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

AG FOCUS

Calf Weaning Tips

Nancy Glazier

It is early September when I'm writing this, and the sounds of calf weaning are already in the air! Some farms wean by the calendar, some wean when they have the time. It can take up to 10-14 days to fully accomplish weaning. It is a practice that needs to be artificially accomplished, usually at 5-7 months, to ensure a calf crop for next year. Signs of stress include bawling and excessive walking or pacing. Abrupt weaning can lead to stressed calves which puts them at greater risk for respiratory illness.

Every farm has their own techniques for weaning, with some commonalities. Preconditioning is important for calf health and may bring a premium, depending on your market. Work with your veterinarian to choose an appropriate vaccination program. From a Beef Quality Assurance perspective castration and dehorning should be completed as early in life as possible, well before weaning.

Acclimate calves to their post weaning environment prior to weaning. This includes a new pasture or dry lot. It is easier on the calves for them to stay where they were instead of moving them to a new location and will begin to feed and drink sooner if they already know the layout.

Keep the cows and calves within hearing. A Penn State study showed when cows and calves are within hearing, calves form bonds with other calves more quickly, with fewer signs of stress in 3 days. If cows are moved out of hearing range, it took an average 6 days for the calves to calm down.

A similar practice is fenceline weaning. A secure fence separates cows and calves where they may have nose to nose contact. They hear and see each

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This Issue

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Calf Weaning Tips Cont.

other but calves cannot nurse. In both these scenarios pasture needs to be high quality and plentiful.

A technique with mixed results is two-step weaning. Nose flaps or tags are inserted in calves 4 to 7 days prior to separating the pairs. Nose flaps are then removed. Care is needed to properly insert the flaps, so no sores develop in the calves' noses.

A new practice I read about that is intriguing is intermittent separation. Calves are removed for 24 hours at 13 days, then 6 days prior to weaning. This exposes the calves to small doses of weaning for periods.

Another factor to consider is transport. Oftentimes calves are shipped to the auction market or another farm soon after weaning. Calves are less likely to become sick if they are kept on the home farm for an extended period of 28 days.

Human interaction is an interesting concept to ponder. Dairy calves seem more content after weaning when they have additional contact time other than feeding time. Early weaned calves need to be monitored for health reasons and maybe that interaction is helpful, as long as they are not stressed from the contact. Maybe engage and release? The term used in Australia is yard-weaning.

These are just a few things to consider and think about. As always, what works for one farm may not be successful on another farm. Contact me if you have any questions or concerns.

Cornell Cooperative Extension

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Small, But Mighty – Cornell Cooperative Extension Shines at National Conference

By Katelyn Walley-Stoll and Margaret Quaassdorff

In August, a small group of Cornell Cooperative Extension specialists and educators traveled to Des Moines, Iowa to attend the National Association of County Agricultural Agents 2023 Annual Meeting and Professional Improvement Conference. While there, they were able to network with other extension professionals from across the country, attend educational seminars and trainings, tour farms and agribusinesses, and celebrate their accomplishments.

In attendance from NYS were Margaret Quaassdorff, Katelyn Walley-Stoll, Beth Claypoole, Steve Hadcock, and April Wright-Lucas. Each of them was highlighted at the conference, and their accomplishments are listed on page 5.

Katelyn Walley-Stoll and Margaret Quaassdorff were able to participate in an Animal Science Pre-Tour and Dairy focused Conference Tour. These included visits to Lely's Iowa manufacturing plant, Premier 1, an Amish Goat Dairy as well as pork, dairy, beef, and poultry farms.

Cornell Cooperative Extension had 5 representatives at the National Association of County Agricultural Agents 2023 Annual Meeting and Professional Improvement Conference in Des Moines, Iowa; Margaret Quaassdorff, Beth Claypoole, Steve Hadcock, Katelyn Walley-Stoll, and April Wright Lucas.

