory-leadership-certificate-program/>



Cornell Cooperative Extension

**AGRICULTURAL
WORKFORCE
DEVELOPMENT**

Cornell Agricultural Workforce Development's mission is to help farms and agribusinesses build committed and effective teams who will carry out the important work of feeding the world. We believe that agricultural work can, and should be, engaging and rewarding for everyone involved. Managers can build committed teams by applying the best human resource management practices for the agricultural setting.

Nationwide

FARM BUREAU NEW YORK
New York Farm Bureau Member Services, Inc.

For your always growing side.

As a Farm Bureau member, you may be eligible for a discount on your farm insurance from the #1 farm insurer.¹

Let me know how I can help protect your farm or ranch.

GLOBAL GREEN INSURANCE AGENCY
315-946-6022
DAVIDM@GGIAUSA.COM

¹SNL Financial, 2017 (National) Market Share Report. Products underwritten by Nationwide Mutual Insurance Company and Affiliated Companies. Home Office: Columbus, OH 43215. Subject to underwriting guidelines, review, and approval. Products and discounts not available to all persons in all states. Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. The Farm Bureau and the letters FB are registered service marks of American Farm Bureau and used under license by Nationwide. © 2019 Nationwide AFC-0315AO.2 (05/19) 11577516

Inside This Issue

- COVID-19 Paid Sick-Leave vs. Permanent Sick Leave
by Kaitlyn Lutz1
- Agricultural Supervisory Leadership Certificate Program
.....2
- Avoiding Gastrointestinal Parasites in Small Ruminants with Winter Grazing
by Nancy Glazier5
- Annie's Project: Know Your Numbers, Know Your Options
.....6
- Right-Sizing a Farm Business: Measuring Economic Efficiency
by John Hanchar7
- For Success in 2022, Start with a New Year's Assessment
by Margaret Quaassdorff9
- Farmer Tax School
.....9
- 2022 Virtual Soybean & Small Grains Congress
.....10



FULL-SERVICE MACHINESHOP

- Gas Engines * Diesel Engines * Natural Gas Engines * Heavy-Duty Machining

Engine Assembly & Machining

- Boring Honing * Decking Line Boring * Magnafluxing *
- Crank Shaft Balancing * Crank Welding & Grinding * Flywheel Resurfacing

2905 Simpson Road, Caledonia, NY 14423 585-538-4395



WWW.CALEDONIADIESEL.COM





Steam-flaked at our Geneva Mill



Nothing goes to "waste"!

Products available for custom mixes or direct-to-farm

Proud distributors of



Bypass Proteins



Chocolate Products

Call or Text (585) 734-1920 • www.howlettfarmsfeed.com

Avoiding Gastrointestinal Parasites in Small Ruminants with Winter Grazing

by Nancy Glazier

This was a question recently posed on a Cornell listserv, a forum for small ruminant producers. Some graziers noted they had ample pastures left after fall grazing. They had been moving their flock to new paddocks every 3 to 4 days to avoid parasite buildup and wondered if this rate could be slowed down, and what the residual height should be after grazing. And what are the risks from parasites on pastures? One would think cold weather and snow would kill the eggs and larvae. Like all pests they have adapted to survive cold temperatures so there is no easy answer.

For pastures to be considered low risk for parasites, over 90% of the larvae need to die. This occurs faster in hot weather (2 months), slower when cold (5-6 months). With extensive availability of pastures this can be more easily accomplished. Add hay fields, crop residues, cover crops, or pastures usually grazed by other species (horses, cattle), better results occur.

Eggs need both warmth and moisture to hatch; temperature and moisture requirements vary by species. Though they may not hatch when the temperature falls below 50 degrees, worms are present from previous hatchings. Worm larvae can live in pastures or the soil. Also, with our wide temperature fluctuations in mid-December, it is difficult to tell what the pasture load will be. Larvae are picked up from grazing and develop in the livestock and lead to heavy parasite loads. If these worms reproduce and lay eggs, these eggs get deposited in the pastures.

Dr. Tatiana Stanton, Cornell Small Ruminant Specialist, commented those eggs and larvae from late winter grazing can persist into spring. She highlighted some gastrointestinal parasitic strongyle worm larvae such as *Nematodirus* hatch better after freezing and have an historic winter strategy that allows the larvae to mature within the encapsulated egg (which is extremely tolerant of frigid temperatures) on pasture over winter and then hatch in mass once triggered by warmer temperatures in early spring.

According to Tatiana, if your winter grazing runs into late February/early March, many of the worm larvae that opted to hibernate within the sheep or goats over the winter will get the day length trigger to help let them know that spring is here; they will be stimulated to become adults and start laying eggs. This can contribute to lots of worm eggs suddenly being on these winter grazed pastures just waiting for you to use these same pastures for birthing,

dams with sucklings at their side on, or for weaned lambs and kids on. These livestock stages have high nutritional demands and are very susceptible to parasitism.

