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

AG FOCUS

Prepare Now for the Loss of Over-the-Counter Antimicrobials

by Nancy Glazier

By June 11, 2023, all over-the-counter, medically important, antimicrobial products will require a prescription from your veterinarian in order to purchase. There are still some unknowns about this transition, but now is a time to assess what that means for your farm.

This has been a phased process. In 2012 the Food and Drug Administration (FDA) released the guidance, The Judicious Use of Medically Important Antimicrobial Drugs in Food-Producing Animals (#209). Implementation began in 2016 with Guidance for the Industry #213, the Veterinary Feed Directive (VFD). The directive mandated the requirement of a prescription for fed antimicrobials, whether in water or feed. Each prescription is for a specific length of time and group of livestock.

The need for the guidances and directives is to protect medically important microbials from the more rapid development of resistance. The loss of efficacy can occur with any drug, but care needs to be taken so we do not lose those products that are medically important for human health. With the elimination of OTC microbials for livestock use, veterinary diagnosis is needed prior to treatment to ensure these products are used judiciously.

The newest guidance, #263 was published June 2021. It recommends sponsors of medically important antimicrobials to voluntarily change product labels. The label addition is, “Caution: Federal law restricts this drug to use by or on the order of a licensed veterinarian.” Previous changes have been implemented voluntarily, so that is the process this time as well. Some of the products include oxytetracyclines, penicillins, sulfa-based antibiotics, tylosin, cephaparin, lincomycin, and gentamicin.

To obtain a prescription, a valid client patient relationship (VCPR) will be needed. This is a working relationship with a veterinarian or practice. The veterinarian will be familiar with you and your farm, and diagnose and prescribe treatment. The product can be purchased through the vet or a distributor. Those with a VCPR in place will see little change.

Though Guidance #263 was aimed at industry, you can take steps to prepare. What were you using OTC antimicrobials for? Are there ways to reduce sickness? Proper nutrition and reducing stress can help. Are there vaccinations to prevent versus treat, such as for pinkeye or footrot?

If you don’t work with a vet, now is a good time to start. Critical components of the VCPR include a written agreement, knowledge of the operation and animals, written treatment protocols, maintenance of treatment records, and provide drugs for specific time frames and use. The vet will also be available if there are adverse reactions or follow up is needed. A valid VCPR has been a topic of quality assurance programs for many years.

This is not the time or reason to stockpile OTC antimicrobial products. They have expiration dates and proper disposal is needed when they expire.

Let me know if you have questions or want more information or talk to your veterinarian.

It is critical to work with your veterinarian for proper diagnosis and treatment of livestock.

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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!

The blog will feature **Crop Alerts, Dairy Alerts, Bilingual (Spanish) Resources, Upcoming Events** and more from our team members. You can visit the blog at: 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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Inside This Issue

Annual Farm Business Summary and Analysis Season is Right Around the Corner by John Hanchar

Summary

- Sound financial planning and control are keys to successfully managing a farm business, including risks and uncertainties faced by the business.
- The next few months present good opportunities to evaluate your business' financial management practices.
- The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business' financial management practices.

Background

Winter months present farm business owners with opportunities to undertake planning efforts for the purpose of improving results. Research suggests that financial management practices, including annual farm business summary and analysis, key components of planning and control functions, better position a business for success.

Characteristics of Effective Farm Financial Management

Effective farm financial management emphasizes sound financial planning and control.

Financial planning is using financial information to answer the following questions.

1. "Where is the business now?" Include, "How is the farm business positioned to handle financial adversity, risks, uncertainties?"
2. "Where do you want it to be?"
3. "How will you get the business to where you want it to be?"

Financial planning practices include

- generating financial statements (balance sheet, cash flow statement, and income statement)
- using results to identify strengths and weaknesses, including identifying strategies to mitigate financial, and others risks
- developing projections, including those associated with proposed changes to the farm business

Financial control involves measuring financial condition and performance over time to determine whether or not the business is achieving desired results. If not, then ask, "Why not?" to identify and implement needed changes.