Small, But Mighty – Cornell Cooperative Extension Shines at National Conference *Cont.*

Margaret Quaassdorff, Dairy Management Specialist with the Northwest New York Dairy, Livestock, and Field Crops Team.

Margaret took home national honors as a finalist in the Communication Awards Category of "Computer Generated Presentation with Script"for her work on the Calving Workshop/ Capacitación del Parto presentation. She was also able to attend the Animal Science Pre-Tour which featured visits to Iowa farms and agribusinesses. She is looking forward to sharing and collaborating with other extension educators to increase NYS farmer opportunities surrounding her work in beef x dairy, dairy precision technology and management, as well as value-added dairy processing and agritourism.

Katelyn Walley-Stoll, Farm Business Management Specialist and Team Leader with the Southwest New York Dairy, Livestock, and Field Crops Program. Currently our Western Region Representative with our NYS Chapter.

Katelyn was also able to attend the Animal Science Conference pre-tour and attend the entire conference. She received an "Achievement Award" for her work with CCE since 2014. Additionally, she represented her team who received a Communication Award for their newsletter "Crops, Cows, and Critters" which was a National Finalist. She also entered a photo which received recognition as a Regional Winner. The SWNYDLFC team also includes Amy Barkley, Camila Lage, Katelyn Miller, and Kelly Bourne.

Beth Claypoole, Retired Cornell Cooperative Extension of Wayne County Executive Director.

Recently retired, Beth Claypoole completed her final term as the Northeast Region Director of NACAA. During the conference she participated in key decision making opportunities with her National role. She was also the lucky winner of the highly sought Scholarship Raffle!

Steve Hadcock, Agriculture Entrepreneur and Market Development Educator with the Capital Area Agriculture and Horticulture Program. Currently our Past President with our NYS Chapter.

As the National Chair of the Scholarship Committee, Steve was busy preparing for the annual Scholarship Auction, which is always a highlight of the annual conference. His committee's work generated over $20,000 for NACAA's generous Scholarship Program.

April Wright Lucas, Precision Feed Management Educator with Cornell Cooperative Extension of Delaware County's Watershed Agricultural Program.

April received the Distinguished Service Award (DSA) from NACAA. DSA is conferred on members who have worked in Extension for at least ten years, are held in high esteem by their fellow workers, and have developed and put into effect an outstanding Extension program. Wright Lucas, in her 19 years of service has made major contributions to the development of Precision Feed Management at the local and state level through collaboration with Cornell University faculty, USDA-NRCS staff, and the feed industry, and was instrumental in developing NRCS feed management plans for NYS.

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2022-2023 National Cover Crop Survey Report Released

John Hanchar

This article provides highlights from a press release titled 2022-2023 National Cover Crop Survey and Report, with comments from Dr. Rob Myers, lead researcher for the survey.

Summary

• Positioning farm businesses to maintain or improve farm viability in response to efforts to achieve climate sustainability objectives will draw upon: a) decades of experience with tillage practices, nutrient and pest management, crop selection and rotations, cover crops and other production practices; and b) new knowledge in these areas.
• Cover crop practices help to mitigate farming's unfavorable impacts related to climate sustainability, while providing means to adapt to more extreme and frequent weather events, increased risk.
• a New National Cover Crop Survey designed to better understand the impacts of cover crops, the motivations of users and non-users, and needs for additional information and incentives shows that cover crop incentive payments are important for encouraging and helping farmers transition to cover crops, but once farmers see the benefits resulting from changes to their cropping programs, most stick with cover crops long after the incentives end.

Background

Farm business owners have long worked to allocate land, labor, and capital among competing uses to achieve economic, environmental and other objectives. Environmental objectives include soil, air, water quality and others. Currently, environmental concerns call for farm business owners to incorporate climate sustainability related objectives into their decision making regarding resource use.

