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

AG FOCUS

Roughstalk bluegrass taking over a wheat field. Photo: M. Stanyard

Let's Get Winter Wheat Off to a Great Start!

Mike Stanyard

The 2024 wheat crop was on track to top last year's 81-bushel record for NY. Wheat seemed to be about 7 to 10 days ahead of schedule for the whole growing season. There were no major pest setbacks, and we were ready for an early harvest. Combines starting rolling on July 1. USDA NASS NY office reported that 76% of the wheat crop was in good to excellent condition on July 1. By July 21, 56% of the wheat acres were harvested which was twice as many acres than in 2023. Many reported average yields with very little vomitoxin and good test weights but probably not going to beat last year's record. Time to start thinking about the 2025 crop and getting it off to a great start.

Variety Selection. Cornell has small grain trials planted across the state each season, many in our NWNY region. You can review this year and past year's results for red and white winter wheat on their website, https://blogs.cornell.edu/varietytrials/small-grains-wheat-oats-barley-triticale/.

Planting Dates. Ideally, between the last week in September and the first half of October has been the most productive planting window for wheat.

Seeding Rates, Wheat. Seeding rates should increase as the season gets later and should be adjusted based on soil conditions (See chart) and % live seed. Seeds should be drilled 1-1.5 inches deep for good emergence. See examples on how to calculate million/pounds of live seed per acre.

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This Issue

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Check Out The NWNY Team Blog!

Features Crop Alerts, Dairy Alerts, Bilingual (Spanish) Resources, Upcoming Events: and more from our team members.

HERE

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

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

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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.

Let's Get Winter Wheat Off to a Great Start! Cont.

	Seeding Rate (million live seeds/acre)				
Soil Condition	Sept. 15	Sept. 25	Oct. 5	Oct. 15	Oct. 25
Good	1.33	1.45	1.57	1.69	1.8
Average	1.45	1.57	1.69	1.8	1.93
Poor	1.57	1.69	1.8	1.93	2.06

Live seed % = Recommended rate / Percentage of live seed = Rate/acre
Example: 1,450,000 seeds / .90 live seeds = 1.61 million live seeds/acre

To figure out how many pounds per acre, use the following formula.

Seeds per acre / # seeds/lb. = lb./acre
Example: 1,610,000 / 13,000 = 123.8 lb./acre

Starter Fertilizer. Phosphorus is very important and winter grains need 15 pounds just for strong seedling establishment. Follow your soil sample recommendations for P and K. Small grains should have 10-20 pounds of N, most of the P and possibly a little K in the starter.

Broadleaf and Grass Weed Management. Winter annual weeds are the most prevalent weed competitors for our winter grains. Chickweed, purple dead nettle, shepherds purse, corn chamomile and others in the mustard family emerge right along with the crop in the fall. Many producers spray with Buctril or Harmony Extra in the fall so they are starting clean in the spring.

Marestail/horseweed can also germinate this fall right along with the wheat as well as the spring. Remember, most of our population is glyphosate (Group 9) and ALS (Group 2) resistant and will not be controlled with Buctril or Harmony Extra. This weed can be managed with tillage prior to planting. It hates even a little bit of tillage. For No-tillers: small marestail can be taken out with 1 pint of banvel but needs to be applied at least 20 days prior to planting. Huskie, (NY Special local needs label), can be applied in the fall or the spring at 13.5 ounces when the marestail is 1-4 inches. It is crucial to start clean of marestail in either circumstance.

Annual and roughstalk bluegrass and cheat populations continue to increase across the region. These grasses also emerge in the fall right along with the wheat. **Osprey Xtra** (Osprey + Thiencarbazone) is great for control/suppression of roughstalk bluegrass and cheat in winter wheat. Osprey Xtra can only be applied up to the jointing stage so it has to be sprayed early. The only fields I saw armyworm in this year were full of bluegrass!

We had quite a few instances of oats surviving the winter that ended up becoming an issue in the wheat crop that followed. This can happen when we have milder winters. Remember that we have **Axial XL and Axial Bold** labeled in NY to take out volunteer oats.

