

# AG FOCUS



## A Different Perspective by Margaret Quaassdorff

In early December 2021, I had the opportunity to travel with a group of extension professionals from all over the US to Panamá for an Agricultural Market Study Tour. We had had a variety of stops on tour including the Panamá Canal, a pineapple plantation, a school for agriculture, and a ranch, but naturally, I was excited to visit a dairy farm. I even took note of the brand of yogurt that I had for breakfast the day before, *Bonlac*, hoping to learn more about the milk processors and producers of Panamá.

We could see the parlor holding area from the road as our tour bus pulled around the driveway past a lifted water tank into the farm yard of Lecharía Rosario, a 300-cow dairy near the Pacific coast in Las Lajas, Panamá.

The manager of the farm led us by a paddock that was currently used to keep heifers close as they learned how to graze the *mombasa* and *brizantha* grasses that grow well in the region. We entered a cool large open-air barn, passing the sign on the exterior which read, “*Los terneros son el futuro de la lechería*”, which translates to, “The calves are the future of the dairy”. The manager explained that their calves were backgrounded (fed a 22-18 milk replacer with bottles, 2x per day) for about three weeks in individual pens and then transferred into groups of 15, bedded with rice hulls, where they were fed with autofeeders for 30 days before moving to the next pen.

The barn design was interesting; the center concrete alley was raised about 5 feet above where the calves were housed. Hay was offered in a U-bunk along the wall closest to the center alley, with the autofeeder on the opposite side of the pen closest to the open-air wall. The rice hull pack resting area was along the center wall. There were fans directed at the calves over the resting area in each pen. I had never seen a barn design like this before, and I was interested as to why the center alley had been raised. I also noted how many calves there were considering the size of the herd. The farm manager explained that there were both heifer and bull calves in each group, and that the farm markets their bull calves to local farmers and community members. The reasons for the design of the raised center alley was for the ease of viewing all the calves in the pen from above for management purposes, and when people come to select bull calves to pur-



Girolando cows quietly waiting to be milked on a dairy in Las Lajas, Panamá. Photo by: M. Quaassdorff / CCE NWNy Team

chase, they can choose without entering the pens. This way there is less biosecurity risk.

We next moved around the farm to some covered loafing areas. The cows that were to be milked soon were offered a type of partial mixed ration of chopped grass and corn, with soy beans, cracked dry corn, vitamins, minerals, and molasses. The farm called this an “energy mix” to help support the grazing diet. Cows came in off the pastures to be milked twice daily through a double 10 herringbone parlor where they were offered about two additional pounds of grain each. They were sorted into three groups dependent on their milk production, and identified as so by the string color of their neck tag.

These cows did not look like your typical Holsteins or Jerseys that you would expect to see on farms in the US. I admired the characteristics of the hot-climate cows called “Girlando”, a cross between the Holstein and the Gyr, a Brahman-like bovine with more dairy qualities. These cows’ long ears and extra skin give them additional surface area to dissipate heat, and their oily skin helps to repel insects. It makes sense to have dairy cows with these characteristics considering the climate of Las Lajas, Panamá. The day we visited, it was 86°F with about 55% humidity, not unusual in a region that varies only 74-96°F year-round. Grass grows year-round as well, and the cattle have to be able to withstand the climate, and move

(Continued on page 4)

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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.

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## A Different Perspective

*(Continued from page 1)*

about efficiently from pasture to pasture while still maintaining high quality milk and component production (which is more similar to a Jersey versus Holstein).

As I was observing the cows, I noticed that they were not in any rush, and most were chewing their cud as they stood beneath shade cloth and sprinklers waiting to be milked. When they were asked to move ahead, they moved calmly, and were eager to enter the parlor. Prepping the cows to be milked was similar to the standard protocols here in the US; cleaning off the udder and teats, dipping and stripping, waiting the appropriate amount of time for milk letdown, and then wiping and attaching the machine to clean teats.

Cedric, one of my travel companions, had never been on any dairy or milked a cow before. As a special treat, the milkers invited him down into the pit to give it a try. With a little coaching, and the help of the natural letdown response, Cedric was able to start the flow of milk, and I've rarely seen somebody so happy to milk a cow. Sometimes I think we get so wrapped up in all the tasks and challenges that come along with managing cows and trying to reach high production on dairies, that we forget to enjoy how cool it is.