In New York State, the Department of Agriculture & Markets (NYSDAM) has established the Climate Resilient Farming Program (CRF) <https://agriculture.ny.gov/soil-and-water/climate-resilient-farming>. With CRF, NYSDAM seeks to reduce the impact of agriculture on climate change (mitigation) and to increase the resiliency of New York State farms in the face of a changing climate (adaptation). CRF supports efforts that mitigate the impacts of agriculture on climate change for greenhouse gas emissions reduction and carbon sequestration, in addition to enhancing the on-farm adaptation and resiliency to projected climate conditions due to heavy storm events, rainfall, and drought. Farm business owners, others in the farming industry, and other stakeholders recognize cover crop practices for abilities to mitigate, and adapt to improve climate resiliency. By managing a continuous cover of plants to help improve soil health and prevent erosion, farm business owners' actions help achieve mitigation and adaptation objectives. With the 2022-2023 National Cover Crop Survey, researchers sought to collect data that would be helpful for communicating with farmers about cover crop opportunites, and helpful to policy-makers charged with evaluating the role of cover crops in farm policy.

Some Findings from the Survey

In a recent press release based upon insights from nearly 800 farmers in 49 states, National Cover Crop Survey researchers highlight the following.
• Incentives play a key role in getting some farmers started on cover crops – 49 percent of the cover crop users participating in the survey reported receiving some sort of payment for cover crops in 2022, and about 78 percent of cover crop non-users said incentive payments would be helpful.
• About 90 percent of the farmers who were receiving cover crop incentives reported that they would definitely or probably continue planting cover crops after the payments ended.
• Only 3 percent said they definitely or probably would drop cover crops at the end of any incentive program.

Closing Thoughts

The 2022-2023 National Cover Crop Survey report is available free online < https://www.ctic.org/data/Cover_Crops_Research_and_Demonstration_Cover_Crop_Survey> .

R. Myers, lead researcher, notes "We are glad to make the new survey report – and all of the reports since 2012 – available to farmers, crop advisors, the research community, planning and policy officials and the general public. These data are helpful for both communicating with farmers about cover crop opportunities and also instructive for policymakers evaluating the role of cover crops in farm policy." (USDA-NIFA/Sustainable Agriculture Research and Education Program. 2023-08-08. New Cover Crop Survey Data Challenges Assumptions. Survey press release, web post. <https://www.sare.org/wp-content/uploads/New-National-Cover-Crop-Survey-Data-Challenges-Assumptions.pdf> . Accessed 2023-09-10.

Collecting Harvest Data from 2023: What Next?

Jodi Letham

The past few months we have all been busy capturing yield from our 2023 crop. For those of you who like to measure and know your yield for the whole farm, field and within field, what are your thoughts? Were you happy or discouraged with what you saw? If you were discouraged, let me ask, are you discouraged with the overall production level of the whole farm, a field or portion of a field? At the whole farm production level let's reflect back on abiotic factors like weather. Were you in an area that did or didn't receive adequate amounts of rainfall at critical growth periods for the crop? How may have that impacted your farm's performance? Unfortunately, we can't control the weather. If you had a handful of fields or sections underperform, did timely scouting occur to identify additional biotic stressors like insect or disease? Were measures taken to prevent or control the issue? Was it in your budget this year? All valid questions and some hard truths to acknowledge.

You made calculated decisions regarding where to invest your time and money in crop rotations, inputs, equipment etc., and now that you have collected yield data, it's time to learn from it! Whether this is your first year measuring yield or you have been doing so for several years, what does that data show us?

Using yield data, we can optimize field management and increase the return on investment for crop and inputs such as fertilizer, seed, and crop protection products. This information can assist a farm in identifying and planning which crops to produce and where, as well as determining whether higher seeding rates or fertilizer applications will be advantageous. Determining yield trends over time at the whole farm and field levels will help to assess the effect of management changes on farm productivity and profitability. Yield trends can guide management decisions and help highlight year-to-year variability in yield. Knowledge of predicted yield and yield variability over time is necessary for variable rate nutrient prescriptions and determining if it would increase crop yield or reduce cost of production.