Plan out your pasture selection before starting winter grazing. Only you know your pasture management from last summer. If a pasture has not been grazed for several months worm loads may be lower; grazing time on pasture may be longer than the recommended 4 days. Many times, pastures close to the barn or house are utilized for early season grazing; don't let the livestock graze these heavily. I have often heard one day of late season over-grazing can be 3 days less spring grazing. Leaf area needs to be available to capture sunlight to start growth.

Topics I have not touched on but need to be considered are water and fencing. Sheep can eat snow, but best to have water available. Electronet fence can be used but can be challenging if there is a lot of snow and frozen ground. Snow depth is important to consider and how well your animals can dig down to grass. Ice under the snow can make digging impossible. Generally, sheep handle winter weather better than goats.

There are some good resources to learn more. This article from Brian Magee during his time at Cornell on winter grazing sheep is available at <https://cpb-us-e1.wpmucdn.com/blogs.cornell.edu/dist/f/6685/files/2015/09/wintergrazing-1xsw82s.pdf>.

An article on *Nematodirus* can be found here, <https://parasitesandvectors.biomedcentral.com/articles/10.1186/s13071-020-04368-9>.

This one is from Ohio State, <https://ohioline.osu.edu/factsheet/VME-28>.

Let me know if you need help accessing the articles.

