

AG FOCUS



Planning for a Successful Calving Season by Nancy Glazier

I know some farms have started their spring calving already, while others wait for warmer weather. Either way, I hope you have planned for success.

As much as I'm fed up with Zoom meetings, they have been great for attending workshops I normally wouldn't. I recently heard Dr. Steve Boyles from The Ohio State talk on cow nutrition and the importance of feeding in the third trimester. Two-thirds of fetal growth occurs in the last 60 days. During this time cows and heifers really need high quality forage or appropriate supplementation. This higher plane of nutrition carries on into early lactation as well. To step back even further, I am assuming your cows went into winter with adequate body condition. Winter is NOT the time to get weight on them. We ended with a fairly decent grazing season so hopefully cows are at BCS 5-5.5 and heifers at 6 at calving.

Minerals are important and sometimes forgotten. Steve prefers loose minerals for his herd, making sure available in quantity needed and quality (protected from precipitation/elements).

Calving location is critical for healthy calves. Dr. Emily Dutton, Dutton Veterinary Services covered this topic in January. Barns need to be well ventilated, but not drafty with clean, dry bedding. This has stuck with me, if you kneel and your knees get wet, add bedding. Many farms calve on pasture. Depending on spring conditions this takes care of excellent feed (pasture) for dams and clean calving areas. The Sandhills system comes to mind. Cow-calf pairs are grouped by calf age (depending on herd size). The first division is done at 2 weeks from first calf's birth. Pregnant cows are moved out of the group to clean pasture. Subsequent moves occur weekly. This is not always practical, so develop a system for your farm.

Dr. Dutton suggested having your calving kit ready to go with needed supplies: obstetrical lube, breeding sleeves, gloves, chains, and head snare. She reviewed the three stages of calving:

Stage I	Preparation for parturition	2 to 24 hours (2-6 hrs. most common)
Stage II	Expulsion of fetus	1 hour (shorter for cows)
Stage III	Passing the placenta	8 to 12 hours

She made the point to know when to call the vet. How do you know? From experience. How do you get experience? From calving. It is best to talk with your veterinarian if you are inexperienced to get advice ahead of time. One issue can be an abnormally positioned fetus. Know what is considered normal. Quite often heifers have issues, but that is not always the case. Also, if stage II extends beyond the expected time, something may be wrong, and intervention is needed.

Calves should be up and about within an hour and nursing within 2 hours. Colostrum in the first and subsequent nursings need to occur within 24 hours for the antibodies to be absorbed. Research with dairy animals has shown these subsequent milkings may provide upwards of 75% of immunoglobins. If the calf is not nursing for some reason, feed 2 quarts of colostrum replacer. Dr. Dutton suggested having a newborn toolkit stocked with towels, colostrum replacer, milk replacer, tube feeder, nipples and bottles, thermometer, and iodine navel dip.

This is a brief overview, if you'd like more information let me know.



Provide a clean, dry environment for calving. Photo: K-State Research and Extension, www.ksre.k-state.edu

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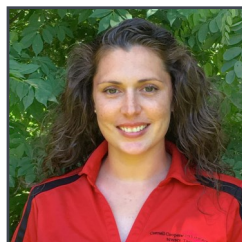
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<https://blogs.cornell.edu/nwny-dairy-livestock-field-crops/>

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



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Employee Engagement is the Key to Successful Farm Meetings. But How?

by Kaitlyn Lutz



As I'm settling into my job here with the NWNY team I am getting the opportunity to sit in on more employee meetings as a translator. I have found it a great way to

get a sense of a dairy and a helpful exercise in determining what resonates with employees versus what leaves them frustrated or disconnected.

It's timely to therefore talk about how to engage employees in these meetings as our industry continues to face new challenges such as [overtime regulation](#). As we focus on labor efficiency and retention with a renewed importance, consider these ideas to get more from your employee meetings.

Listen more

Consider these scenarios:

Moocho Milk Dairy:

Our SCC has been increasing over the past 2 months. I'm frustrated because you have all been trained on our milking procedure and why it's important. I need you guys to do a better job at cleaning teat ends or else no one will be getting bonuses.

Green Acres Dairy:

As you guys know, our SCC has been increasing over the past 2 months. I know you all work hard to follow our protocols and I'd like to hear your ideas as to why we're having this problem?