How can I get this information from my yield data? If you used a yield monitor, data cleaning can be done in one totwo hours per farm per year by selecting ten fields with known within field features, determining delay values for flow, moisture, start and end passes, and batch cleaning to correct errors in all harvested fields.

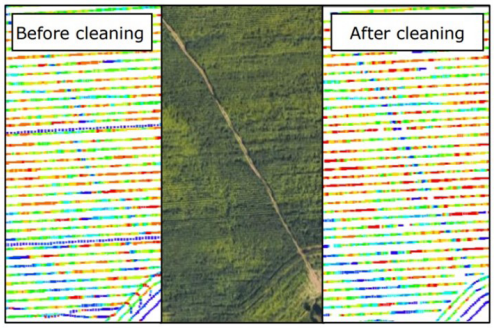

Figure 1: Yield data cleaned using Yield Editor compared to a Google Maps satellite image and raw yield monitor data.

If you are interested in learning more about the data cleaning process or if you would like to participate and have your yield data cleaned, please email me at Jll347@cornell.edu or call 585-689-3423. I look forward to working with you!
Resources:

How and Why to Clean Corn Yield Monitor Data http://nmsp.cals.cornell.edu/publications/factsheets/factsheet107.pdf

Importance of Knowing Yield http://nmsp.cals.cornell.edu/publications/factsheets/factsheet111.pdf

Happy Halloween from the NWNY Team!

Fall Crop Topics

Mike Stanyard

Fall Wheat Herbicide Opportunities

I have been seeing a bunch of marestail in soybean fields. The seed has been blowing and dispersing with the wind and could be ending up in your wheat field. Marestail can act like a winter annual and germinate this fall right along with the wheat. This gives it a big head start in the spring and it gets tougher to control the bigger it gets. If there is an opportunity to spray for weeds this fall, and you have lots of marestail in your wheat, it may be worth it. Who knows what the spring weather will be like next year.

Our traditional winter annual weeds: chickweed, mustards, purple dead nettle and even wild garlic and corn chamomile have been controlled by Harmony Xtra. However, our marestail population is resistant to ALS chemistry herbicides. This means that Harmony Xtra will not be effective. So, what can we use to take marestail out of the wheat?

Many states are recommending mixtures of Huskie or dicamba (2 - 4 oz.) with Harmony Xtra. This allows for full spectrum broadleaf control. I have been asked about the use of 2,4-D or dicamba on emerged wheat in the fall. I know that Dr. Mark Loux at Ohio State discourages application of 2,4-D to emerged wheat in the fall due to the risk of injury and yield reduction but found that fall applications of dicamba did not cause injury or yield loss in their research trials. Sharpen can also be used as a burndown or pre-emergence to control many broadleaf weeds including marestail in wheat. When using Sharpen for burndown, always include MSO at 1% v/v and AMS at 17 lb per 100 gallons of spray solution.

Soybean Harvest Aids

There are some woolly soybean fields that just didn't get the weeds controlled in a timely manner. There have also been questions about herbicide recommendations to help dry down weedy soybeans to get wheat planted earlier. There are a couple products we can apply as harvest aids (Glyphosate, Gramoxone, Sharpen, Dicamba and Aim) but it is usually only for weed control, not speed up plant maturation. We can kill the soybean plants earlier but many of the herbicide label restric

tions do not allow application until plants are fully mature. See the Weed Control Guide for Ohio, Indiana and Illinois for preharvest product specifics, https://cpb-us-w2.wpmucdn.com/u.osu.edu/dist/7/3461/files/2021/09/harvest-aid.pdf. A summary of these products for soybeans is provided below.