A Black Spot in the Cattle Industry that's Impossible to Chew

Jason Duggin, University of Georgia Cooperative Extension
Michaela Clowser, National Cattlemen's Beef Association
Dr. Patty Scharko, Clemson University Extension

How are these inedible, black spots getting into the beef supply? That's everyone's first question after learning about birdshot as the leading contributor to foreign objects in packing plants and further processing facilities. As one of the foremost experts on this subject recently stated, people are either shocked and appalled, or they hang their heads in embarrassment or shame quickly understanding the source of the issue. Birdshot or shotgun shell pellets have been found and reported in the beef supply since the first National Beef Quality Audit in the early 90's, but the presence of this foreign material in the food we produce is not subsiding. In fact, the opposite may be true, or it may be that we are detecting it better in the industry.

One of the most respected experts in the country on ground beef processing recently updated a packed, standing room only crowd on the significance of this plague of foreign objects on the beef industry. This ground beef processor makes 5 million ground beef patties each day. Most of us in the room that day knew birdshot was an issue, but what we learned next got the room of 300 cattle enthusiasts both fired up and sick to their stomachs at the same time. With those 5 million patties a day, a defect rate of 1% is unacceptable. That would be 50,000 patties of wasted beef. A defect rate of 0.1% is 5,000 patties. A single incidence of birdshot found in the processing lines cost $10,000 in lost product and downtime. Why so much? If a pellet made it through the grinder, one pellet may have been sheared into numerous pieces that are barely detectable. Also, anyone that has ever fired a shotgun knows that where there is one, there are potentially dozens more, but let's not get ahead of ourselves here. Back to the speaker.

He went on to present the stats on foreign objects in their plant. He showed pictures of various items that unintentionally show up from packing plants. The items mostly consist of large and easily identifiable objects. They don't want those either, but they know who to contact in many of those cases. In fact, there are roughly about 28 categories of items that they document each year as foreign material. Most of those items are found around 1 to 15 times each on an annual basis. Birdshot, however, is found around 105 times a year and well over two times the rate of any other foreign object. Please understand that this is just data from this one further processor. There are dozens more processors with the same statistics. "Can't you just get some metal detectors to fix this?", is often our first thought. Well, the further processor referenced in this article shared that they have spent $2 million on a dozen metal detectors and several x-ray machines. Each metal detector must be checked for functionality every 15 minutes.

Every further processor surveyed in the National Beef Quality Audit, reported birdshot as a problem. Of that 100%, 50% report consumer complaints (Figure 1).

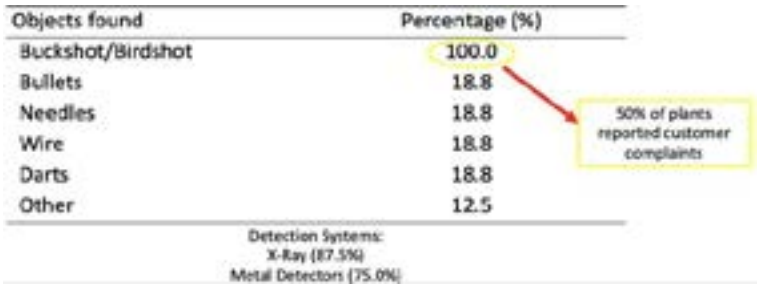

Figure 1: Percentage of Plants that Reported Foreign Objects Found in Beef from Market Cows and Bull (Source: Michaela Clowser, NCBA)

"You must be exaggerating", and "this can't be true" are common replies. The ground beef processing and beef industry at large has documented numerous pictures and cases (Figures 2, 3).

Figure 2: Birdshot and Other Metals Found at Further Processors (Source: Michaela Clowser, NCBA

NCBA's National Beef Quality Audit has the data and interviews to further solidify the issue in an objective manner. The audit asked packers, further processors, and others in the industry what "animal well-being" meant to their company. "Animal handling" was their top response (Figure 4). How does that tie into the discussion? Well, packers, and particularly further processors, both mentioned foreign objects as one of the most significant weaknesses in the cow and bull side of the industry (Figure 5). To cut right to it, there are some out there handling their cattle with shotguns. Not only is it poor animal handling, it's inhumane, and flat out ridiculous. If you're curious, yes, I am holding back my words here, but I am fired up about this topic. Neither birdshot nor buckshot will bounce off cattle and somehow go away.