As the end of the year draws near, the next few months present good opportunities to examine your business' financial management practices. As a farm business owner, you have financial objectives and goals. These direct your efforts. Do you measure the financial condition of your farm business using the balance sheet? Do you measure financial performance using the cash flow statement and income statement? If you don't measure financial condition and performance, then achieving desired financial results is less likely.

The statement "If you can't, or don't measure it, then you can't manage it" with its emphasis on measuring outcomes underlies the value and need for sound financial management.

Cornell University's Dairy Farm Business Summary (DFBS) Program

- Objectives of the DFBS Program include: provide producers with opportunities to analyze the business' production and financial situation, set future goals, and make sound financial decisions; help managers to better understand the business' ability to handle risks and uncertainties.
- The DFBS also allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency, as well as analyses of the cropping and dairy aspects the business.

The DFBS program is a preferred financial management tool for summary and analysis for dairy farm businesses of all kinds.

Financial Statements for Agriculture (FISA) Program

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to achieve an objective similar to the one above for the DFBS Program.
- In practice, FISA's ability to provide peer to peer comparisons is limited.
- The summary and analysis for each farm includes

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Annual Farm Business Summary & Analysis Season is Right Around the Corner

(Continued from page 5)

profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

Farm Business Summary and Analysis with the NWNY Dairy, Livestock, and Field Crops Program

If you are interested in improving your business' ability to practice sound financial management, then please contact us to learn more about some of the tools available and their value and/or to discuss plans for completing a farm business summary and analysis for 2022. Owners of all types of farm businesses are encouraged to contact us. The NWNY Dairy, Livestock, and Field Crops Program has the capacity, using the above tools, to develop valuable farm business summary and analysis. The NWNY team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.

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The *Overtimes* They are A-Changin'. by Kaitlyn Lutz

Times haven't stopped changing since Bob Dylan wrote those lyrics in 1964. All of us in the NY ag community feel as if this has been a long time coming. The lengthy process whereby the state of New York proposed a decrease to the overtime threshold for agricultural workers began in 2019 with the Fair Laborers Fair Labor Practices Act (FLFLPA). After nearly three years and 14 public meetings and hearings of the wage board, the process concluded on September 30th, 2022. The efforts by many of you and your employees to voice your opinions about the effect of these changes was truly impressive.

Where does the law stand? Commissioner of Labor, Roberta Reardon, ordered the acceptance of the Fair Laborers Wage Board report, which then moved to the NY State Department of Labor to write into state regulation.

When does the overtime threshold reduce?

Each drop in overtime threshold takes place on January 1st, with the first reduction taking place in 2024. So, until January 1st, 2024, there will be no change to the overtime threshold. This will allow farm employers some time to plan for implementing any needed changes to personnel and scheduling.

Who qualifies for overtime pay?

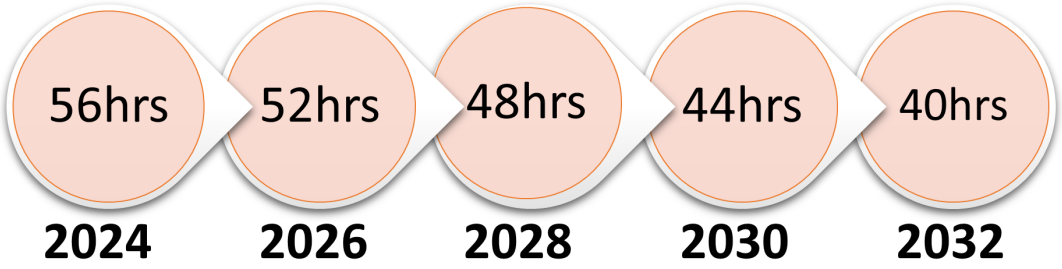
Employers are required to pay 1.5 times base hourly pay to certain groups of employees for the hours worked above the overtime threshold. This applies to employees who qualify as "farm laborers". Some groups of employees that might be exempt include some family employees and employees who have executive, professional or administrative status. For more information on this topic, view this presentation from Dr. Richard Stup.

What does the tax credit involve?