- **Dicamba** - apply 8 - 32 oz/A (4 lb./gal products) as a broadcast or spot treatment after soybean pods have reached mature brown color and at least 75% leaf drop has occurred; soybeans may be harvested 14 days or more after a pre-harvest application.
- **Sharpen** - apply 1-2 oz/A at least 3 days prior to harvest, or 10 days for most effective desiccation. Soybeans should have at least 65% brown pods and 70% leaf drop with seed moisture of 30% or less.
- **Gramoxone** - can't be applied until 65% of the pods are brown or seed moisture is less than 30%. It also has a 15-day preharvest interval.

- **Aim** - apply 1-1.5 oz/A at least 3 days before harvest.

- **Glyphosate** - apply to soybeans 7 to 14 days before harvest (varies with product) after pods have lost all green color.

Making Sure Grain Bins Are Ready for Harvest

Inspection is the key first step in preventing pest infestations. Take a tour around the outside of the bin. Check for loose bolts and cracks around the base. Look for signs of rodents and woodchuck holes under the bin. Make sure there are no bird nests in the vents and nearby augers. Get inside that bin and inspect for possible openings (light coming in where it shouldn't). Are there areas where moldy grain is stuck to the side of the bin? Go inside your empty bin after a rainstorm. Is there any water on the bin floor from a leaky vent? Are there any low spots in the floor where a support has fallen?

After inspecting the structure, sanitation is crucial! Eliminate any weeds growing within 30 feet of the bin. Insects can feed on weed seeds too! Clean up any spilled corn or soybeans around the bin, fan, and augers. This provides a refuge for insects that can eventually move into a clean bin.

Clean up all remaining grain on the floor of the bin. Take a long-handled broom and remove any grain stuck to the walls, around the door, supports, and in the fan opening. If there are a lot of fines remaining on the floor, clean up with a shop vacuum. Many fines accumulate in the space below the floor. Removing the floor and cleaning these out is not something you want to do every year! If you are continually having insect problems, seriously think about it.

We are very limited when it comes to empty bin insecticide treatments. Tempo SC Ultra is one of our only labeled options right now. Storcide II has been a viable option but Bayer voluntarily cancelled its label in March of this year because it contained chlorpyriphos. Bayer CropScience may continue to sell and distribute existing stocks of Storcide II, until March 29, 2024, which is one year after the publication of the Cancellation Order in the Federal Register. Existing stocks of Storcide II can be used, according to the label, until they are depleted. The loss of Storcide II will be a real issue for those who want to apply a protectant to their wheat going into the bin next summer.

NY Corn and Soybean Record High, USDA Reports

The USDA-NASS has released the crop production forecast for September, according to Charles Walker, state statistician of the USDA's National Agricultural Statistics Service (NASS), New York Field Office.

Corn production is forecast at 99.2 million bushels, up 23% from 2022. Based on conditions as of September 1, **yields are forecast to average 164.0 bushels per acre**, up 24 bushels from the 2022 average. Area harvested for grain is forecast at 605 thousand acres, down 30 thousand acres from 2022.

Soybean production is forecast at 18.3 million bushels, up 25% from 2022. Based on September 1 conditions, **yield is forecast to average a record high 53.0 bushels per acre**, up 8 bushels from last year. Area for harvest is forecast at 345 thousand acres, up 20 thousand acres from 2022.

U.S. corn production is forecast at 15.1 billion bushels, up 1.4 billion from last year. Based on conditions as of September 1, yields are expected to average 173.8 bushels per acre, up 0.5 bushels from 2022. Area harvested for grain is forecast at just over 87 million acres. U.S. soybean production is forecast at 4.15 billion bushels with yields expected to average 50.1 bushels per acre (Source: USDA, NASS, Northeastern Regional Field Office).