The milkers continued in the parlor working quietly and with purpose. I asked the manager what he believed made

this dairy successful. What he said didn't surprise me, but the way that he said it gave me a new perspective. He said the key is that the cows must be relaxed, and that the people handling the cows must be relaxed.

"Ok, decreased- or low-stress handling", I confirmed. "No", he said, "Relaxed."

I gave him a quizzical look. He went on to explain that, to him, decreased-stress meant that the cows are stressed in some way, and that you are working in a manner to reduce the stress. The goal should be to work in a manner that the cow is relaxed. Put another way, there should be no need to lower stress if you are relaxed. He continued explaining that their dairy operation has good production goals, but they do not push the cows to the point of stress, believing the cows and the people will make you a profit if they are treated well.

This really got me thinking. Being immersed in a different and more relaxed culture for a week allowed me to take a step back, and reminded me that there are other ideals from which we, as a dairy industry, could benefit. If we could loosen our grip on the "more production at any cost" mentality, and focus more on working relaxed, the cows may stay in the herd longer and the employees and owners may stay in the job longer, and we can enjoy our profit regardless.



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# 2021 NY Corn & Soybean Growers Association Yield Contest Winners

by Mike Stanyard

The annual **NYS Corn and Soybean Yield Contests** are sponsored by the New York Corn & Soybean Growers Association. Congratulations to our 2021 NY Corn Champion, **Logan Beck from Montgomery County with a winning yield of 302.32 bu/a.** Our NY Soybean Champion, **Robert Thompson, from Seneca County, had a winning yield of 82.61 bu/a.** They win all expense paid trips to the 2022 Commodity Classic in New Orleans in March. Listed here are the NY state contest winners and West and Finger Lakes regional winners. The Central, North and East regional corn and soybean winners can be found on the NY Corn & Soybean Growers Association webpage at <https://nycornsoy.org/wp-content/uploads/2022/01/2021-Yield-Contest-Results-for-Website.pdf>. All of the awards were presented at the NY Corn and Soybean Growers Corn and Soybean Winter Expo on January 27 in Syracuse.

There were no National Corn Yield Contest winners from NY this year but the results of contest can be found here, <https://www.ncga.com/get-involved/national-corn-yield-contest>. David Hula from Charles City, VA was the nation's high yielder at 602.17 bu/acre! There are many NY growers who enter the national contest as well as our NY contest. You can see how they fared in each of the classes in the state breakdown section. I'm looking forward to another great yield contest in 2022!

## 2021 NY Corn and Soybean NY State and Regional Winners Sponsored by the NY Corn and Soybean Growers Association

Rank	Entrant Name	Town	County	Brand	Number	Yield (bu/a)
<b>Corn Contest NY State Winners</b>						
1	Logan Beck	Palatine Bridge	Montgomery	Pioneer	P0947Q	<b>302.32</b>
2	Adam Kirby	Albion	Orleans	Pioneer	P0947Q	<b>294.01</b>
*	Adam Kirby	Albion	Orleans	Pioneer	P09843AM	<b>293.25</b>
3	Henry Everman	Dansville	Livingston	DEKALB	DKC61-40	<b>290.15</b>
<b>West Regional Winners</b>						
1	Adam Kirby	Albion	Orleans	Pioneer	P0947Q	<b>294.01</b>
*	Adam Kirby	Albion	Orleans	Pioneer	P09843AM	<b>293.25</b>
2	Henry Everman	Dansville	Livingston	DEKALB	DKC61-40	<b>290.15</b>
3	Joe Swyers	Dansville	Livingston	Brevent	B07H01Q	<b>288.40</b>
<b>Finger Lakes Regional Winners</b>						
1	Eric Lyon	Lyons	Seneca	Pioneer	P0843AM	<b>244.66</b>
2	Freier Farms	Fayette	Seneca	Pioneer	P0035AM	<b>238.75</b>
*	Freier Farms	Fayette	Seneca	Pioneer	P0414AM	<b>235.72</b>
3	Pit Farms	Clyde	Wayne	DEKALB	DKC47-27	<b>233.68</b>
* Contestants can only place once in each contest						
<b>Soybean Contest NY State Winners</b>						
1	Robert Thompson	Interlaken	Seneca	Pioneer	P29A25X	<b>82.61</b>
2	Mike Vecchio	Whitesboro	Oneida	Pioneer	P18A98X	<b>82.45</b>
3	Ryan Swede	Pavilion	Wyoming	Asgrow	AG26X8	<b>81.66</b>
<b>West Regional Winners</b>						
Group 0	Brad Macauley	Geneseo	Livingston	NK	S09-D4X	<b>75.52</b>
1	Tom Corcoran	Caledonia	Livingston	Channel	1818X	<b>77.37</b>
2	Ryan Swede	Pavilion	Wyoming	Asgrow	AG26X8	<b>81.66</b>
3	John Macauley	Mt. Morris	Livingston	LG Seeds	LG3098XF	<b>67.74</b>
<b>Finger Lakes Regional Winners</b>						
Group 0	Ray Dean	Auburn	Cayuga	Asgrow	AG09X9	<b>73.58</b>
1	Freier Farm	Fayette	Seneca	Pioneer	P16A84X	<b>78.03</b>
2	Robert Thompson	Interlaken	Seneca	Pioneer	P29A25X	<b>82.61</b>