Which one makes you feel more valued? The point here is to engage your employees by listening to them and showing them that you *respect* their opinion and *recognize* their efforts. The other benefit of this style is it generates solutions as a team, giving employees more ownership over their work. The outcome? More motivation and accountability.

Specific Positive Feedback

While much feedback is given individually outside of a meeting setting, it can be valuable to give specific positive feedback during group meetings. A common mistake is for meetings to focus on the negative and end with a vague positive comment to the group. *Stop running into gates with the skid steer! Don't push cows! Feed colos-*

trum faster! But thanks for working hard, great job guys!

This often comes off as insincere and causes employees to shut down. Consider thinking of a few specific, timely points to encourage your employees with positive feedback in the next meeting.

Timeliness

This one ties in with feeling valued. We all know time is valuable and we should treat our meetings as such. Often meetings run very long and become unproductive when employees feel like their only opportunity to communicate with their manager is in the meeting. Create opportunities for employees to communicate with their manager outside of meetings. Weekly or monthly meetings work well to keep the communication going and keep on-task.

Agenda

A piece of advice from Dr. Rich Stup, director of Ag Workforce Development, is for managers to keep a standing agenda. If you have the same basic agenda at each meeting this takes the stress off the manager to prepare a new agenda each time and helps employees know what to expect.

Follow up

A common frustration of employees is a lack of follow-up after meetings. Make sure to write a list of action items after meetings. Don't be afraid to delegate when appropriate. Often employees are happy to help fix problems if they have the tools to do so.

Timelines for follow-up are also key. If employees know *when* to expect the crowd gate to be fixed, for example, they are less frustrated, even if it takes time for the part to come in.

Final Thoughts

If you are having trouble with meetings becoming gripe-sessions, consider inviting a meeting facilitator (i.e., consultant, extension agent). As employee engagement increases, you'll see this pattern change. So, pick something to try at your next meeting!

Lastly, if you have trouble with communicating because of language, meetings with a translator can help both parties be fully heard. Feel free to reach out to Kaitlyn at any time for assistance with your next meeting!



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Brad is an AEM certified Environmental Planner and CCA certified Crop Consultant.

Brad works with clients in New York, Pennsylvania, and Connecticut implementing environmental strategies that keep them in compliance with their state's individual regulations. Brad is committed to keeping up with regulatory changes in each state, making him a key resource to his farms. Brad believes in farming, and so do we.



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Where do We Stand with the 2022 Wheat Crop? by Mike Stanyard

It seems like spring is so far away but before you know it the wheat will be waking up and green-up will be here. At the Soybean and Small Grains Congress in February, I gave a Small Grains Summary of 2021-22. Let's take a look at where the 2021 winter wheat ended up and how the 2022 wheat crop went in and looked going into winter slumber. What issues could we be facing?

In 2021, New York's winter wheat crop looked phenomenal. Record yields were predicted. The first early wheat began to come off over the fourth of July weekend. Wheat yields were big, test weights and falling numbers were very high and moistures were above 20%. Things went sharply downhill from there. The rainstorms kept coming and most of our wheat suffered from pre-harvest sprout. Despite a NY record average wheat yield of 77 bushels per acre, most of our wheat was feed grade.

Another year is behind us and it is time to look forward to the 2022 wheat crop. USDA National Ag Statistical Service (NASS) NY Field Office estimates wheat planting on a weekly basis. About 34% of the wheat acreage went in September, 51% in October and 6% in November. So, 91% of the wheat crop got planted and 85% was emerged on USDA's last report on November 28. So, how did it look? We know that there was plenty of rain in late September and October. USDA NASS NY estimates put the final crop at 51% in good to excellent condition, 42% in poor to fair condition and 7% in very poor condition. This lines up close to what I saw and heard from growers. In comparison, 74% of the last year's crop was in good to excellent condition.

The Winter Wheat Seedings and Grain State Report estimates were done during the first two weeks of December. It estimates the planted area for harvest in 2022 at 130 thousand acres. This is down 16% from 2021 and 13% down from 2020.