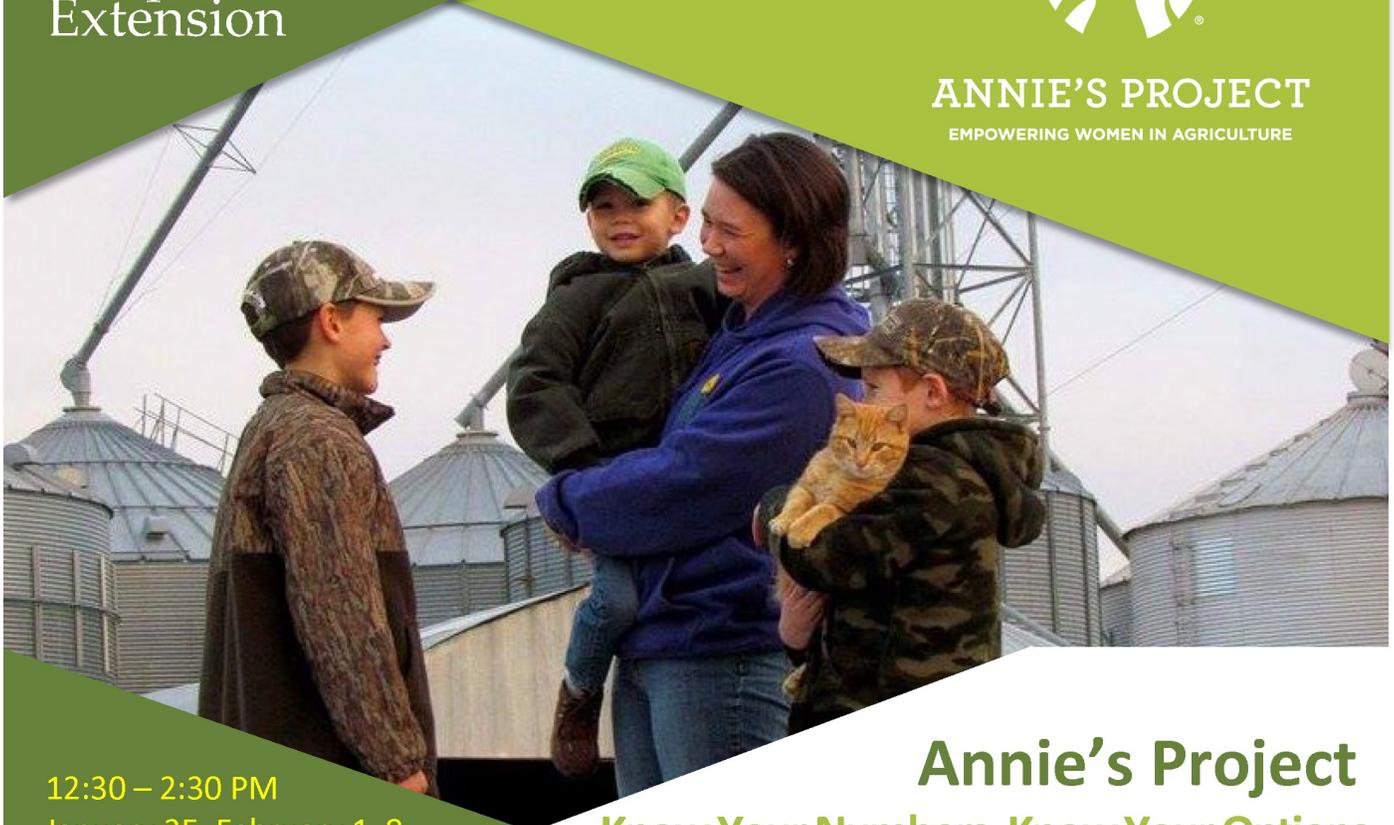


Sheep winter grazing. Photo by Betsy Hodge / CCE St. Lawrence

Cornell
Cooperative
Extension



ANNIE'S PROJECT
EMPOWERING WOMEN IN AGRICULTURE



12:30 – 2:30 PM
January 25, February 1, 8,
15, 22

Registration is **\$100** and covers
the course and materials.

Register online by clicking this
link tinyurl.com/cceannies or call
716-640-0522.

For additional information,
contact **Katelyn Wallely-Stoll** at
716-640-0522 or
kaw249@cornell.edu

Annie's Project

Know Your Numbers, Know Your Options

This five-session course focuses on financial
literacy to help you:

- ◆ Understand the importance of preparing financial statements for your business.
- ◆ Objectively review the financial position of the farm using financial ratios.
- ◆ Enhance decision making skills
- ◆ Effectively communicate with families, business partners, and others about the financial position of the business.



This material is based upon work
supported by USDA-NIFA under
Award Number 2015-49200-

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

If you have a disability and need materials in an alternate format, contact kaw249@cornell.edu or at 716-640-0522 for assistance.

Right-Sizing a Farm Business: Measuring Economic Efficiency

by John Hanchar

Summary

- Measuring costs of production is a critical step when looking to right-size the farm business.
- For 2020 Dairy Farm Business Summary (DFBS) Cooperators, the total cost of producing a hundred weight (cwt.) of milk varied considerably by farm size.
- Farms with results in the lower end of the cost range covered a range of farm sizes, small to large, suggesting that based upon this cost measure, farms of many sizes can achieve cost efficiencies.
- Least cost for a given size is an important achievement, but the business as structured may not be sufficient to meet owners' family living and other financial goals.

Background

Sources of business management information often cover the topic of right-sizing – business management press; analyst observation and commentary; other stakeholder remarks etc. Sources of farm business management information also often cover the topic of right-sizing. A quick review suggests a range of definitions, including: a synonym for down-sizing; to the more general, “the process of allocating available resources, inputs among competing uses to achieve objectives, including family financial objectives; given current, and expected market conditions.” Recently, sources covered right-sizing among dairy farms given current and expected market conditions associated with Covid health pandemic.

Given the second definition above, farm economics and management concepts, practices have much to contribute when one looks to right-size the farm business. Right-sizing relates to improving efficiencies as means for maintaining or improving profitability. Right-sizing, like any effort looking to achieve improved results, begins with measuring performance and identifying possible areas for improvement.

Measuring Efficiency

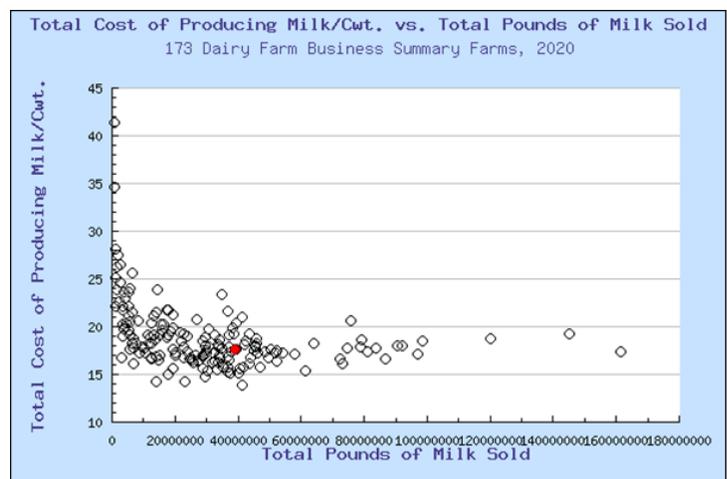
Owner/operators of farm businesses measure performance for many aspects of their businesses – profit, costs, revenue, production, labor and other inputs to name a few. For the business seeking improved efficiencies resulting from a right-sized allocation of resources, measuring results is an important step for identifying strengths and weaknesses of the business. Successful

implementation of these steps increases the likelihood of achieving business and family objectives and goals. One measure of performance used by managers is the total cost of production. Lower cost of production, greater economic efficiency, leads to a greater likelihood of remaining viable. This cost measure allows for comparison to peers, and to past, current and expected output prices.