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# Identifying Areas of the Farm Business for Possible Improvement: Comparing Farm Business Results

by John Hanchar

## Summary

- Comparison of farm business results to farm specific goals and/or peer to peer comparisons play important roles for identifying possible areas for improvement.
- Measuring results for the farm business is an important first step.
- Tools are available for tackling both – measuring condition and performance, and comparing to peers, benchmarks.

## Introduction

Recent articles in Ag Focus discuss farm business summary and analysis opportunities and related topics. The December 2021 issue contained an invitation to measure results by participating in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program, and other farm business summary and analysis activities available through the NWN Program. The January 2022 issue covered measuring economic efficiency using costs of production. The topic of right sizing provided context.

A business' capacity to measure results is key – recall "If you can't or don't measure it, then you can't manage it ..." To improve the business' ability to achieve financial, family and other objectives, sound planning is a must. Sound planning involves problem solving, identifying areas for improvement and other functions. Measure results for your farm business, then compare results to farm specific goals and/or use peer to peer comparisons.

## An Illustration

Suppose a DFBS cooperator measured the financial condition and performance of the farm business for 2020. Comparisons to specific goals and/or group averages for similar sized farms helped identify areas for possible improvement. To compare to peers, analysis generated the following.

1. Query 1: NY, number of cows > or = 600, number of farms = 90
2. Query 2: NY, number of cows > or = 600, bottom 80 farms based upon rate of return on all assets
3. Query 3: NY, number of cows > or = 600, top 10 performers based upon rate of return on all assets
4. Description of an Example Farm using the averages from query 2
5. Description of the Group of Ten Top Performers using the averages from query 3

The example farm's revenue related measures were less than those of the Top Performing Group, while cost related measures exceeded those of the Top Performing Group, except for one factor (Table 1). Results suggest that revenue, and hired labor and machinery cost factors might be initial candidates for improvement. With business summary results and farm specific goals and/or peer to peer comparison results, the farm business owner can identify areas for possible improvement by:

*(Continued on page 8)*

DFBS Factor (units)	Group Average, Top 10 Farms (A)	Example Farm <sup>1</sup> (B)	Difference: [(B-A)/A]x100
gross milk sales (\$/cow)	5,296	4,891	-7.7
milk sold per cow (lbs.)	27,368	26,439	-3.4
net milk sales (\$/cwt.)	18.11	17.2	-5.0
operating cost of producing milk (\$/cwt.)	13.44	14	4.2
hired labor cost (\$/cwt.)	2.77	3.14	13.4
grain & concentrate expense (\$/cwt.)	5.95	6.05	1.7
dairy feed & crop expense (\$/cwt.)	7.52	7.52	0.0
labor & machinery costs (\$/cow)	1,593	1,753	10.0

<sup>1</sup>Group average, bottom 80 farms



## Identifying Areas of the Farm Business for Possible Improvement: Comparing Farm Business Results

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- Identifying areas where the business is not achieving desired, expected results
- Describing underlying reasons for differences
- Generating alternative solutions, changes to improve results
- Evaluating alternatives – establish evaluation criteria, evaluate, rate and rank alternatives
- Selecting the best or set of best alternatives

The value of measuring results for comparison purposes continues through to the control function of management – Did changes in practices lead to desired results? If not, then explain why? (revisit planning functions).