NY state passed a tax credit to cover the overtime paid by agricultural employees up to 60 hours. Currently the credit is active, but it will only apply starting in 2024 when the overtime threshold drops to 56 hours. At that point, you will be able to apply for credit for the premium paid on the overtime hours worked. For example, if an employee works 60 hours and the threshold is 56, you can be reimbursed for those 4 hours. If they are paid $15/hour base, overtime at 1.5x is $22.50, and the difference of $7.50/hr is eligible for reimbursement. No reimbursements will be made over 60 hours per week. Also, this credit is not dependent on farm income or tax liability. If the farm owes no tax in a given year, it is still eligible for reimbursement. To learn more about the specifics of the tax credit, see this article in the Ag Workforce Journal. (https://agworkforce.cals.cornell.edu/2022/10/03/new-york-farm-laborer-overtime-threshold-to-decline/)

Where do other states stand?

We are not the first state to implement regulations on overtime for agricultural workers. Other states include Colorado, California, Washington, Minnesota, and Hawaii. Each state has taken a different approach to how the regulations are phased in or the thresholds implemented.



Reading the Bunk: What cows can tell us about their eating habits and preferences. by Margaret Quaassdorff

A dairy farm Feeder is a highly skilled job that requires training. Daily, a Feeder is expected to handle efficiently and accurately one of the most highly valued assets on the farm, *the feed ingredients*. What a Feeder does can affect the health of the cows and farm profitability. Having their eyes on the cows and bunks each day, an excellent Feeder not only can mix a consistent accurate ration in a safe and timely manner, but they can also recognize signals as to when a ration needs to be re-evaluated or adjusted. At our recent dairy Feeder Schools, farm Feeder participants were encouraged to take a look at the feed bunk and share their observations.

Feeders noted that cows like to eat at the ends of the barn, and more feed is typically consumed at the ends. If we know that cows are eating more towards the ends, it is important to redistribute the feed along the length of the feedbunks during push-ups, rather than just simply pushing it back closer to the curb. Feeders noticed in some cases that holes were dug deep in the feed and cows were pushing the feed around. We confirmed that this typically indicates sorting behavior. For a Feeder, this may mean talking to the nutritionist about adjust mixing times or the order of ingredients added to the mixer.

When Feeders are aware that headlocks or eating space is highly overstocked with the number of cows in a pen, they may make a few different management decisions to ensure that fresh feed is provided in a consistent manner for each cow in the pen. They will keep track that they are dropping enough feed for the whole pen, and will also follow that up with frequent push-ups within the first several hours. If it is convenient, a Feeder may also consider dropping two separate loads throughout the day. If refusals seem to be mostly long particles and cobs, it may be worth talking with the farm team about feeding more to ensure that more timid cows (who may eat last) also get a chance to eat a complete diet.

Let's do an exercise. Take a moment to review the photo in this article. This photo was taken of high production cows in the afternoon where feed was dropped in the morning. You can immediately notice the cows eating in the foreground. You might also notice that the feed needs to be pushed-up in front of those cows. You will see the cows are eating at a rail, and that there are headlocks adjoining the rail. I will tell you that there is no gate within dividing the pen at the threshold of headlocks and rail. You can see that cows had eaten some of the feed in front of the headlocks, but they prefer to eat on the rail. Further investigation would note that small and timid cows are the few who are at the headlocks and milling around behind. Plenty of cows were laying down in the stalls behind the headlocks indicating the environment/ventilation was probably adequate and comfortable in that area.

Typically, cows like to eat on the ends of the barn with different theories as to why that is; some being that better ventilation and the feeling of open space in these locations is favorable. But in this photo, they still prefer the middle of the barn on the rail to the end of the barn in the headlocks. From outside the pen, you can see that there are 5 headlocks in the same amount of space where 4 cows are eating at the rail. So, is it a preference of rail versus headlocks or simply that the space only allows for 4 cows to eat comfortably versus 5? It's hard to tell, but boss cows typically indicate their preference by choosing to be somewhere. Judging by the amount of feed that is gone from in front of the headlocks, I would guess all the cows are up eating at every available space in the morning when fresh feed is dropped. As the day goes on, and more space becomes available at the rail, cows clearly prefer to eat on the rail.