There has been plenty of snow to keep the new wheat crop protected under a blanket this winter. This should

limit some winterkill. Growers should keep a close eye on some of the marginal fields, check on tiller counts this spring and see if it is worth keeping them. Despite high nitrogen prices, we want to make sure the good to excellent fields get the nitrogen they need to maximize yields. It looks like wheat prices will be favorable again this year.



I feel that weed control will be an issue in many fields this spring. I know of a few farms that got some spraying done late this fall, but not many. A lot of fields have lower tiller counts and holes due to saturated soils. It was easy to see where the low spots were. Even some areas and fields that were replanted did not take well. A delay in canopy closure and open areas will allow more light to reach the soil and benefit weed growth and emergence. There may be more than normal winter annuals like chickweed, purple dead nettle and mustards not to mention fall germinated maretail and roughstalk bluegrass waiting for us this spring. Herbicides like Osprey Xtra® for bluegrass and cheat and Huskie® for maretail may be a good idea to add to your normal weed control program.

I always like to plug the National Wheat Yield Contest. We had a few growers enter last year but no one could make the grade requirements at harvest. You can view all the rules and register here, <https://wheatfoundation.org/projects-programs/national-wheat-yield-contest/>. The contest is set up similar to the National Corn Yield Contest and everything is online. Entry is \$100 by April 15 or \$125 by May 16. I know we can be competitive in this contest. Below are the 2021 national winners for the winter wheat dryland section.

Place	Name	City	State	Yield
Bin Buster	William Willard	Frederick	MD	141.41
1st	Jeffery Krohn	Owendale	MI	140.55
2nd	Brian Kreider	Lebanon	PA	140.43
3rd	Douglas Goyings	Pauling	OH	138.27
4th	Michael Ebelhar	Loretto	KY	126.07
5th	Tyler Ediger	Meade	KS	125.66

NE Hemp Value Chain Participants Identify Priority Sources of Risk, and Discuss Risk Management Strategies

by John Hanchar and Lindsey Pashow, Cornell University/College of Agriculture & Life Sciences and CCE

Summary

- Risks and uncertainties faced by hemp value chain firms make entry, production, marketing, and related decisions difficult.
- Understanding risks and their management increase the likelihood of making the best decisions.
- Value chain participants identified marketing, legal, and financial risks as the top three of five risks that challenge firms, and identified strategies for mitigating these risks --prominent strategies for summary purposes follow
 - improve information and knowledge gathering and dissemination functions (note here, the relationship between information, knowledge and market efficiency from economics, the important role of information)
 - identify best management practices for establishing and executing effective contracts among hemp value chain firms
 - identify workable cooperative efforts for obtaining inputs (goods and services) for growing, harvesting, marketing, etc.

Background

Agricultural producers and their families in the Northeast express interest in alternative crops for the purpose of enhancing the economic viability of their businesses.

Helped by state and federal actions producers now consider hemp enterprises as alternatives. Regarding entry and size of the enterprise decisions, risks and uncertainties negatively affect the viability of hemp enterprises. Understanding risks and their management increase the likelihood of making the best decisions regarding hemp enterprises. A Northeast Extension Risk Management Education (NERME) funded project is underway to improve understanding of five agricultural risks – production, marketing, human resources, legal, financial.

Priority Risks, Underlying Reasons, Possible Responses/ Remedies

By way of a web based survey, small group listening sessions and other activities, about 60 project participants from points throughout the hemp value chain applied what they learned about managing hemp value chain risks to: identify three risks of top priority; understand underlying reasons; and suggest possible management strategies. Participants identified 3 risks of greatest priority -- marketing, legal, and financial. In addition, participants provided thoughts regarding underlying reasons, and possible remedies (*Table 1 on the following page*). Suggested remedies reflect the following risk management strategies: avoid, retain, reduce, self-insure, shift, and acknowledge the interactions among all five sources of risk.

Next Steps

Guided by information from *Table 1* and other resources, project members will work with small industry groups to evaluate possible remedies, and develop plans for implementing responses.

Questions, comments, suggestions regarding this work? Please contact John Hanchar, Cornell University / College of Agriculture and Life Sciences, jjh6@cornell.edu or (585) 233-9249.

This material is based upon work supported by USDA/NIFA under Award Number 2018-70027-28588.