Figure 3: Birdshot Embedded into the Muscle (Photo: NCBA)

Bulls, no matter how stupid, should not be shot. Cows, no matter how deep in the brush or how big a ranch they are on, should not be shot at whether intentionally or by accident.

To clarify, no, hunters are not to blame. The big picture is that it must stop. We need everyone on board to get the message out in our chapter and state meetings, educational programming, and just word of mouth. This is not something that we should share in social media. However, there are social media cowboys sharing videos of themselves gathering cows and bulls not knowing the difference between quail and cows trying to garner a TikTok fan base. If we all focus on promoting the Right Way mentality of Beef Quality Assurance, we can make a difference. It may even prevent a trip to the dentist for some child and eliminate another black spot on the industry that's impossible to chew.

Packer n=26	Retailer n=18	Food Service n=26	Further Processors n=14	GTO n=42
61% Animal Handling	50% Animal Handling	61% Animal Handling	36% Animal Handling	55% Animal Handling
38% Five Freedoms	39% Five Freedoms	42% Animal Comfort	28% Animal Health	52% Five Freedoms
27% Animal Comfort	33% Animals are Safe and Adequate Nutrition	23% Animals are Safe and Adequate Nutrition	28% Animal Comfort	36% Animal Health
			28% Live Animal Quality Assurance Programs	28% Animal Comfort

Figure 4: What does the term "animal well-being" mean to your company? (Source: National Beef Quality Audit)

Packer n=13	Retailer n=5	Food Service n=7	Further Processors n=8	GTO n=35
38.5% Perception	50.0% Perception	20.0% Too Fragment	28.6% Foreign Objects	46.9% Product Quality
23.1% Supply	25.0% Supply	20.0% Supply	28.6% Supply	25.0% Supply
15.4% Too Fragmented	25.0% Poor Marketing	20.0% Product Quality	28.6% Product Quality	18.8% Animal Welfare
15.4% Foreign Objects	25.0% Too Fragmented	20.0% Perception	28.6% Perception	15.6% Food Safety

Figure 5: What are the weaknesses of the cow and bull industry? (Source: National Beef Quality Audit)

Maximize Your Soil Health This Fall: Top Cover Crop Choices, Multi-Species Blends, and When to Plant Them

Jodi Letham

As the harvest season draws to a close, it's time to start thinking about the next step in your farm management plan: fall cover crops. These crops are more than just a way to keep your fields green during the off-season; they're an investment in the long-term health of your soil. By choosing the right cover crops, planting them at the optimal time, and using effective multi-species blends, you can improve soil structure, retain nutrients, suppress weeds, and prepare your fields for a bountiful next season.

Cover Crop Options for the Fall

Cereal Rye (Secale cereale)
- **Benefits:** A powerhouse for preventing soil erosion with its extensive root system. It scavenges nitrogen, reduces nutrient leaching, and provides excellent weed suppression.
- **Optimal Planting Time:** 2-3 weeks before the first expected frost.

Winter Wheat (Triticum aestivum)
- **Benefits:** Provides excellent winter ground cover, preventing erosion and offering forage potential. Adds organic matter to the soil when tilled under.
- **Optimal Planting Time:** 4-6 weeks before the first frost.

Hairy Vetch (Vicia villosa)
- **Benefits:** A nitrogen-fixing legume that adds significant biomass to the soil. Works well in mixtures with grains for enhanced benefits.
- **Optimal Planting Time:** 30-40 days before the first frost.

Crimson Clover (Trifolium incarnatum)
- **Benefits:** Fixes nitrogen, enriches soil fertility, and adds vibrant spring blooms that attract beneficial insects.
- **Optimal Planting Time:** 6-8 weeks before the first frost.