How might we change our management strategy to accommodate the cows' preferences? In this case, as the Feeder, I would feed heavier in front of the rails and make sure feed is pushed up shortly after feed out and periodically throughout the day. Combine that with redistribution of feed throughout the day to areas along the feedbunk where more feed is being consumed. There is research that shows that headlocks reduce the number of displacements (one cow removing another from a location in order to take her place) at the feedbunk versus rails. They tend to provide more protection from a boss cow "sweeping the rail". However, in this case, if the headlocks weren't absolutely necessary for catching cows, I would recommend taking them out and using a different method to sort specific cows to catch in a designated management area.

By noticing cows' eating patterns and preferences, a Feeder can adjust their management practices to promote more accuracy and consistency in the ration each cow consumes.
Photo by M. Quaassdorff / CCE NWNY Team

NWNY Dairy Day 2022

The Future of Your Dairy's Youngstock

December 6, 2022 from 9:30am to 1:30pm

Terry Hills Restaurant & Banquet Facility - 5122 Clinton Street Road, Batavia, NY

The practice of crossing a portion of a dairy herd with beef sires is becoming increasingly popular. Come learn from both industry and farmer peers about their Beef x Dairy breeding, raising, and marketing strategies, as well as how to maximize the genetic potential of your dairy herd to enhance profitability and sustainability of your farm.

Agenda:

9:30am	**Registration and Morning Refreshments**
10:00am - 10:10am	**Intro and Welcome** *Margaret Quaassdorff, CCE NWNY*
10:10am - 10:55am	**Beef x Dairy Industry Overview and Trends** *Claire Mulligan, ABS*
10:55am - 11:10am	**Break / Visit Sponsors**
11:10am - 11:45am	**Replacement Economics** *Anna Richards, 2020 Consulting*
11:45am - 12:00pm	**NYS Beef x Dairy White Paper Update** *Margaret Quaassdorff, CCE NWNY Team*
12:00pm - 12:45pm	**Lunch / Visit Sponsors -** *Sponsor TBA*
12:45pm - 1:20pm	**Replacement/Beef x Dairy Management Panel** (3) NWNY Dairy Producers
1:20pm - 1:30pm	**Wrap-up and Adjourn**

Registration Fee: *$40 per person*

Register Online: https://nwnyteam.cce.cornell.edu/event.php?id=1916

For more information or to become a sponsor, contact:

Margaret Quaassdorff; maq27@cornell.edu or 585-405-2567

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

A partnership between Cornell University and CCE Associations in these nine counties: Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne and Wyoming.

The Importance of a Thorough Combine Clean Up by Mike Stanyard

It has been a crazy warm Fall. I can't remember so many 70-degree days in October and November! Many farms were able to take advantage of this great weather and finish up harvest early without even making a track in the field. Corn and soybean yields were not as good as last year but respectable for the dry weather it endured. I heard the phrase "better than expected" from many growers I spoke with.

So now that harvest is hopefully done and the grain bins are full, time to put the combine to bed for the winter. If you read through some of the on-line feeds on this topic, the amount of time dedicated to end-of-season clean out varies by color of machinery and ranges from one hour to days. Everyone has a different opinion, but all agree that it is important to keep their machinery in top running condition and prevent rodents from calling your combine home for the winter. Weed seed management through proper clean-out methods is also a crucial piece of man-aging herbicide resistant species.

The tools necessary include an air compressor, leaf blow-er, shop vac, screwdriver, pocketknife and a brush. For a complete clean-out you are looking to clean all dust, soil, grain, and plant debris from the header to the rear axle. I could never cover all the proper steps here but there is a great resource from the North Central Agriculture and Natural Resources Academy, https://www.ag.ndsu.edu/palmeramaranth/documents/end-of-season-combine-clean-out-fact-sheet.pdf. It goes through 11 main steps with lots of sub-steps with pictures. They also have a good demonstration video on YouTube, https://youtu.be/nDMq1UanSkE.

This is a great time to look at wear and tear and see what potential parts could fail next year. I can't tell you how many stories I heard this fall about not being able to get replacement parts from local dealers. Many farms drove overnight to states like Ohio, Illinois and North Carolina to secure parts. Many were told "we can get you one …for next year". If that's the case, time to start ordering those back up parts for 2023. It might take that long! I even heard some farms who bought a new combine and kept their old one just in case they needed a backup. I'm sure there were lots of opportunities for neighboring farms to help each other out and even some custom harvesting opportunities for others.