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2002 Sterling LT9500 Double frame cab and chassis with CAT C12 350hp+, Allison automatic transmission, 20K front, 46k rears on Hendrickson spring suspension, 266" wb, 198" C-T, and 22' of frame behind the cab (21" of frame behind the muffler). Front engine/transmission capable PTO, 5,929 hours, 34,450 miles, - **$60,900**

(2) 2013 PETERBILT PB330 CLEAN ROLLBACK TRUCK w/14' Kargo King Bed; Tarp; Allison Auto.; 25,993# GVW; 7,998# F/A; 17,995# R/A; Spring Susp.; 180" WB; Hydraulic Brakes; 4.33 Ratio; 219,000/212,000 Miles; Stk. # 6648/6664 - **$52,900**

2007 INTERNATIONAL PAYSTAR 5600; Cummins ISM 385 HP; Eaton-Fuller Autoshift Trans.; TRI-DRIVE; Double Frame Bucket Truck w/Altec AM900-E100 Boom; 104.6' Working Height; (4) Outriggers; 20K F/A; 52,998# Locking Rears; Neway Susp.; 294" Bridge; PTO; Wetkit; Pintle Hitch; 36,335 Miles; Stk. # 6693 - **$84,900**

2007 MACK CTP713 FEED MIXER TRUCK; CLEAN; Supreme 1400T Feed Mixer; Mack 370 HP; Allison Auto. Trans.; 20K F/A; 46K R/A; 425/65R22.5 Front, 11R22.5 Rear Tires; Camelback Susp.; 264" WB; 66,500 Miles; Stk. # 6818 - **CALL**

2003 KENWORTH T800 FLATBED; Heavy Single Frame; 395 HP CAT C12; Allison Auto. Trans.; 15'6" x 102" Steel Deck; 18K F/A; 46K Full Locking Rears On Haulmaax Susp.; 196" WB; 122" CT; 14'8" Frame Behind Cab; 4.56 Ratio; 233,014 Miles; Stk. # 6767 - **$58,900**

2007 KENWORTH T800; CAT 335; 10-Spd.; Palfinger PK9501 Rear Mounted Knuckleboom Powered Pony Motor; 42" Forks; 20K F/A; 44K Full Locking Rears On Neway Air Ride; 22'6" x 96" Aluminum Deck; 4.63 Ratio; 256" WB; 182" CT; 23' Frame Behind Cab; 252,135 Miles; Stk. # 6309 - **$44,900**

2009 KENWORTH T800 CAB & CHASSIS; Clean Double Frame; 355 HP Cummins ISM (Can Be Re-Rated To 425 HP); 18-Spd. Manual; 264" WB; 21' Frame Behind Cab; 186" CT; 20K F/A; 46K Full Locking Rears On Neway Air Ride; 4.30 Ratio; PTO w/Controls; 107,210 Miles; Stk. # 6778 - **$59,900**

2015 KENWORTH T800 CAB & CHASSIS; TRI-DRIVE (6X4 Also Available); 550 HP Cummins IX; 18-Spd. Manual; Double Frame; 48" Flat Top Bunk; 354" Bridge Measurement; Air Ride; 25'8" Frame Behind Cab; 18K F/A; 69K Full Locking Rears; 4.30 Ratio; 310,693 Miles; Stk. # 6776 - **$85,900**

2016 FREIGHTLINER CORONADO 122 DAYCAB; Clean; Cummins ISX 525 HP; 18-Spd. Manual; 14.7K F/A; 46K Full Locking Rears; 201" WB; AirLiner Susp.; 3.91 Ratio; 557,561 Miles; Stk. # 6700 - **$65,900**

2004 VOLVO VHD64 CAB & CHASSIS; Heavy Single Frame; Volvo 365 HP; Allison Auto. Trans.; 20K F/A; 44K Full Locking Rears; T-Ride Susp.; 214" WB; 150" CT; 18'6" Frame; 153,968 Miles; Stk. # 6758 - **$49,900**

2007 WESTERN STAR 4900SA CLEAN HEAVY SPEC SLEEPER TRUCK; CAT C15 475 HP; w/34" Mid Roof Sleeper; 20K F/A; 46K Full Locking Rears; AirLiner Suspension; 244" WB; 4.10 Ratio; 276,693 Miles; Stk. # 6733 - **$55,900**