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NE Hemp Value Chain Participants Identify Priority Sources of Risk, and Discuss Risk Management Strategies

Table 1. Description, underlying reasons, and possible remedies by priority risk, NE hemp value chain participants, NERME funded project, 2021.

		Risk	
	Marketing	Legal	Financial
Description statement	Unfavorable risk and uncertainty associated with prices received (range of prices is large) and quantity marketed (ability to get product out there)	Unfavorable risk and uncertainty regarding laws, regulations, standards, contract execution, and effects	Unfavorable risk uncertainty associated with financial performance, and with the availability and costs of financial goods & services [emphasis, meeting capital needs]
Underlying reasons, factors, explanations	<ul style="list-style-type: none"> -Lack of control, market influence -Difficult to get product out there: legal standards for product not met, desired quality standards not met -Absent or ineffective contracts -Difficult to determine price points, reliable prices received and quantities marketed expectations for decision making [the value and availability of information] -Availability, costs relative to margins of goods and services (inputs) undesirable 	<ul style="list-style-type: none"> -Laws and regulations can restrict, restrain value chain growth and efforts to improve efficiencies -Difficult license renewal process -Difficulty achieving clarity regarding laws, regulations, standards -Less than ideal ability to adequately understand the situation and outlook regarding the legal, regulatory environment (information delivery) -Absent or ineffective contracts 	<ul style="list-style-type: none"> -Financial risks are a function of marketing and legal risks, see columns 2 and 3 -Hemp value chain firms face a unique risk and uncertainty environment when compared to other farm production, processor, retailer value chains, these affect availability and costs of financial goods and services [emphasis, meeting capital needs]
Possible remedies, solutions, responses	<ul style="list-style-type: none"> -Vertically integrate - Better understand the characteristics of well written contracts to ensure compliance -Increase capacity to determine price points (expected prices received and costs of production information) -Identify, develop testing capacity to ensure product quality -Identify, develop optimal hemp varieties [those that don't go "hot"] -Establish a cooperatives approach for securing inputs and for marketing purposes 	<ul style="list-style-type: none"> - Better understand the characteristics of well written contracts to ensure compliance -Evaluate information availability and delivery via a more effective information network (CCE as an information broker between source and user, see Smart et al. and Ullrich) -Understand and accept that a changing legal, regulatory environment is the nature of the industry right now, think critically regarding entrance, exit, size of enterprises 	<ul style="list-style-type: none"> -Please see columns 2 and 3 for responses to marketing and legal risks, expect these to contribute to a more favorable financial risk management environment -Identify optimal production practices [emphasis, genetics] for maximizing viability -A more effective information network -Adopt an effective, efficient, persistent approach to secure inputs [emphasis, meeting capital needs] -Establish a cooperatives approach



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Mike Hutjens, University of Illinois

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An Urgent Request from Dr. Richard Stup, Cornell Agricultural Workforce Development: Farm Employers Urged to Respond to Labor Management Survey

Many New York farm employers will receive a survey in the coming weeks in an envelope from our contractor, Michigan State University. This mailing is part of Cornell research about how changing labor markets and regulations are affecting the viability of farming in New York. The industry needs relevant and timely information from farms like yours to speak with authority about what is happening and find solutions for the future. We can't do this without you!

My colleagues and I have already produced a preliminary report based on the participation of farms in related research last year, see "[Effects of NY Overtime Laws on Agricultural Production Costs and Competitiveness](#)." The results from this study were used by policy makers, the press, and farm groups in the recent wage board hearings. We need your help to provide this type of work on a larger scale about farm labor management. This work is important because:

1. New York's agricultural industry needs this important data about how changing markets and regulations affect the industry and the people who work in it. This data can affect state policies and regulations directly, as evidenced by the current wage board process.
2. Cornell researchers and educators need this data to help improve human resource management and workforce development in New York. A well-trained workforce is key to a viable future for farming in our state.
3. New York's labor challenges are not going away any time soon. We need data and insights to respond more proactively to challenges this year, and the next, and the next.

If you receive this survey in the mail from Michigan State, it is urgent that you respond. Fill out the paper survey with your farm information and return it in the provided envelope. If you need help, our Cornell team is ready to support you to complete the survey. Contact Rachel McCarthy (rpl4@cornell.edu or (607) 255-7871) to schedule assistance. On behalf of the research team, thank you in advance for your participation in this study.