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Cornell Cooperative Extension (Northwest NY Dairy, Livestock and Field Crops Team) and American Farmland Trust (AFT) have formed a unique partnership. Their objective was to develop effective outreach tools to help bridge the gap between farmers and landowners with residents of local watersheds and beyond. The collaboration has produced an amazing photo essay which celebrates agriculture and highlights the industry's commitment to conserving our natural resources now and for generations to come.

AFT first identified conservation information gaps and production barriers that were inhibiting producer adoption of certain soil health practices. Working through a grant received from the Great Lakes Protection Fund (GLPF) that focuses on implementation of sustainable agricultural practices, CCE-NWNY was able to help farmers implement new conservation practices.

Early success prompted GLPF to offer AFT and CCE-NWNY additional funding to document project outcomes, uniquely highlighting the passion of landowners and farmers for protecting land and water resources. A photo exhibit and on-line photo essay was developed by documentarian and storytelling photographer, Rebecca Drobis. Team members worked with over 30 subjects from 10 farms to gather farm images.

The "Our Farmers, Our Water, Our Future" traveling display premiered at the Arts Council of Wyoming County during August and September 2021. Postcards and brochures encourage visitors to view the online essay and stories of the 10 farms. It has received national attention, and viewings of the display at the Arts Council Gallery have prompted further conversations in learning circles of the important role that farmers and agriculture have in soil conservation and water quality.

To view the online photo essay, go to: <https://farmland.org/greatlakes/>

On the horizon for the exhibit is to get it out to venues where the non-farming public can engage with the exhibit and learn about the stories of farms implementing conservation practices in the Genesee River Watershed. If you have a connection with an art gallery, museum, or other suitable indoor venue that might host this exhibit, please reach out to Joan Petzen at [jsp10@cornell.edu](mailto:jsp10@cornell.edu) or 585-786-2251. Our hope is for the exhibit to travel to every county in the watershed and beyond in the coming year.

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# Motivating Your Calf Care Team for Optimum Results this Winter

by Kaitlyn Lutz

As I write this article it is 6°F, snowing and windy here in Geneva. I just finished summarizing some findings from a farm visit where we were troubleshooting some calf health issues and working with their Hispanic calf feeders. The easy part is making suggestions, but, as you know, the hard part is taking action and motivating employees to get results.

## Help employees motivate themselves:



In the latest Agricultural Supervisory Leadership course, Managing Performance, Dr. Bob Milligan presented Susan Fowler's book "Master Your Motivation". She presents science behind human motivators: Choice, Connection and Competence. These factors lead to intrinsic (internal) motivation rather than extrinsic (external) motivation. Extrinsic motivators like receiving bonuses or fear of punishment have their place, but optimal motivation requires the sense that the task is personally rewarding. Here is an example, inspired by my recent farm visit, to illustrate how to put these ideas into action to improve employee motivation:

- 1) **Choice:** this is the perception that we have control over our actions and have options.

*Angel and Pablo have worked together for the past 2 years as the main calf-feeders. On a calf health investigation, it was suggested that the farm either start freezing colostrum or adding potassium sorbate (a preservative) and cooling. Since Angel and Pablo oversee colostrum handling and feeding, the options were explained to them and they decided, along with the owner, which method would work best with their tight schedule.*

- 2) **Connection:** contributing to something greater than ourselves

*Bob, the herd owner, started sharing the total protein data and calf pneumonia/scours data with Angel and Pablo in a newly established calf team meeting every month. The targets for the data were explained and Angel and Pablo felt proud that their changes in colos-*

*trum management were paying off with better calf health.*

- 3) **Competency:** feeling of success at meeting daily challenges. This takes skill + self-confidence.