The remainder of this article draws from Cornell University Cooperative Extension DFBS Program results, including its measure of the total cost of producing milk. For DFBS purposes, the total cost of producing milk includes the operating costs of producing milk (hired labor, feed, machinery operation, veterinary and medicine, crop inputs and others) plus depreciation on machinery and buildings, the value of unpaid family labor, the value of operators' labor and management and the interest charge for using equity capital. These represent costs for all inputs, resources used in the production of milk.

Total Cost of Producing a Cwt. of Milk, DFBS Cooperators, 2020

DFBS Program graphing tools generated the graph below. The total cost of producing a cwt. of milk in dollars is on the vertical, or y axis. The total pounds of milk sold by the farm is on the horizontal or x axis. For discussion purposes, consider the average production per cow of about 26,500 lbs. per year. Then, the values of 20,000,000, 40,000,000 lbs. ... correspond roughly to 750, 1,500 ... cows. Each tick mark on the x axis represents roughly 375 cows. The average farm size for this set of cooperators in 2020 is about 800 cows.



(Continued on page 8)

Right-Sizing a Farm Business: Measuring Economic Efficiency

(Continued from page 7)

When compared to the least cost producer for a given size, many farms have opportunities for improvement. Although few in number, farm businesses of various sizes achieve efficiency. Locate the \$15 dollar mark on the vertical axis. Observations suggest that although relatively few farms in total achieved costs around the \$15 dollar mark in 2020, those farms represent a wide range of farm sizes. Similarly, farms achieving costs less than or equal to \$17 per cwt. represent a relatively wide range of farm sizes.

With respect to right-sizing, pursuing cost efficiencies is an important first step. Next steps include assessing whether improved efficiency is sufficient to meet financial objectives of the owners and families. Least cost production at a given size may not be enough to meet the family living draws and other financial goals sought by the farm owners/operators.

Closing Thoughts

Right-sizing work can begin with an annual business summary and analysis (See the December 2020 issue of *Ag Focus* regarding *Annual Farm Business Summary Season*). The farm manager can evaluate cost efficiency measures, including using comparisons to others, and then follow a problem solving framework to identify possible areas for improvement; and evaluate, decide upon, and implement changes to the farm business.

KERSCH'S AG LIME, LLC
Calcium Lime - Magnesium Lime
Gypsum-Organic Gypsum

BEST SERVICES - PRODUCTS - PRICES

For Sale: New and Used
Lime - Litter - Fertilizer Spreaders
KERSCH'S AG LIME, LLC
510 Wyoming Road, Wyoming, NY 14591
Call Chris 585-356-9162
844-388-LIME (5463)
Fax: 585-584-3264
Serving Agriculture For 45 Years



WESTERN NEW YORK ENERGY

- We support our local NY corn farmers by providing competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.
- Give us a call to discuss our high protein (32%+), low fat Dairy Distillers Grain.
- Bulk commodity and grain transportation services available through our subsidiary, Shelby Transportation. Give us a call for a transportation quote.

Call now for more information:

Corn: (866) 610-6705

Distillers Grain: (315) 247-1286

Shelby Transportation: (585) 798-6696

For Success in 2022, Start with a New Year's Assessment

by Margaret Quaassdorff

As we enter the New Year, it is a great time to take a look at our dairy operations, and think about the things we want to accomplish in the coming year. A good way to start is to assess your own areas for opportunity. Do you want to improve calf health, enhance your transition cow program, decrease incidence of lameness, or build a stronger team of employees? We have many resources available to help you to evaluate different areas of your farm, to improve animal welfare and production, obtain more efficiency and cost savings, give your employees opportunities to learn and grow, and help you realize and reach your business goals.

Once you have identified an area you want to work on, the next step is to write down the individual things it would take to realize that change. Choose one specific thing to start with, and form an action plan. In a recent grant project, dairy specialists worked with dairies around New York State to do just this. After assessing their calf program, a NWNYS dairy farmer worked with their staff, veterinarian, and nutritionist to make management changes during the weaning transition phase. Their calf program was reassessed several months after making these changes, and results indicated significant improvement in the health of their calves. Specifically, the farmer reviewed and updated their vaccination protocols and feed transitions which resulted in decreased stress to the transition calves and lower incidence of disease, saving labor and treatment costs and decreasing the usage of antibiotics on the farm.

Other farms throughout the state have made similar progress in the areas of calf housing, transition cow management, and cow comfort using the assessment and focusing on making changes that have measurable impacts.

If you would like to see what others have done, and get examples of ideas that could work on your own operation, check out our YouTube videos (<https://www.youtube.com/user/CCENWNY>) and blog posts titled, "Focus on Farm Management" which were created and shared with funding from the New York Farm Viability Institute.