Rich Stup

Richard E. Stup, Ph.D.
Cornell Agricultural Workforce Development
College of Agriculture and Life Sciences and
The Charles H. Dyson School of Applied Economics and Management
Cornell University

Pricing for Profit: An Introduction to the Cornell Meat Price Calculator

Wednesday, March 16, 2022 | 6:30pm - 8:30pm

CCE Ontario - 480 N Main Street, Canandaigua, NY

Matt LeRoux, Extension Associate at Cornell University will introduce the new Cornell Meat Price & Yield Calculator, more comprehensive than the previous one. He has 20 years' experience serving farms through Cornell Cooperative Extension, non-profits, and consulting, working with produce and livestock farmers and food businesses. He developed the Marketing Channel Assessment Tool for produce growers and the Cornell Meat Price & Yield Calculator on MeatSuite.com.

Cost: \$10 per person or \$15 per farm/family

Pre-Registration is required by March 13, 2022 and payment can be made online or at the door. To register online visit our website <https://nwnyteam.cce.cornell.edu>

Questions? Contact Nancy Glazier at 585-315-7746 or email nig3@cornell.edu



Understanding and Mitigating Lameness Virtual Workshop

Virtual workshop via Zoom 10:00 am - 12:30 pm | March 22, 2022

Cornell Cooperative Extension and PRO-DAIRY are offering a virtual [Understanding and Mitigating Lameness workshop](https://cals.cornell.edu/understanding-and-mitigating-lameness) for anyone who works with dairy cattle. The workshop will cover how to identify lameness, what factors cause lameness, and practical strategies to avoid and mitigate lameness on your dairy.

TOPICS

10:00 am - 10:15 am

Economic impact of lameness: A brief overview of the impact lameness has on farm profitability due to milk loss, delayed conception, and costs related to extra handling, treatment, and early culling.

10:15 am - 11:00 am

Risk factors and best management practices: Improving lameness in your dairy herd needs a multi-faceted approach. Presenters will discuss herd management and facility factors that are known risk factors for lameness and strategies to reduce lameness on your farm.

11:00 am - 11:15 am

Foot baths: A brief discussion on the best practices for implementing and managing footbaths.

11:15 am - 12:30 PM

Effective lameness detection: Early detection of lameness combined with a routine foot-trimming program is critical

For More Information and To Register Visit: <https://cals.cornell.edu/understanding-and-mitigating-lameness>



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Cattle are Part of the Climate Solution by Margaret Quaassdorff

Net zero has been a topic that has been heating up in the dairy industry and in society overall. Both Dr. Frank Mitloehner and Dr. Sara Place made excellent presentations during our February 2022 two-day virtual conference “Net Zero for NY Dairy”, hosted by Cornell Cooperative Extension, PRO-DAIRY and Cornell CALS. Resources for NY dairy producers as well as speaker presentations are available for viewing: <https://cornell.box.com/v/NetZeroNYDairy>.

Dr. Mitloehner (Professor and Air Quality Extension Specialist, UC-Davis) presented on “Livestock and Climate” and gave the audience great insight into “rethinking methane”. To recap some of the key points of his presentation, methane (CH₄) is a greenhouse gas (GHG) emitted from various sources including fossil extraction, wetlands, manure lagoons, and ruminant animals. Traditionally when measuring methane’s impact on the climate, it is done so by comparing it to carbon dioxide (CO₂), the most abundant GHG in the atmosphere. The way that the two have been compared, using CO₂ equivalents does not reflect the way that they contribute to climate warming.

Current standards set by a metric called GWP₁₀₀ (global warming potential 100) in 1990, say that 1 molecule of CH₄ is equal to 28 molecules of CO₂ over 100 years. However, GWP₁₀₀ simply measures methane’s CO₂ equivalents and overlooks how methane behaves. Methane, as it turns out, lives in the atmosphere for approximately 12 years versus carbon dioxide’s 1000 years. This is why methane is considered to have much less warming power after it is emitted versus CO₂.