*Bob saw that Angel was particularly keen to advance in his job as a calf rearer, so he signed him up for the Online Spanish Worker Training program through Pro-Dairy. Here Angel took a course on calf handling and feeding to understand the "why's" behind his job. This increased his self-confidence and spurred him to write up a new winter calf-feeding schedule to present to Bob.*

*Pablo was good with technology, so Bob taught him to run the events report in DC305 so that he and Angel could keep track of the pneumonia/scours data when Bob was away.*

I hope that you find time to reflect on these three areas in the coming months to deepen employee motivation. Besides improved herd health, improving employee motivation can also help with employee retention.

To bring it back to calves, I would highly recommend checking out the Hoards Dairyman Webinar "Caring for Calves in Cold Weather" by Dr. Sarah Morrison from Miner Institute. Sarah provides specific information on *when* and *how* to implement winter calf management strategies based on research and practice. The webinar can be found at <https://hoards.com/article-31273-caring-for-calves-in-cold-weather.html>. The webinar is a great follow-up to Margaret Quaassdorff's article on winter calf care in December's [Ag Focus](#).





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## Cornell Cooperative Extension Implementing Practical Genetics for the Commercial Dairy.

**Every Wednesday from Feb 16 until March 16th.  
12:00pm to 12:45pm EST**

This webinar series will be presented entirely by Dr. Heather Huson, Faculty, Dept. of Animal Science, Cornell University.

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. An optional in person session will provide an opportunity for hands on practice with genetic analysis tools.

**Feb 16, 12:00pm -1:00pm**

### **Overview of Genetic Evaluations**

Overview of how to obtain genetic evaluations for your herd including individual traits, targeted indexes, total performance indexes and what is included in the results.

**February 23, 12:00-12:45pm**

### **Inbreeding and Crossbreeding**

Discussion on how to manage inbreeding, the effects of inbreeding depression, and how crossbreeding can be utilized.

**March 2nd, 12:00-12:45pm**

### **Management and Decision Making**

Overview of how genetic evaluation results can be used in management decisions.

**March 9, 12:00-12:45pm**

### **Marketing and Industry Impact**

How genetic evaluations are used in marketing, including details you should ask, and ways to select and market your own animals.

**March 16, 12:00-12:45pm**

### **Data Review**

Examining genetic evaluation data, creating personalized indexes, and how to use this in management strategies.

Must attend this session to participate in the in-person workshop.

### **In Person Workshop**

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SUNY ATTAIN Lab in Perry NY-date to be determined.

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**Questions? Contact your  
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# Update on Strategic Deworming of the Beef Herd: Continuing the Resistance Fight

by Nancy Glazier

How do you know if your cattle have internal parasites? One sure method is necropsy (postmortem exam). This is an unfortunate way to find out what species of parasites and how many are present. Another method is fecal egg counts. This will provide evidence of parasites but not guide you when to treat.

To check for resistance a Fecal Egg Count Reduction (FECR) tests are recommended. Samples are collected at the time of treatment and then resampled 14 days later. The recommendation is to test the same cattle, at least 17, from the same class or life stage both times. Your veterinarian may be able to help with testing. Other options are Cornell Animal Health Diagnostic Center (<https://ahdc.vet.cornell.edu/>) or commercial labs. One I have worked with is MidAmerica Research Lab (<https://midamericaagresearch.net>). This method has drawbacks depending on the timing. There may be immature nematodes in the intestines or abomasum that may not be egg laying which can skew numbers.

Strategic deworming recommendations are revised as new information is evaluated. From a couple recent presentations from Dr. Christine Navarre, Louisiana State professor/veterinarian, there are two strategies: targeted selective treatment and selective non-treatment. Both need to be tailored to your farm. With selective treatment only animals that will most benefit will be treated. They include calves, young females, and bulls. Depending on breed no adult cows are treated after weaning their first calf. If they are wormy they should be culled to remove those genetics from the herd.

If your herd is segregated – cows are kept separate from young or after weaning, treat the bottom 90% of the group of replacement heifers or calves. That means don't treat the heaviest ones. Another suggestion is to treat every 10<sup>th</sup> animal unless it is unthrifty; treat and skip the next.

It is also recommended to treat with two different classes of dewormers at the same time, but not mixed together.