NWNY has been increasingly dealing with outbreaks of herbicide resistant weeds such as marestail, waterhemp and even a few cases of Palmer amaranth. Unfortunately, many of our first infestations could have come from a combine brought in from outside of NY. Now that they are established on your farm, you have the potential to spread it around to all your fields. A huge piece of weed seed management comes with cleaning out the combine particularly right after you find an infestation. This could be the first and last opportunity you have to keep that weed from spreading to every field you combine going forward. Any new machinery brought in from outside NY should be deep cleaned to make sure all foreign debris is eliminated. Do not assume that it has been deep cleaned! Any small amount of soil could not only carry potential herbicide resistant weed seeds but also soybean cyst nematodes and white mold sclerotia.

I know of an instance that a farm collected a five-gallon bucket of soil when they removed the planter boxes off a planter brought in from (where? Ask Eric Lyon) Kansas. Mike Hunter, my counterpart in Northern NY, recently worked with a grower who bought a combine from Illi-nois. They used screwdrivers, brushes, and a shop vac to clean it out. He sifted the weed seeds out of all dirt and debris, and they all were waterhemp. The seeds were grown in the greenhouse, sprayed with six different clas-ses of herbicides and found to be resistant to four of them. The University of Wisconsin has an excellent video "Combine Cleaning to Prevent Spreading Weed Seeds" found at https://www.youtube.com/watch?v=kHON9cnCIdo.

Photo by M. Stanyard / CCE NWNY Team

Operations Managers Conference

Presented by PRO-DAIRY and NEDPA

January 31 – February 1, 2023
Doubletree by Hilton, East Syracuse, NY

Operations management on dairy farms is integral to success of the farm business. Presented by Cornell CALS PRO-DAIRY and the Northeast Dairy Producers Association, Operations Managers Conference provides an opportunity for the people responsible for day to day activities on dairy farms to increase their management and operations skills.

Full 2-Day Agenda with Breakout Session is available to view online:

https://tinyurl.com/2023-Operations-Manager-Conf

Registration is Now Open: https://cals.cornell.edu/pro-dairy/events-programs

Register by January 9th to avoid the $25 late fee.

Sponsorship Opportunities are Available!

Questions? Contact Heather Darrow, Conference Coordinator at: hh96@cornell.edu or call 607-255-4478

Presented by:

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Accurate Field Boundary Maps by Jodi Letham

When we discuss farming, it is important to recognize that farmers frequently experience a lack of time. When attempting to handle all farm tasks in a timely manner to assure the best possible outcome, there is little time left for updating field boundary maps and/or records. You might be asking yourself why is this so important?

You value your time, right? Well, so do your farm advisors, consultants, extension specialists, farm employees and applicators. Having accurate and up-to-date cropland field boundary maps assist these individuals in maximizing their time and resources. Inaccurate maps can make it difficult to determine a field's overall acreage and present problems for field management. For instance, an inaccurate field boundary may cause your sprayer to shut off 20 rows from the actual field edge, requiring you to revert to manual shutoff. This negates the purpose of auto-swath and field programming. Inaccurate field boundaries also cause problems with fertilizer estimations and spreading it as prescribed. The same issues will arise with seeding estimations and variable rate planting. When making land estimates or year-end reports, being off by one, two or three acres may not seem like a big deal, but multiply those few acres by the number of fields with faulty boundaries and the number of years that pass without their correction. That will make your records a complete and utter mess. These field boundary issues are costly.

Field boundary maps are useful in the planning and execution of field management operations. They aid in the effective and exact application of manure and fertilizer, as well as the implementation of integrated pest management (IPM) at the field or subfield level. Field boundary maps, which serve as the main planning and trend identification unit, can increase the productivity of agricultural workers while also maximizing yield and lowering operating costs. Technology advancements have made it considerably easier to build and update maps, enabling more precise field mapping and field identification.