2002 STERLING LT9500 CRANE TRUCK; w/IMT24562 Knuckle Boom Crane; 350 HP Cummins ISM; 8LL Trans.; 62' Reach/5,000 lbs. Lift Capacity; 24'6" Steel Flatbed; 20K F/A; 46K Full Locking Rears; Steerable Lift Axle; T-Ride Susp.; 270" WB; 30' Frame Behind Cab; 208" CT; 181,868 Miles; Stk. # 6750 - **$51,900**

2014 WESTERN STAR 4900SF DOUBLE FRAME SLEEPER CAB & CHASSIS; 560 HP Detroit DD16; Allison 4500 RDS Trans.; 52" Mid Roof Bunk; 296" WB; 20'6" Frame Behind Bunk; 146" CT; AirLiner Susp.; PTO; 20K F/A; 46K Full Locking Rears; Hitch; 508,000 Miles; Stk. # 6729 - **$59,900**

2015 WESTERN STAR 4700SF; Detroit DD13 470 HP; 10-Spd. Manual; Clean Daycab with 12K Front Axle; 46K Full Locking Rears; AirLiner Suspension; 210" WB; Headache Rack; 3.91 Ratio, 391,389 Miles; Stk. #6798 - **$71,900**

2000 Peterbilt 357 w/ Kuhn Knifht VT180 vertical feed mixer truck w/scale system, Cummins ISM (recent inframe overhaul), Allison Auto (reman Weller trans), 20,000lbs, 46,000lbs rears, 397,000 miles, 6,889hrs. - **CALL**

2015 MACK LEU613; Mack MP7-325M ****HP CAN BE INCREASED TO 395-425 WITH SOFTWARE FLASH****; Allison Auto. Trans.; Double Frame Cabover Truck w/Haul-All Equipment Systems 25 Cu. Yd. Side Load Packer; 18K F/A; 46K Locking Rears; Haulmaax Susp.; Both LH/RH Side Drives; 176" WB; 150" CT; 17' Frame Behind Cab If Hydraulic Tank Is Removed/Re-Located; 22,557 Miles; Stk. # 6739 - **$49,900**

2006 INTERNATIONAL 7600 w/VAC-CON VXPD4212-LHE VAC SYSTEM; 380 HP CAT C13; 20K F/A; 46K R/A; Hendrickson Susp.; 258" WB; Dumping Steel Tank w/Hydraulic Tailgate & Locks; 8" Suction Hose On Telescopic Boom w/Remote; DynablastHot Water Pressure Washer; 3.91 Ratio; **Vacum System Can Be Removed**; 21'6" Frame Behind Cab; 178" CT; 82,550 Miles; Stk. # 6743 - **$48,900**

2015 WESTERN STAR 4900 DAYCAB; 60 HP Detroit DD16; 18-Spd.; 13.3K F/A; 46K Full Locking Rears; AirLiner Susp.; 230" WB; Hadache Rack; Dual Exhaust; Air Cleaners; 4.30 Ratio; 500,809 Miles; Stk. #6781 - **$71,500**

2006 MACK GRANITE CT713 WITH NATIONAL CRANE; 400B Crane; Mack 370 HP; Eaton-Fuller 9LL Trans.; 55' Boom & 8-Ton Capacity; (4) Outriggers; 252" WB; 20K F/A; 46K Full Locking Rears; Hendrickson Haulmaax Susp.; 188" CT; 21'8" Frame Behind Cab; 114,624 Miles; Stk. #6711 - **$63,900**

2000 OSHKOSH; Detroit Diesel V8 500 HP Turbo Diesel Engine; Engine Brake; Automatic Trans.; 86,000 lb. GVWR; Two 55,000 lb. Winches; Aux. Winch; 8x8; Rear Wheel Steer; Exhaust Brake; Air Ride Susp.; PTO; Fifth Wheel Ramp Plates; Central Tire Inflation System; Stk. # 6696 - **$88,900**