- Ivermectin class (Ivomec, Dectomax, Cydectin, etc.)
- Benzimidazoles (Valbazen, Safeguard, Synanthic, etc.)

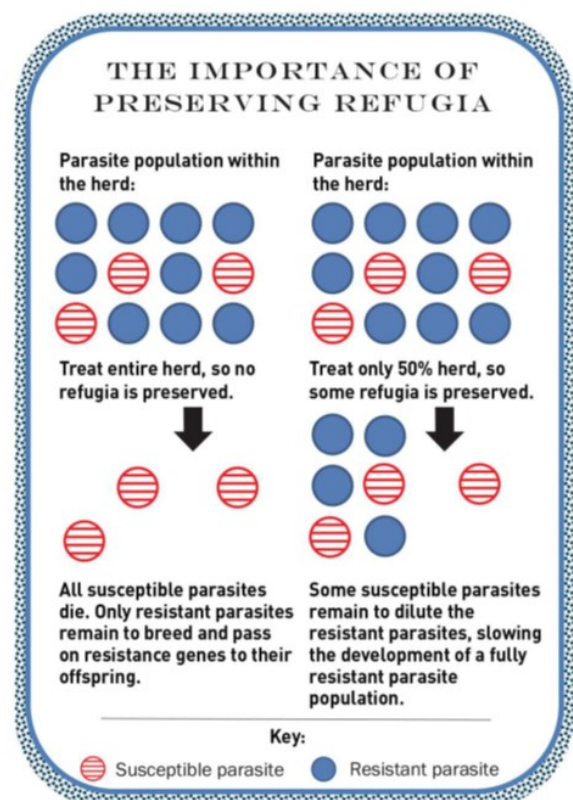
- Imidazothiazoles / Tetrahydropyrimidines (Levasole, Tramisole, Rumatel, etc.)

Also, dose calves based on actual weight or on the heaviest. Use pour-on products sparingly, don't deworm in feed or mineral, and properly store the products, not outside.

Some further guidelines from Dr. Navarre:

- Increase overall herd immunity
- Proper nutrition
- Decrease other stressors/diseases
- Don't buy resistant worms (from purchased animals)
- Cull poor doers
- Use hybrid vigor!

Your veterinarian can help you develop your strategic deworming plan for your farm and set it up to meet your production goals.



Preserving refugia is important to maintain efficacy of deworming products. Photo: OnPasture.com, February 2015



# 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 Closes  
February 7, 2022!**

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United States  
Department of  
Agriculture

## FSA Fridays in February Webinar Series Returns

A series of free webinars will be presented by the U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA) in New York State. FSA Fridays in February will cover a variety of programs and services FSA offers agricultural producers in New York. Topics include an overview of available programs and loans, facility loans, disaster programs and loan programs.

The hour-long webinars will be held every Friday in February at noon. The webinars are free however pre-registration is required to get a link to each webinar. Please register at: <https://fsafridays.eventbrite.com> or by emailing [lynnette.wright@usda.gov](mailto:lynnette.wright@usda.gov).

**Friday, February 4 at 12 p.m.: Welcome to FSA** – an introduction to FSA loans, programs, and services, as well as how to start working with FSA.

**Friday, February 11 at 12 p.m.: What to Do When Disaster Strikes** – a presentation on the disaster programs available from FSA to help farmers recover from damaging weather.

**Friday, February 18 at 12 p.m.: Farm Storage Facility Loans** – learn about Farm Storage Facility Loans, which are available to a wide-ranging number of producers for storage facilities and equipment. Interest rates on these loans are all below 2% right now.

**Friday, February 25 at 12 p.m.: FSA Farm Loans** – an overview of the funding opportunities available from FSA's Farm Loan Programs, including information on microloans, operating loans, ownership loans and guaranteed loans.

If you need an accommodation to participate in one of these webinars, please contact Lynnette Wright at (315) 477-6309, or by e-mail at [lynnette.wright@usda.gov](mailto:lynnette.wright@usda.gov), at least one day prior to the event. You may also contact Federal Relay Service at 1-800-877-8339.