GWP* (GWP star) is a new metric out of the University of Oxford that assesses how an emission of a short-lived GHG affects temperature. It accounts for methane’s short lifespan, including its atmospheric removal. Moving forward, this should be the metric to replace GWP₁₀₀ which overestimates methane’s warming impact of constant herds by a factor of 4, and overlooks its ability to induce cooling when CH₄ emissions are reduced. As highlighted in the white paper, [Pathway to Climate Neutrality for U.S. Beef and Dairy Cattle Production](#), by Drs. Place and Mitloehner, “the U.S. cattle industries should set emissions reductions goals and targets on a basis of achieving net zero warming defined as 0 CO₂ warming

equivalent emissions, rather than net zero as defined by 0 CO₂ equivalent emissions.”

Methane from cattle is considered part of the biogenic carbon cycle. The carbon from CO₂ captured by plants during photosynthesis as carbohydrates, can be consumed as feed by the cow, and released as methane via eructation (burping) during rumination or in the manure. After 12 years in the atmosphere, that methane is again oxidized and broken down again to CO₂ that is pulled by

the plants, which the cow eats. This is a very different travel path than carbon coming from fossil fuels which are not part of this cycle. Dr. Mitloehner suggests that if we were to keep our herd size constant, the amount of methane produced and destroyed balance each other out, meaning no additional warming. This is because methane is considered a flow gas (emitted and destroyed) versus carbon dioxide, which is considered a stock gas continuously accumulating in the atmosphere. Furthermore, if we reduce methane from cattle with feed additives, digesters,

with soil health practices in our cropping systems it is possible to generate short-term cooling. Methane reduction of 25% has been accomplished in California via manure management changes. Though every mitigation strategy may not be feasible to every farm, the industry as a whole is looked to by the Paris Agreement to be partners in limiting global warming to less than 2 degrees Celsius (UNFCCC, 2021). Details, definitions, and more information can be found on the White Paper: *Pathway to Climate Neutrality for U.S. Beef and Dairy Cattle Production* as well as on the CLEAR Center website: <https://clear.ucdavis.edu/news/climate-neutrality>

From Dr. Place’s presentation she reiterates that climate neutrality for dairy cattle production nationwide is likely possible and technically feasible. Both scientists agree it will require new innovations and making sure that the sustainability of our farms, including economic viability, is a focus. Both beef and dairy cattle produce a critical source of nutrition for people. In addition, in striving for net zero warming, their contribution to sustainability as ruminants that optimize land use, upcycle human by-products, and produce natural fertilizer, as well as generate infrastructure that supports communities is not to be taken lightly.

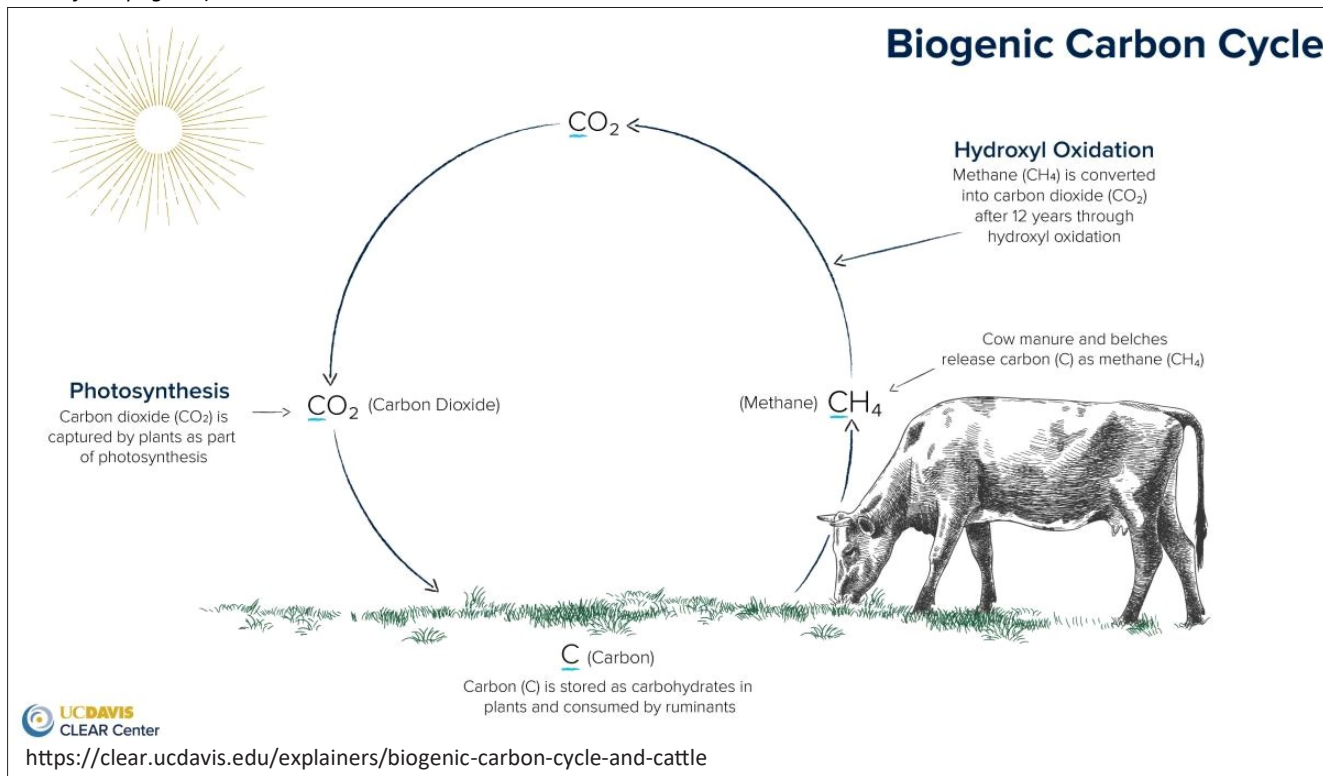
(Continued on page 14)