New Agronomy Fact Sheet #121: Field Boundary Maps reviews important things to consider when creating and updating field boundary maps:

1. Various tools can be used including equipment mounted GPS units, cloud-based services, and other mapping software. Independent of software used, boundary maps should have consistent field names.
2. Keep names of fields simple and short. Numerical names (e.g., 626) are best as they reduce the risk of mistakes when entering field names in displays.
3. Check that fields on the maps have accurate acre coverage (which ensures documentation and calculations are correct).
4. If field boundaries must change, keep names consistent and update the map with each change.

The digital format of these files allows for easy incorporation into a variety of different mapping software applications. This, in turn, makes it possible to add additional map layers (such as variable rate applications, electronic conductivity mapping, planting, and remote sensing imaging) so that management can be carried out in a more effective manner. Consequently, while you are indoors this winter, investigate these numerous tools and update your field boundary maps. Oh, and remember to distribute the updated files with your consultants and applicators!

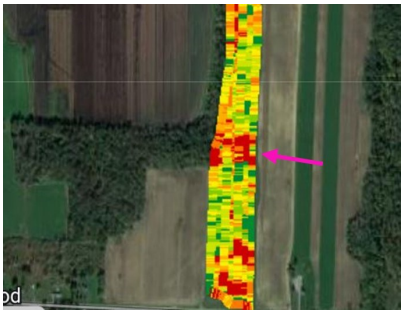
Additional resources:

Cornell Nutrient Management Spear Program Agronomy Fact Sheets:

#25: Whole Farm Nutrient Mass Balance; #107: How and Why to Clean Corn Yield Monitor Data; #108: In-Field Zone Management of Field Crops; and #85: Feasible Whole Farm Nutrient Mass Balances: http://nmsp.cals.cornell.edu/guidelines/factsheets.html.

Updated field boundary.

Field boundary reflects removal of wood line across field 208B to create one whole field.



You can then add other information to find drivers of yield and variability i.e. knowing that there use d to be a wood line across this field and spotting poor yield in red.

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2009 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; Stk. # 6353 - $59,900

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

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

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

2012 MACK GU813; Mack MP7 395 HP; 13-Spd.; Double Frame Flatbed w/Hab 2888P Hi Pro Knuckleboom Crane w/Remote; 24' Steel Deck; 20K Front Axle; 44K Rears on Camelback Susp.; 20K Rear Mounted Lift Axle; 246" WB; Crane Can Be Removed; 28' Frame Behind Cab; 200" CT; 387,637 Miles; Stk. # 6388 - CALL

2011 KENWORTH T800 WATER TANKER TRUCK; Cummins 425 HP; w/9,226 Gallon Advance Steel Tank and Pump; 250" WB; 16K Front Axle; 46K Full Locking Rears on Hendrickson Air Ride; 4.30 Ratio; We Will Separate the Tank from the Chassis; 21' Frame Behind Cab; 172" CT; 48,978 Miles; Stk. # 6354 - $58,900

2007 PETERBILT 357; 475 HP CAT C15; 18-Spd Manual; Clean Daycab w/Tulsa Winch; 20K F/A; 46K Full Locking Rears; Chalmers Susp.; 224" WB; 496,503 Miles; Stk. #6241 - $39,900

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

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

1999 MACK RD688S DUMP TRUCK; 400 HP Mack E7; Engine Brake; 8LL Trans.; Rubber Block Susp.; Tri-Axle; 19' Steel Body; 20,000# F/A; 46,000# R/A; 22.5 Tires; 248" WB; Spoke Wheels; EXPORT PRICED!!!!; 777,148 Miles; Stk. #5902 - $19,500

2009 KENWORTH T800 FLATBED; CAT 335 HP; 10-Spd. Manual; Clean Double Frame Flatbed Truck w/Palfinger PK11001 Rear Mounted Knuckleboom; 42" Forks; 20K Front Axle; 44K Full Locking Rears on Neway Air Ride; 23' x 96" Aluminum Deck; 4.63 Ratio; 270" WB; 192" CT and 28' Frame Behind Cab; Flatbed & Knuckleboom Can Be Removed; 278,458 Miles; Stk. # 6308 - $48,900