Happy New Year!



Calves that avoid sickness grow into healthier, more productive, efficient and profitable contributors to the milking herd. Photo by M. Quaassdorff / CCE NWNYS Team

Cornell Cooperative Extension

FARMER TAX SCHOOL

An educational series from Cornell Cooperative Extension Farm Business Management Specialists offering courses designed to inform and empower farm managers to better understand their tax obligations, management strategies, and improve farm profitability.



Register online by visiting: tinyurl.com/ccetaxschool

Tax Management for Beginning and Small Farm Businesses

Tuesday, January 18th
7:00pm - 9:00pm | \$10 per farm

A one-night virtual meeting for beginning and part-time farmers that provides useful tax information enabling participants to make better tax decisions for their business. Federal and state income taxes will be covered. Tax regulations specific to NYS will be covered as well.

Farm Specific Tax Code Benefits

Tuesday, January 25th
7:00pm - 8:30pm | \$5 per farm

For farm businesses of all shapes and sizes, tune in to learn more about the tax advantages available for farms. This workshop will include information for the current tax season.

2022 Virtual Soybean & Small Grains Congress

February 9, 2022 (10:00am - Noon) held virtually on Zoom

10:00 - 10:30 *Disease Updates in Soybean & Small Grains*
Dr. Gary Bergstrom, Plant Pathologist, Cornell University

10:30 - 11:30 *High Management Wheat in the Great Lakes Region*
Joanna Follings, Cereals Specialist, Ontario Ministry of Agriculture, Food & Rural Affairs

11:30 - 12:00 *Soybean Weed Control 2022: How Will it be different?*
Michael Hunter, Cornell Cooperative Extension, NNY Ag Team

February 10, 2022 (10:00am - Noon) held virtually on Zoom

10:00 - 10:30 *The Current State of Herbicide Resistance in New York and the Future of Weed Management Technology*
Dr. Lynn Sosnoskie, Weed Specialist, Cornell University

10:30 - 11:30 *Neonic Ban Experience from Ontario, Canada*
Dr. Tracey Baute, Entomologist, Ontario Ministry of Agriculture, Food & Rural Affairs

11:30 - 12:00 *New York Small Grains Updates*
Mike Stanyard, Cornell Cooperative Extension, NWNy Team

More information is available at: <https://nwnyteam.cce.cornell.edu/events.php>

Pre-Registration will Open in Early January!

DEC Recertification Points & Certified Crop Adviser Credits Available!

Will Need to Provide Your Applicator ID Number at Registration and at the beginning and end of each day.

- 2.5 points for categories 10, 1A and 21
- 1 point for category 4



STRONG
at the
ROOTS
FARM CREDIT EAST

TAX PLANNING • TAX PREP • ESTATE PLANNING • PAYROLL SERVICES • FARM BUSINESS CONSULTING • BENCHMARKS • APPRAISALS • RECORD-KEEPING

TAX PLANNING Because of the economic uncertainty brought about by the COVID-19 pandemic and the ongoing financial impact from the associated relief programs and tax law changes, it is more important than ever to work with a reliable financial advisor to have accurate year-end projections to support sound tax planning. Contact your Farm Credit East advisor to keep your business **Strong at the Roots.**

Batavia 800.929.1350
farmcrediteast.com/taxplanning



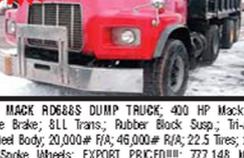
\$\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT \$\$\$\$\$

CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423

585-538-4395 www.caledonidiesel.com

OVER 325 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT

<p>Vac Truck</p>  <p>97,000 Miles</p> <p>2013 PETERBILT 348 VACUUM TRUCK; Pacorr P30 350 HP; 10-Spd. Manual; Clean, Double Frame w/2940 Gallon Tank; Air-Trac Suspension; 20K Front Axle; 46K Full Locking Rears; 4:30 Ratio; 25.8" WB; Vacuum System Can Be Removed; 20" Frame Behind Cab; 18" CT; 97,334 Miles; Sk. # 6325 - \$46,900</p>	<p>20K/69K Rears</p>  <p>Allison Auto.</p> <p>2005 WESTERN STAR 4900; Detroit Diesel 490 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; Sk. # 6353 - \$58,900</p>	<p>Heavy Spec</p>  <p>600 HP</p> <p>2013 KENWORTH T800; Cummins ISX 600 HP; 18-Spd. Manual; Double Frame; 24" WB; 20K Front Axle; 48K Full Locking Rears on Hendrickson Air Ride Suspension; 3.75 Ratio; 2-Spd. Auxiliary Transmission; 164" CT; 176" Frame Behind Cab; 545,546 Miles; Sk. # 6321 - \$54,900</p>	<p>Steerable Tag Axle</p>  <p>Pete Tanker</p> <p>2011 PETERBILT 37 TANK TRUCK; CAT 475 HP; 18-Spd. Manual; 20K F/A; 46K R/A; 19K Steerable Tag; 26.5" WB; 17.5" CT; 4,200 Gal. Tank w/Inflant Pump; WILL SELL JUST CHASSIS; 336K Miles; Sk. # 5963 - \$61,900</p>
<p>23.5 Ton Crane</p>  <p>2007 PETERBILT 367 CRANE TRUCK; 430 HP CAT C13; 8LL Manual Trans.; Double Frame; Telex 814792 23.5 Ton; 92' Reach Crane w/4-Outriggers; 36" Bunk; 18" Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 21" WB; 105,127 Miles; Sk. # 6238 - \$71,900</p>	<p>Clean Water Truck</p>  <p>Low Miles</p> <p>2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/3,225 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; 127" CT; 97,878 Miles; Sk. # 6354 - \$58,900</p>	<p>20K/46K Rears</p>  <p>475 HP</p> <p>2007 PETERBILT 357; 475 HP CAT C13; 11.5-Spd. Manual; Clean Daycab w/Tulsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 22.4" WB; 496,503 Miles; Sk. # 6241 - \$59,900</p>	<p>24 ft. Flatbed</p>  <p>Heavy Spec</p> <p>2005 KENWORTH T800 FLAT BED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Plunger P/L 11001 Rear Mounted Knuckleboom; 42" Folds; 20K Front Axle; 48K Full Locking Rears on Neway Air Ride; 23" x 96" Aluminum Deck; 4.63 Ratio; 27" WB; 192" CT and 24" Frame Behind Cab; Rubber & Knuckleboom Can Be Removed; 278,458 Miles; Sk. # 6308 - \$48,900</p>
<p>48K Rears</p>  <p>CAT 6N2</p> <p>2003 KENWORTH T800; 475 HP CAT C15 6N2 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; Sk. # 5925 - \$49,900</p>	<p>(2) Available</p>  <p>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; AirRit Tag; 540,000 Miles; Sk. # 6345/6346 - CALL FOR PRICE</p>	<p>Dozens of Mack Dumps!!</p>  <p>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; Sk. # 5902 - \$19,900</p>	<p>22 ft. Frame</p>  <p>Allison Auto. Dump</p> <p>2006 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; 48K Locking Rears on Air Trac Susp.; 20.4" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,992 Miles; Sk. # 6264 - \$62,900</p>
<p>6x6 Flatbed</p>  <p>Low Miles</p> <p>2005 PETERBILT 357 6x6; Clean Double Frame 31' Flatbed Truck CAT 350 HP; 8LL Trans.; 28K F/A; 48K Full Locking Rears; 425HP/22.5 Tons; Hendrickson Hulmeaux Susp.; 5.63 Ratio; 28" WB; 218" CT; 31" Frame Behind Cab; We Separate Ped from Chassis; 174,181 Miles; Sk. # 5701 - \$49,900</p>	<p>Heavy Spec Long Flatbed</p>  <p>2005 KENWORTH T800 FLATBED; CAT 335 HP; Double Frame Flatbed Truck; 20K F/A; 44K Full Locking Rears; 21" x 96" Steel Deck; 5.29 ratio; 24.4" WB; Hendrickson Susp.; Rubber Can Be Removed; 19" Frame Behind Cab; 182" CT; 12,584 Hours; 137,760 Miles; Sk. # 6323 - \$49,600</p>	<p>Heavy Spec Chassis</p>  <p>2006 PETERBILT 357 CAB & CHASSIS; Cummins 370 HP; Engine Brake; 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; Sk. # 5831 - \$43,500</p>	<p>2010 WESTERN STAR 4900FA</p>  <p>2010 WESTERN STAR 4900FA; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/3,530 Gal. Hammers 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 Muller; 158" CT; 223,505 Miles; Sk. # 6384 - \$53,900</p>
<p>Heavy Spec Dump Truck</p>  <p>2006 PETERBILT 340 DUMP TRUCK; Pacorr P30 330 HP; 13-Spd. Manual; Double Frame; 19" Heated Steel Body; 20K Front Axle; 20K Lift; 48K Full Locking Rears; 24" WB; Tarp; 5.25 Ratio; Air-Trac Suspension; Hitch and Plumbed for Pup Trailer; 214,387 Miles; Sk. # 6332 - \$49,900</p>	<p>Att. Farmers! Feed Mixer</p>  <p>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 E23400 Scale System; Allison Auto. Trans.; 20K F/A; 45,400# R/A; Camelback Susp.; 26.4" WB; 198" CT; 24" Frame; 79,280 Miles; Sk. # 6363 - \$104,900</p>	<p>2007 WESTERN STAR 4900</p>  <p>2007 WESTERN STAR 4900; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/3,530 Gal. Hammers 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 Muller; 158" CT; 223,505 Miles; Sk. # 6384 - \$53,900</p>	<p>2007 MACK CTP713</p>  <p>2007 MACK CTP713; Mack MP7 370 HP; 10-Spd.; Clean Cab & Chassis; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 27" WB; 172" CT; 21" Frame Behind Cab; 118,186 Miles; Sk. # 6389 - \$47,250</p>