Oats (Avena sativa)
- **Benefits:** Establishes quickly, providing rapid erosion control. Typically winterkills, leaving a manageable mulch layer.
- **Optimal Planting Time:** 4-6 weeks before the first frost.

Radishes (Raphanus sativus)
- **Benefits:** Known as "tillage radishes," they help break up compacted soil and improve water infiltration. They also scavenge nutrients and reduce compaction in the soil.
- **Optimal Planting Time:** 6-8 weeks before the first frost.

Austrian Winter Peas (Pisum sativum subsp. arvense)
- **Benefits:** Another nitrogen-fixing legume, Austrian winter peas add organic matter to the soil and provide excellent ground cover.
- **Optimal Planting Time:** 6-8 weeks before the first frost.

Triticale (× Triticosecale)
- **Benefits:** A hybrid of wheat and rye, triticale offers the hardiness of rye with the quality forage of wheat. It's great for ground cover and forage.
- **Optimal Planting Time:** 4-6 weeks before the first frost.

Ryegrass (Lolium multiflorum)
- **Benefits:** Fast-growing and excellent for preventing erosion, ryegrass can be used for grazing or as a green manure to boost soil organic matter.
- **Optimal Planting Time:** 4-6 weeks before the first frost.

Multi-Species Cover Crop Blends

Multi-species cover crop blends can provide even greater benefits by combining the strengths of different crops. Here are some recommended blends and their suggested ratios:

1. Cereal Rye + Hairy Vetch + Radishes
- **Ratio:** 50% cereal rye, 30% hairy vetch, 20% radishes.
- **Benefits:** This blend is highly effective for nitrogen fixation, soil erosion control, and breaking up soil compaction. Cereal rye provides strong root structure, hairy vetch adds nitrogen, and radishes penetrate deep into the soil, improving aeration and nutrient availability.

2. Winter Wheat + Crimson Clover + Austrian Winter Peas

- **Ratio:** 40% winter wheat, 30% crimson clover, 30% Austrian winter peas.
- **Benefits:** This blend offers excellent ground cover, nitrogen fixation, and spring forage. Winter wheat survives the cold winters, while crimson clover and Austrian winter peas enrich the soil with nitrogen and organic matter, ensuring a fertile start for the spring planting season.

3. Oats + Radishes + Ryegrass + Hairy Vetch

- **Ratio:** 30% oats, 25% radishes, 25% ryegrass, 20% hairy vetch.
- **Benefits:** Ideal for quick establishment and soil conditioning. Oats and ryegrass provide immediate cover and erosion control, radishes improve soil structure, and hairy vetch enhances nitrogen content, making this blend perfect for enhancing soil health.

4. Triticale + Crimson Clover + Ryegrass + Radishes

- **Ratio:** 40% triticale, 25% crimson clover, 20% ryegrass, 15% radishes.
- **Benefits:** This blend combines the hardiness of triticale with the nitrogen-fixing capabilities of crimson clover and the soil-conditioning effects of radishes and ryegrass. It's particularly well-suited for Western New York's cold and wet fall conditions.

5. Cereal Rye + Winter Wheat + Hairy Vetch + Radishes

- **Ratio:** 40% cereal rye, 30% winter wheat, 20% hairy vetch, 10% radishes.
- **Benefits:** This robust blend offers excellent winter survival, nitrogen fixation, and soil improvement. The combination of cereal rye and winter wheat provides a strong cover, while hairy vetch adds nitrogen and radishes enhance soil structure, making it an excellent choice our diverse soils.

Why Fall Cover Crops?

Soil Erosion Control: Cover crops act as a protective blanket, shielding your soil from wind and water erosion during the winter months.

Nutrient Scavenging: Certain cover crops, like rye and radishes, excel at capturing leftover nutrients, especially nitrogen, preventing them from leaching away and keeping them available for spring planting.

Weed Suppression: A dense cover crop canopy can outcompete weeds, reducing the need for herbicides in the next growing season.

Soil Health Improvement: By adding organic matter, enhancing soil structure, and promoting microbial activity, cover crops play a critical role in boosting soil health and fertility.