*FSA provides programs and loans to help farmers provide food, fuel, and fiber to millions of people worldwide. The New York FSA staff work hard every day to ensure that New York farmers have the information they need to participate in federally funded agricultural programs. FSA-administered programs benefit all Americans by providing stability for our agricultural producers, thus helping ensure a safe, abundant, and affordable supply of food and fiber.*



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<p><b>23.5 Ton Crane</b></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. # 6249 - \$71,900</p>	<p><b>2007 Mack GU813</b></p>  <p>2007 MACK GU813; Mack MP7 395 HP; 13-Spd.; Double Frame Flatbed w/Hub 2888P H Pro Knuckleboom Crane w/Renator; 24" Steel Deck; 20K Front Axle; 44K Rears on Camelback Susp.; 20K Rear Mounted Lift Axle; 24" WB; Crane Can Be Removed; 28" Frame Behind Cab; 20" CT; 307,537 Miles; Sk. # 6369 - \$41,900</p>	<p><b>Clean Water Truck</b></p>  <p><b>Low Miles</b></p> <p>2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/4,225 Gallon Advance Steel Tank and Pump; 250" WB; 16K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride; 4.30 Ratio; WB Will Separate the Tank from the Chassis; 21" Frame Behind Cab; 172" CT - \$58,900 Miles; Sk. # 6354 - \$58,900</p>	<p><b>20K/46K Rears</b></p>  <p><b>475 HP</b></p> <p>2007 PETERBILT 357; 475 HP CAT C15; 18-Spd. Manual; Clean Daycab w/Tulsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 224" WB; 496,503 Miles; Sk. # 6021 - \$59,900</p>
<p><b>46K Rears</b></p>  <p><b>CAT 6N2</b></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><b>(2) Available</b></p>  <p>2004 &amp; 2003 PETERBILT 378 TRI-AXLE DUMP TRUCKS; 475 HP CAT C15 Single Truck; 13-Spd. Manual; 20K F/A; 44K R/A; Air Trac Susp.; Double Frame; 21" Aluminum Box; Air Lift Tag; 540,000 Miles; Sk. # 6345/6346 - CALL FOR PRICE</p>	<p><b>Dozens of Mack Dumps!!</b></p>  <p>1999 MACK R068S 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; 24" WB; Spoke Wheels; EXPORT PRICED!!!!; 777,148 Miles; Sk. # 5902 - \$19,900</p>	<p><b>24 ft. Flatbed</b></p>  <p><b>Heavy Spec</b></p> <p>2009 KENWORTH T800 FLATBED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Puller P/L 1001 Rear Mounted Knuckleboom; 42" Rears; 20K Front Axle; 48K Full Locking Rears on Newby Air Ride; 23" x 36" Aluminum Deck; 4.63 Ratio; 270" WB; 192" CT and 24" Frame Behind Cab; Rubber &amp; Knuckleboom Can Be Removed; 278,458 Miles; Sk. # 6308 - \$48,900</p>
<p><b>5x6 Flatbed</b></p>  <p><b>Low Miles</b></p> <p>2005 PETERBILT 357 6x6; Clean Double Frame 34" Flatbed Truck; CAT 350 HP; 8LL Trans.; 28K F/A; 48K Full Locking Rears; 425/62.5 Tires; Hendrickson Halmas Susp.; 5.65 Ratio; 28" WB; 21" CT; 31" Frame Behind Cab; WB Separate Bed from Chassis; 174,181 Miles; Sk. # 5701 - \$49,900</p>	<p><b>Heavy Spec Long Flatbed</b></p>  <p>2006 KENWORTH T800 FLATBED; CAT 335 HP; Double Frame Flatbed Truck; 20K F/A; 44K Full Locking Rears; 21" WB x 98" Steel Deck; 5.29 ratio; 244" WB; Hendrickson Susp.; Rubber Can Be Removed; 19" Frame Behind Cab; 162" CT; 12,584 Hours; 137,760 Miles; Sk. # 6323 - \$49,600</p>	<p><b>Heavy Spec Chassis</b></p>  <p>2006 PETERBILT 357 CAB &amp; 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; Sk. # 5831 - \$43,500</p>	<p><b>22 ft. Frame</b></p>  <p><b>Allison Auto. Dump</b></p> <p>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; 48K Locking Rears on Air Trac Susp.; 204" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,992 Miles; Sk. # 6264 - \$62,900</p>