1999 INTERNATIONAL PAYSTAR 5000 DOUBLE FRAME DAYCAB; Cummins N14 370+ HP; Allison Auto. Trans.; 184" WB; NEWAY Air Ride; Wetline; Rubber 95%; 90,427 Miles; Stk. # 6745 - **$39,900**

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

A Cultural Difference When Speaking About Accidents

Kaitlyn Lutz

**The below article is republished with permission from the Ag Workforce Journal*

Insight from Ima, Part 4 by Mary "Bess" Lewis, M.A.T., Bilingual Management Development Specialist, Ag Workforce Development

Ima Ramirez is a supervisor for the Cornell Research Dairy Farm. He has worked in the dairy business for over 18 years and has been a supervisor for 8 of those years. Cornell Agricultural Workforce Development interviewed Mr. Ramirez to glean from his experience. Here is a part of that interview:

"When the time comes to reprimand someone, it is important how we reveal that information to the person. I could be aggressive and say: Look, you broke the gate. Or maybe I could say softly: We need to be a little bit more careful. The gate is broken. And when we are upset: we need to become calm before we go deliver a message. The key is this: if you have a relationship with your employees, you won't be able to even yell at them. If you can yell at them: you have not worked on having a good relationship with them."

Spanish is a unique language for many reasons. However, it truly differs from English when it comes to accidents. In Spanish, there are two ways of placing blame. One is pointed and aggressive like, "You broke the gate." ('Tú quebraste la puerta.') Or you could be kind and acknowledge it might be accidental like, "The gate is broken." ('Se quebró la puerta'; literally translated, "the gate broke itself"). Spanish uses a no-blame reflexive pronoun called "se". This may get really confusing when a native Spanish speaker tries to explain an accident at work in English. For example, "The tractor broke. The gate broke. The keys got lost." But this is how it is said in Spanish when there has been an accident and it was not an intentional act of defiance. A supervisor could use this kind way of referring to conflict to diminish tensions. We all know that even the best of all workplaces will have moments of confrontation and correction. However, remembering this simple Spanish technique might help ease the situation. You can still ask a follow-up question like, "How did the gate get broken?" as a question that might lead into a solution to not have it happen again. However, it all depends on how we start that conversation in a calm way. Give the blame a pass and look beyond the accident to the solution!

To view the rest of the series "Insight from Ima", visit the Ag Workforce Journal. Subscribe to the journal to receive timely and important updates and tips on topics ranging from employee housing management to NY state labor regulations. Also, the Ag Workforce Development team is pleased to present our first online Agricultural Supervisory Leadership (ASL) course in Spanish starting October 24th, 2023. This course, Transition to Supervisor, focuses on the core skills necessary for any supervisor: communication, leading diverse teams and relationship building. To register, visit our Spanish ASL page.

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UPCOMING EVENTS

October 3rd

National Beef Quality Audit

*Dairy Focus

12PM - 1PM : Zoom : Free

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2219

October 4th

National Beef Quality Audit

*Beef Focus

12PM - 1PM : Zoom : Free

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2221

October 4th

Technology for Grazing Dairies Webinar

12PM - 1PM : Zoom : Free

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2236

October 16th

Agritourism Workshops Monthly

12PM - 1PM : Zoom : Free

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2165

October 17th

Meat Marketing and Processing Workshop

6:30PM - 8:30PM : CCE Ontario County : $10 (includes dinner)

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2202

October 20th

Beef Quality Assurance Training

1PM - 4PM : HLW Acres : $10 - $15

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2218

October 25th

Managing for Quality Milk

9:30AM - 2:30PM :
East Hill Creamery : $55

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2222

November 1st

Farm Equipment Maintenance, Operation and Safety Workshop

11AM - 3PM : Breezyhill Dairy : $35

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2229

November 20th

Agritourism Workshops Monthly

12PM - 1PM : Zoom : Free

More Info & Registration: https://nwnyteam.cce.cornell.edu/event.php?id=2166