Net zero warming has been described by Cain et al. (2019) as net zero (emissions plus removals) CO₂ warming equivalent emissions as calculated using GWP* for short-lived climate pollutants such as CH₄. It implies activities from an entity would not lead to additional warming, and could be defined by reaching and maintaining net zero CO₂ warming equivalent emissions.



Cattle Are Part of the Climate Solution

(Continued from page 13)



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Transition Cow Tuesday Luncheon

PRESENTED BY AXIOTA ANIMAL HEALTH

Tuesday, March 8, 2022

12:00 – 2:00 PM

BW's Restaurant

11070 Perry Rd. | Pavilion, NY 14525

RSVP for food count no later than February 28 to Stacey Peterson, Axiota Northeast Territory Manager. 570-881-6015 | stacey@axiota.com

Door prizes and lunch provided

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Dr. Sarah Stocks

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<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 Crane w/4-Outriggers; 36" Bunk; 18" Steel Deck; 20K Front; 40K R/A; Steerable Lift Axle; 21" WB; 105,127 Miles; Sk. # 6241 - \$71,900</p>	<p>20K/46K Rears</p>  <p>2012 MACK GU813; Mack MP7 395 HP; 13-Spd.; Double Frame Flatbed w/Hab 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. # 6358 - \$41,900</p>	<p>Clean Water Truck</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 - \$5,578 Miles; Sk. # 6354 - \$58,800</p>	<p>20K/46K Rears</p>  <p>475 HP</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>45K 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; 45K 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; 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>Dozens of Mack Dumps!!</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>24 ft. Flatbed</p>  <p>Heavy Spec</p> <p>2005 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; 44K 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 & Knuckleboom Can Be Removed; 278,458 Miles; Sk. # 6308 - \$48,900</p>
<p>5x6 Flatbed</p>  <p>Low Miles</p> <p>2005 PETERBILT 357 6x6; Clean Double Frame 34" Flatbed Truck; CAT 350 HP; 8LL Trans.; 23K F/A; 48K Full Locking Rears; 425/62.5 Tire; Hendrickson Halmas Susp.; 5.65 Ratio; 28" WB; 21" CT; 31" Frame Behind Cab; WB Separate Bed from Chassis; 104,181 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" WB x 98" Steel Deck; 5.29 Ratio; 244" 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>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; Sk. # 5831 - \$43,500</p>	<p>22 ft. Frame</p>  <p>Allison Auto. Dump</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>Heavy Spec Dump Truck</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>Attn. Farmers!! Feed Mixer</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; 45,400# R/A; Camelback Susp.; 254" WB; 198" CT; 24" Frame; 79,280 Miles; Sk. # 6363 - \$104,900</p>	<p>2010 Western Star 4900RA</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 & Pump; 24.5" WB; 14,700# Front Axle; 44K Full Locking Rears on AirTrac 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>485 HP</p>  <p>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; Sk. # 6393 - \$47,250</p>
<p>Kuhn Feed Mixer</p>  <p>2012 KENWORTH T400 FEED MIXER; 330 HP Pacor P38; Allison Auto. Trans.; Clean Double Frame Feed Mixer Truck w/Kuhn 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>Tri-Drive Crane</p>  <p>Tandem Axle</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>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; 252" WB; 21" Frame Behind Cab; 150" CT; 4.39 Ratio; Halmas Susp.; 118,700 Miles; Sk. # 6075 - \$29,900</p>	<p>6x6 Crane</p>  <p>Cummins N14</p> <p>2001 INTERNATIONAL 6600 6x6 CRANE; 435 HP Cummins N14; 10-Spd. Manual; Double Frame; Pritan Hydro-Lift HL1580 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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March 2022