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

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

2005 PETERBILT 357 CAB & CHASSIS; Cummins 370 HP; Engine Brakes; 8LL Manual Trans.; Quad-Axle w/Double Frame; 18K F/A; 44K Full Locking Rears; (2) 11K Steerable Lift Axles; Air Trac Susp.; 22' Frame Behind Cab; 212" CT; 302,500 Miles; Stk. #6331 - $43,500

2008 PETERBILT 367; Cummins ISX 485HP; Allison Auto. Trans.; Clean Single Frame Dump Truck w/15' Steel Body w/3' Sides and 1' Sideboards; Tarp; 14,300# F/A; 46K Locking Rears on Air Trac Susp.; 204" WB; Plumbed for Pup Trailer; Engine Had Complete Rebuild (Paperwork Included); 383,992 Miles; Stk. #6264 - $62,900

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

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

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

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

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

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

2004 KENWORTH W900; 335 HP CAT C10 Engine; 8LL Trans.; Cab & Chassis; 20K F/A; 46K Full Locking Rears; 252" WB; 21' Frame Behind Cab; 150" CT; 4.89 Ratio; Haulmaax Susp.; 118,703 Miles; Stk. #6075 - $29,900

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

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

2023 Corn Congress - January 5 & 6, 2023

January 5th (Batavia Quality Inn & Suites) and January 6th (Waterloo Quality Inn)

8:30am – 9:50am	Registration, sign-up for DEC & CCA Credits, Visit Vendors
9:55am	Opening Introductions and Announcements: Mike Stanyard
10:00am – 10:30am	***A Review of Corn Diseases in 2022*** Gary Bergstrom, Plant Pathologist, Cornell University
10:30am – 11:00am	***Biochar for Field Crop Production*** Kathleen Draper, Ithaka Institute for Carbon Intelligence
11:00am – 11:30am	***Predicting and Managing the Seedcorn Maggot in Upstate NY*** Anna DiPaola, PhD Candidate, Entomology, Cornell University
11:30am – 12:00pm	***Weed Control: Herbicide Performance Results and Atrazine Updates*** Lynn Sosnoskie, Weed Scientist, Cornell University
12:00pm – 1:25pm	LUNCH and VISIT VENDORS
1:30 pm – 2:00pm	***Biologicals in Corn: Are They the Silver Bullet?*** Allen Wilder, Forage Agronomist, Miner Institute
2:00 pm – 2:30pm	***Supporting On-Farm Experimentation with Digital Agronomy*** Louis Longchamps, Digital Agronomist, Cornell University
2:30pm – 3:15pm	***Management Tactics for Key Below Ground Insects Attacking Corn*** Elson Shields, Retired Cornell Entomologist

We hope you can join us for this in-person event. Cost: $60 per person, includes lunch

Registration Information is available on the NWNY Team Website: https://nwnyteam.cce.cornell.edu/

DEC Recertification Points & Certified Crop Adviser Credits Available

Please Provide Your Applicator ID Number at Registration and Sign-in

2.25 DEC credits for categories 1A, 21 and 10 | 0.5 credits for category 4

SAVE THE DATE!

2023 Soybean and Small Grains Congress

February 15 & 16, 2023

Held in Batavia and Waterloo

For more information visit:

https://nwnyteam.cce.cornell.edu/

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>> **UPCOMING EVENTS** <<

December 2022

Dairy Day - December 6, 2022 from 9:30am - 1:30pm at Terry Hills Golf Course and Banquet Facility. The NWNY Team will be bringing the latest in dairy research to you with this one day in-person event. See page 10 for details.

January 2023

Save the Date: Corn Congress - January 5, 2023 at the Quality Inn & Suites, Batavia, NY. See page 15 for details.

Save the Date: Corn Congress - January 6, 2023 at the Quality Inn, Waterloo, NY. See page 15 for details.

Technology Tuesdays - Every Tuesday from January 10 - February 21, 2023. CCE Regional Teams and Pro-Dairy will host a series of webinars relating to technology adoption and utilization in the dairy industry. More information coming soon!

February 2023

Save the Date: Soybean & Small Grains Congress - February 15, 2023 at the Quality Inn & Suites, Batavia, NY. More Details Coming Soon.

Save the Date: Soybean & Small Grains Congress - February 16, 2023 at the Quality Inn, Waterloo, NY. More Details Coming Soon.