Pest and Disease Management: Some cover crops, such as radishes and clovers, can reduce soil-borne diseases and pests by disrupting their life cycles.

Timing Is Everything

To reap the full benefits of your cover crops, timing your planting is crucial. In our region, it's generally best to plant 4 to 8 weeks before the first frost. This gives the crops enough time to establish before winter sets in. Hardier options like cereal rye and winter wheat are particularly well-suited for colder regions, while oats, clovers, and multi-species blends work well in slightly milder areas.

Conclusion

Investing in fall cover crops is a smart move for any farmer looking to enhance soil health, manage nutrients, and prepare for a successful growing season ahead. By selecting the right crops, mixing them effectively in multi-species blends, and planting them at the optimal time, you can maximize these benefits and set your farm up for long-term sustainability.

Iowa State University: Extension and Outreach. https://crops.extension.iastate.edu/encyclopedia/radish-cover-crop

LARGER HERD, LOW-OVERHEAD GRAZING FIELD DAY

DATE & TIME

Thursday, October 10, 2024
10:30 am-1:30 pm
Lunch provided

LOCATION

Graceland Dairies, Holly Burley Moore
5301 Everman Rd
Dansville, NY 14437

Holly milks a closed herd of 550 medium-framed cows on pasture. She uses seasonal calving and outwintering to reduce labor demands and overhead costs. A tour of the farm will focus on the grazing and feeding system, calf rearing large groups, the milking system, and outwintering. Other experts will be on hand to discuss supplemental feeding, lanes and drainage, and the economics of low-overhead dairy grazing. Lunch will be provided by Livingston Soil & Water Conservation District.

REGISTER BY OCTOBER 3

https://bit.ly/low-overhead-dairy

Event is free but pre-registration is required.
No guarantee of lunch if not pre-registered.

PRACTICE BIOSECURITY

- Plastic shoe covers will be provided and must be worn.
- Please wear clean clothes and boots.
- If you are coming from a state where HPAI has been identified, please contact Jon Winsten at Winsten.vt@gmail.com before traveling to this event.

Questions? Call Nancy Glazier, 585-315-7746

LIVINGSTON COUNTY SOIL AND WATER CONSERVATION DISTRICT

NORTHEAST DAIRY BUSINESS INNOVATION CENTER

USDA Natural Resources Conservation Service
U.S. DEPARTMENT OF AGRICULTURE

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

Conservation Performance LLC

A Novel Approach to Increasing English Skills for Farmworkers

Kaitlyn Lutz

On Monday August 12th, registration for the Agricultural English Mentorship (AEM) program opened. This grant-funded program was developed by Mary "Bess" Lewis of Ag Workforce Development. Bess's background as an English and Spanish teacher and her creative teaching approach has led to an exciting and unique program. It is not only tailored to agriculture specifically, but it involves the formation of a mentor-mentee relationship between an English-speaking co-worker on the farm and the enrolled student. What a great way to improve on-farm communication and form deeper respect within your team! Please see the details below, reprinted from Mary's post on the Ag Workforce Journal:

We are thrilled to announce the launch of our new **Agricultural English Mentorship** (AEM) program, starting on September 23rd, 2024! Here is some more information about the program:

1. **Agricultural Focus:** This 6-week course is tailored specifically for agricultural workers, covering topics that help employees learn about their city, job, and farm. All materials are provided on the MOODLE app, which is easily accessible on personal phones, and pre-recorded videos can be watched at the student's convenience. Each student will take a pre-test to determine their level and they will be assigned ESL teachers according to their level.

2. **English Instruction:** The first course, "Me and My Farm," is designed for basic English learners, with a primary focus on pronunciation.

The lessons include:
Lesson 1: The Alphabet and Vowel Sounds
Lesson 2: Introductions and Greetings
Lesson 3: Farm Mission Statements
Lesson 4: The History of the Farm (Learning Numbers)
Lesson 5: The Employee Handbook
Lesson 6: The Values and Culture of the Farm

3. **Mentorship:** Each student must sign up with an English-speaking mentor familiar with the farm's operations. Mentors will meet with their students for at least 15 minutes weekly during the course. The dual goals are to teach specific farm terminologies and to build stronger relationships between the English-speaking mentors and their Spanish-speaking employees.