2022 NYS Certified Pesticide Applicator License Pre-Exam Training - March 8 & 15, 2022 from 8:30am - 12:30pm at CCE Orleans. This pre-exam is only for those with pesticide application experience. **Register by March 1** to ensure the manuals are available for the training. Cost: \$50 plus the cost of manual(s). Exam to be held March 22, 2022, cost for the exam \$100. To learn more or to register visit: <https://tinyurl.com/Pre-Exam22>

Northeast Dairy Management Conference - March 9-10, 2022 | Syracuse/Liverpool, NY. Presented by Cornell CALS PRO-DAIRY and Northeast Dairy Producers Association (NEDPA), the Northeast Dairy Management Conference is designed for all progressive dairy farmers and industry professionals in the Northeast, to interact and relate to the latest thinking and issues in the dairy industry. For more information and to register visit: <https://tinyurl.com/NEDMC>

Pricing for Profit - An Introduction to the Cornell Meat Price Calculator - March 16, 2022 from 6:30pm - 8:30pm at CCE Ontario. Matt LeRoux, Extension Associate at Cornell University will introduce the new Cornell Meat Price & Yield Calculator, more comprehensive than the previous one. Cost: \$10 per person or \$15 per farm/family. See page 11 for details or visit: <https://nwnyteam.cce.cornell.edu/events.php>

Understanding and Mitigating Lameness - March 22, 2022 from 10:00am - 12:30pm via Zoom. This virtual workshop is for anyone who works with dairy cattle. This program will cover how to identify lameness, what factors cause lameness, and practical strategies to avoid and mitigate lameness on your dairy. See page 12 for details.

Dairy Manager Discussion Group - Lean and its Application to Dairy - March 31, 2022 from Noon - 1:30pm via Zoom. Join Mary Kate MacKenzie, SCNY Dairy Team and Rich Stup, Cornell Ag Workforce Development to go over the basics of LEAN principles. To learn more or to register visit: <https://tinyurl.com/LEAN-Dairy>

April 2022

Herd Health and Nutrition Conference - April 4-5, 2022 at the Doubletree by Hilton, East Syracuse, NY. Presented by PRO-DAIRY and Northeast Agribusiness and Feed Alliance, the Herd Health and Nutrition Conference is a two-day event for agriservice personnel, feed industry representatives, veterinarians, and dairy producers, featuring educational topics related to current herd health and nutrition management techniques. To learn more or to register visit: <https://tinyurl.com/2022-Herd-Health>

Introduction to Pasture Management - April 13, 2022 from 6:30pm - 8:00pm at CCE Niagara Training Center, 4487 Lake Ave, Lockport, NY. Cost: \$10 per person. For details contact Nancy Glazier at 585-315-7746 or nig3@cornell.edu

Forage and Pasture Management Workshop for Livestock Farmers - April 23, 2022 from 10:00am - 3:30pm at Pioneer Central School, County Line Rd, Yorkshire, NY. Cost: \$40 per person. For details and to register visit our website: <https://nwnyteam.cce.cornell.edu/events.php>

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