<p><b>Heavy Spec Dump Truck</b></p>  <p>2008 PETERBILT 340 DUMP TRUCK; Pacor P38 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; 214,367 Miles; Sk. # 6332 - \$49,900</p>	<p><b>Attn. Farmers!! Feed Mixer</b></p>  <p>2007 MACK CTP713; 370 HP Mack MP7; Clean, Low Hour Double Frame Feed Mixer Truck w/Supreme Int'l. Inc. 1400T Feed Mixer; Digi-Star 623400 Scale System; Allison Auto. Trans.; 20K F/A; 46,400# R/A; Camelback Susp.; 254" WB; 198" CT; 24" Frame; 79,280 Miles; Sk. # 6363 - \$104,900</p>	<p><b>2010 Western Star 4900RA</b></p>  <p>2010 WESTERN STAR 4900RA; Detroit Diesel Series 60 14.0L 495 HP; 18-Spd. Manual; Clean Fuel Tanker Truck w/5,530 Gal. Hammers Steel Tank &amp; Pump; 24.5" WB; 14,700# Front Axle; 44K Full Locking Rears on AirTrac Susp.; 3.90 Ratio; WB Will Separate Tank from the Chassis; 20" Frame Behind Muller; 158" CT; 223,505 Miles; Sk. # 6384 - \$53,900</p>	<p><b>485 HP</b></p>  <p>2007 MACK CTP713; Mack MP7 370 HP; 10-Spd.; Clean Cab &amp; Chassis; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 270" WB; 172" CT; 21" Frame Behind Cab; 118,186 Miles; Sk. # 6393 - \$47,250</p>
<p><b>Kuhn Feed Mixer</b></p>  <p>2012 KENWORTH T400 FEED MIXER; 330 HP Pacor P38; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Kuhn K1000 Profeed 70110 Feed Mixer; Digi-Star 628000 Scale System; 18K F/A; 57K Triple Locking Rears; Hendrickson HVI Susp.; 244" WB; 178" CT; 223" Frame; 7,171 Hours; Sk. # 6384 - \$59,900</p>	<p><b>Tri-Drive Crane</b></p>  <p><b>Tandem Axle</b></p> <p>2006 WESTERN STAR 4900 TRI-DRIVE CRANE; 530 HP CAT C15; Double Frame; Tri-Drive; Twin Steel Truck w/Face Single TM7571 Crane w/1000; 32.5 Ton Capacity; 771 Hours; 38" Ovals; 14" Sidebars; 38K F/A; 57K Triple Locking Rears; 60" Wheel; 408" Bridge Measurement; 436 R/A; 32.5 Ton Lift Back; 221,495 Miles; Sk. # 6361 - \$72,900</p>	<p><b>Heavy Spec Chassis</b></p>  <p>2004 KENWORTH W800; 335 HP CAT C10 Engine; 8LL Trans.; Cab &amp; Chassis; 20K F/A; 46K Full Locking Rears; 252" WB; 21" Frame Behind Cab; 150" CT; 4.39 Ratio; Halmas Susp.; 118,700 Miles; Sk. # 6075 - \$29,900</p>	<p><b>6x6 Crane</b></p>  <p><b>Cummins N14</b></p> <p>2001 INTERNATIONAL 6600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; P/Man Hydro-Lift HL1500 7-Ton; 65' Crane; 4-Outriggers; 20x36" Flatbed; 20K F/A; 48K R/A; Hendrickson HVI Susp.; 244" WB; 184" CT; 25.3" Frame Behind Cab; 158,174 Miles; Sk. # 6299 - \$45,900</p>

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## 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>

**Beef Cow Nutritional Strategies During the Last Trimester** - February 9, 2022 from 7:00pm - 8:00pm via Zoom. Presented by Dr. Stephen Boyles, The Ohio State University. Please pre-register by February 7, 2022. Register online at <https://tinyurl.com/2zc3uu8h>. Questions, email [mrm7@cornell.edu](mailto:mrm7@cornell.edu)

**2022 Soybean & Small Grains Congress** - February 9 & 10, 2022. See page 14 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 see page 12 and to register online visit <https://scnydfc.cce.cornell.edu/event.php?id=1755>



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