Watch our promo videos:

English Promo Video: https://vod.video.cornell.edu/media/AEM101+%7C+Me+and+My+Farm+Promotional+Video/1_ijeczjuv

Spanish Promo Video: https://vod.video.cornell.edu/media/AEM101+%7C+Yo+y+Mi+Rancho+video+promocional/1_qjjn02yf

Registration can be accessed here and is required to participate: https://agworkforce.cals.cornell.edu/programa-de-mentoria-de-ingles-agricola-aem/

To view the original post, including a Spanish translation of the above course details, visit the Ag Workforce Journal: https://agworkforce.cals.cornell.edu/2024/08/08/agricultural-english-mentorship-aem-registration-opens-monday/

Swine 101

5:30-8:45 pm

Event is FREE. Preregistration is due by September 16.
To register, https://bit.ly/SwineWeek101 or call 315-376-5270. Questions? Contact Nancy Glazier, 585-315-7746 or nig3@cornell.edu

Monday, September 23 – Western
Auditorium, 1 Murray Hill Drive, Mt Morris, NY

Tuesday, September 24 – Finger Lakes
3686 NY 54A, Branchport, NY

Dinner, Marketing and Understanding the Pork Check Off Program
Biosecurity and Foreign Animal Disease
Marketing Ins and Outs for all Swine Producers
Pest and Parasite Management
RFID Tags (Do I Really Need Them?)

Speakers from the National Pork Board, USDA, and NYS Agriculture and Markets Veterinarians. Part of a statewide series. Workshops are offered with grant funding from the National Pork Board and with support from the NY Pork Producers and Cornell Cooperative Extension.

Dairy Management Specialist Earns National Honor

Margaret Quaassdorff

In July, I was in Texas for the National Association of County Agricultural Agents (NACAA) Annual Meeting and Professional Improvement Conference. This conference is held annually and rotates around the country offering educational seminars and networking opportunities for extension educators to improve and share their programming with other extension professionals.

While there, I was honored to be selected as this year's New York recipient of the Achievement Award, which recognizes those early in their career with less than ten years of service, for excellence in their Cooperative Extension programming.

Margaret Quaassdorff, Dairy Management Specialist for the CCE NWNY Team is presented the NACAA Achievement Award in recognition of excellence in extension educational programs.

I also received a National Finalist Communications Award for my work on the publication, "Characteristics of the Beef x Dairy Industry in NYS". The 28-page publication was created as a summary of survey data collected by authors Margaret Quaassdorff and Betsy Hicks via online Qualtrics survey from 107 New York State dairy and beef farmers from October 2020 through June 2021. The publication was used to inform an audience of extension educators, beef and dairy industry professionals, and farmers, as well grant funding partners as to the characteristics of the beef x dairy industry, especially the resources requested and needs to conduct further research to make progress in this growing sector in New York State. Published in 2023, it serves as valuable insight into the farmer management practices of producing, raising, marketing and selling beef x dairy cattle. A summary of results led to establishing the "5 Keys for NYS Beef x Dairy Industry Viability", which are reported on page 27. Additionally, the publication was used as a major reference in a farmer grant proposal to study beef x dairy management practices and economic analysis on-farm, that was submitted in the Fall of 2023. The project was funded and is set to begin in 2024. View the publication here: https://nydairyadmin.cce.cornell.edu/pdf/impact_ny/pdf210_pdf.pdf

Additionally, I received a Northeast Regional Communications Award for my role in the development and production of the podcast episode, "Cornell Cow Convos Episode 3: Trends in the Beef x Dairy Industry". This episode and others can be found at: https://cals.cornell.edu/pro-dairy/events-programs/podcasts. I plan to enter more items in different categories next year to display the great work done by extension in Northwest NY. As always, I am happy to discuss any of the on-going projects, or ideas you may have to best serve the farmers in our region.