<p>Kuhn Feed Mixer</p>  <p>2012 KENWORTH T400 FEED MIXER; 330 HP Pacorr P30; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Winch; Proflex 70110 Feed Mixer; Digi-Star E23800 Scale System; 18K F/A; 58K Locking Rears; Hendrickson HI Susp.; 20.4" WB; 178" CT; 22.3" Frame; 7.17 Ratio; 59,826 Miles; Sk. # 6384 - \$59,900</p>	<p>Tri-Drive Crane</p>  <p>37.5 Ton</p> <p>2006 WESTERN STAR 4900 TANDUM TRI-DRIVE CRANE; 530 HP CAT C15; Double Frame; 18-Drive; Twin Steer Truck w/Twin Single TMT571 Crane w/1000; 32.5 Ton Capacity; 77' Reach; 38" Ovals; 14' Sideboards; 38K F/A; 57K Triple Locking Rears; 60M Wheel; 408" Bridge Measurement; 458 R/A; 32.5 Ton Lift Back; 221,495 Miles; Sk. # 6361 - \$72,900</p>	<p>Heavy Spec Chassis</p>  <p>118,700 Miles</p> <p>2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans. Cab & Chassis; 20K F/A; 46K Full Locking Rears; 25.2" WB; 21" Frame Behind Cab; 150" CT; 4.89 Ratio; Hulmeaux Susp.; 118,700 Miles; Sk. # 6075 - \$29,900</p>	<p>6x6 Crane</p>  <p>Cummins N14</p> <p>2001 INTERNATIONAL 5600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pitman Hydro-Lift HL1500 7-Ton; 65' Crane; 4-Outriggers; 20' x 8" Rubber; 20K F/A; 48K R/A; Hendrickson HI Susp.; 24.4" WB; 184" CT; 25.3" Frame Behind Cab; 158,174 Miles; Sk. # 6299 - \$49,900</p>
<p>2012 KENWORTH T400 FEED MIXER</p>  <p>2012 KENWORTH T400 FEED MIXER; 330 HP Pacorr P30; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Winch; Proflex 70110 Feed Mixer; Digi-Star E23800 Scale System; 18K F/A; 58K Locking Rears; Hendrickson HI Susp.; 20.4" WB; 178" CT; 22.3" Frame; 7.17 Ratio; 59,826 Miles; Sk. # 6384 - \$59,900</p>	<p>2006 WESTERN STAR 4900 TANDUM TRI-DRIVE CRANE</p>  <p>2006 WESTERN STAR 4900 TANDUM TRI-DRIVE CRANE; 530 HP CAT C15; Double Frame; 18-Drive; Twin Steer Truck w/Twin Single TMT571 Crane w/1000; 32.5 Ton Capacity; 77' Reach; 38" Ovals; 14' Sideboards; 38K F/A; 57K Triple Locking Rears; 60M Wheel; 408" Bridge Measurement; 458 R/A; 32.5 Ton Lift Back; 221,495 Miles; Sk. # 6361 - \$72,900</p>	<p>2004 KENWORTH W800</p>  <p>2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans. Cab & Chassis; 20K F/A; 46K Full Locking Rears; 25.2" WB; 21" Frame Behind Cab; 150" CT; 4.89 Ratio; Hulmeaux Susp.; 118,700 Miles; Sk. # 6075 - \$29,900</p>	<p>2001 INTERNATIONAL 5600 6x6 CRANE</p>  <p>2001 INTERNATIONAL 5600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pitman Hydro-Lift HL1500 7-Ton; 65' Crane; 4-Outriggers; 20' x 8" Rubber; 20K F/A; 48K R/A; Hendrickson HI Susp.; 24.4" WB; 184" CT; 25.3" Frame Behind Cab; 158,174 Miles; Sk. # 6299 - \$49,900</p>
<p>2012 KENWORTH T400 FEED MIXER</p>  <p>2012 KENWORTH T400 FEED MIXER; 330 HP Pacorr P30; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Winch; Proflex 70110 Feed Mixer; Digi-Star E23800 Scale System; 18K F/A; 58K Locking Rears; Hendrickson HI Susp.; 20.4" WB; 178" CT; 22.3" Frame; 7.17 Ratio; 59,826 Miles; Sk. # 6384 - \$59,900</p>	<p>2006 WESTERN STAR 4900 TANDUM TRI-DRIVE CRANE</p>  <p>2006 WESTERN STAR 4900 TANDUM TRI-DRIVE CRANE; 530 HP CAT C15; Double Frame; 18-Drive; Twin Steer Truck w/Twin Single TMT571 Crane w/1000; 32.5 Ton Capacity; 77' Reach; 38" Ovals; 14' Sideboards; 38K F/A; 57K Triple Locking Rears; 60M Wheel; 408" Bridge Measurement; 458 R/A; 32.5 Ton Lift Back; 221,495 Miles; Sk. # 6361 - \$72,900</p>	<p>2004 KENWORTH W800</p>  <p>2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans. Cab & Chassis; 20K F/A; 46K Full Locking Rears; 25.2" WB; 21" Frame Behind Cab; 150" CT; 4.89 Ratio; Hulmeaux Susp.; 118,700 Miles; Sk. # 6075 - \$29,900</p>	<p>2001 INTERNATIONAL 5600 6x6 CRANE</p>  <p>2001 INTERNATIONAL 5600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pitman Hydro-Lift HL1500 7-Ton; 65' Crane; 4-Outriggers; 20' x 8" Rubber; 20K F/A; 48K R/A; Hendrickson HI Susp.; 24.4" WB; 184" CT; 25.3" Frame Behind Cab; 158,174 Miles; Sk. # 6299 - \$49,900</p>
<p>\$\$\$\$ WE BUY MACK, FREIGHTLINER, PETE, KENWORTH, Etc. TRUCKS and CAT, KOMATSU, CASE, HYUNDAI, IR, Etc. CONSTRUCTION EQUIPMENT for \$\$\$\$\$</p>			

Cornell Cooperative Extension of Livingston County
 NWNY Dairy, Livestock & Field Crops Team
 3 Murray Hill Drive
 Mount Morris, NY 14510

Nonprofit Org.
 U.S. POSTAGE
PAID
 Permit No. 298
 Rochester, NY

Postmaster:
 Dated Material
 Please Expedite

>> UPCOMING EVENTS <<



January 2022

2022 Virtual Corn Congress - January 5 & 6, 2022 from 10:00am - Noon, via Zoom. Pre-registration is required. Visit the NWNY Team website to register <https://nwnyteam.cce.cornell.edu/events.php>

Farmer Tax School - January 18, 2022 Tax Management for Beginning and Small Farm Businesses and January 25, 2022 Farm Specific Tax Code Benefits. See page 9 for details.

Agricultural Supervisory Leadership Certificate Program - Live Zoom discussions held from 1pm - 2pm every Thursday from January 27 through March 3, 2022. See page 2 for details.

February 2022

Net Zero NY Dairy - What You Need to Know - February 2 & 3, 2022 from Noon - 2:30pm via Zoom. This free conference has gathered dairy industry experts to shed light on what “getting to net zero” means for dairy producers. Register Online at <https://tinyurl.com/NetZeroNYDairy>

2022 Soybean & Small Grains Congress - February 9 & 10, 2022. See page 10 for details.

Implementing Practical Genetics for the Commercial Dairy - Every Wednesday from February 16 until March 16, 2022 from Noon - 12:45pm. Cost: \$50. Virtual webinar with option for in -person workshop. Based on Dr. Huson’s Applied Genetics course this program will give participants an understanding of how to use genetic information to reach their herd goals. For more information and to register online visit <https://scnydfc.cce.cornell.edu/event.php?id=1755>

2022 Pesticide Training and Recertification Series	
Date	Wednesdays, February 2, 9, 16, 23, 2022; Exam Wednesday, March 2, 2022
Time	7:00 pm – 9:30 pm; Exam: 6:00 pm – 10:00 pm
Location	Cornell Cooperative Extension-Ontario County, 480 North Main Street, Canandaigua, NY 14424
Cost	\$225.00 for certification which includes the training manuals and all 4 classes. Does not include the \$100.00 exam fee. Recertification is \$40.00/person/class.
Contact for Info/Registration	Cornell Cooperative Extension-Ontario County, 585-394-3977 x 427 or x 436 or email nea8@cornell.edu or rw43@cornell.edu Registration form is available on the website www.cceontario.org
Brief Description of Meeting	Anyone interested in obtaining a pesticide certification and meets the DEC (Department of Environmental Conservation) experience / education requirements OR current applicators seeking pesticide recertification credits should attend. 2.5 recertification core credits will be available for each class.

Helping you put knowledge to work

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.