Part of the conference involved tours to Texas farms, ranches and agribusinesses. A few highlights were a farm tour of an 8000-cow dairy with rotary parlor and dry-lot housing system, and a tour of a 35,0000-head feedlot that finished both purebred beef steers and beef x dairy cattle. I found out that many of the beef x dairy cattle that originate from dairies in the Northeast end up in feedlots near Amarillo… what a change of culture and climate! I also saw a cow-calf ranch where they implement technology such as virtual fencing to manage their cattle on the range (maybe this could also work for our grazing dairies or those who pasture heifers or dry cows), and a small, diversified ranch that practiced regenerative grazing with Corriente cattle and hair sheep. For variety, we toured the 6666 Ranch (featured on the television show, "Yellowstone"), where they breed high-value Quarter Horses; and I had a chance to visit the historic Fort Worth Stockyards and watch the famous longhorn cattle drive.

A selfie from the center of the rotary parlor on an 8,000 - cow dairy.

As I enter my 7th year with the CCE NWNY Team, be sure to reach out as to how I can continue to best serve the farmers in our region. - Margaret

SIGN UP

Elevate Your Beef and Dairy Operations

October 25th & 26th, 2024 at the Erie County Fairgrounds

Join us for a dynamic event tailored for beef and dairy producers in New York and surrounding states. Explore various informative topics, such as carcass quality, grazing management, consumer insights, and more, designed to elevate your operations and boost profitability.

Event Highlights:

- **Beef on Dairy Opportunities:** Discover the potential benefits of incorporating beef genetics into your dairy operations, creating additional revenue streams and improving carcass quality. Learn about market trends, breeding strategies, and value-added opportunities that can enhance profitability for both beef and dairy producers.
- **Cattle Handling Demonstrations:** Led by internationally renowned experts Curt Pate and Ron Gill, our cattle handling demonstrations will provide invaluable insights into effective stockmanship techniques, enhancing animal welfare and productivity on your farm.
- **Grazing Workshop:** Join Sarah Flack, a grazing expert, to explore rotational grazing techniques, pasture management, and soil health improvement practices tailored to beef and dairy producers' unique needs in the Northeast.
- **Consumer Insights Workshop:** Gain valuable insights into consumer perceptions of animal welfare and how they influence purchasing decisions. Explore how the BQA program aligns with consumer expectations, offering solutions to their concerns and strengthening trust in beef and dairy products.
- **BQA Transportation Opportunity:** Participate in a unique opportunity to learn about Beef Quality Assurance Transportation. Walk around a truck and trailer to learn pre-trip procedures, ensuring the safety and comfort of livestock during transit.

Take advantage of this opportunity to network with experts, fellow producers, and stakeholders and take your beef and dairy operations to new heights. Register now to secure your spot at this exciting event!

Pricing Corn Silage -- Fall 2024

John Hanchar

Summary

• Analysis suggests corn silage price depends on corn silage quantities, alfalfa hay price, the price received by farmers for milk, and corn grain price.
• Analysis for NY suggests corn silage price estimates are most sensitive to changes in alfalfa hay price, and corn grain price.
• Price estimates, combined with understanding of relevant supply, and demand factors from an individual farm business owner's perspective can aid decision making regarding corn silage price. Given recently available alfalfa hay, and corn grain prices (April through June, 2024, and August, 2024, respectively), price analysis for NY suggests an estimated corn silage price of about $50 per ton. The fall 2023 estimate was about $63 per ton.

Determining Corn Silage Price

A farm business owner can examine how much corn silage the owner would be willing to supply to a market at a given price. Analysis of the farm business' cost structure for corn silage production combined with consideration of other factors help define the supply relationship. A seller can develop a target based upon the above, but actual market conditions provide no guarantee that a buyer will purchase quantities desired at prices that achieve the producer's target.

Some farm business owners might approach the problem of determining corn silage price from a value in production, or input demand perspective. Amounts of corn grain and corn stover in a ton of corn silage, relevant output and input prices, and corn silage's place in the milk production process relative to other inputs are key factors. A buyer can develop a price target based upon the above, but actual market conditions provide no guarantee that a producer will sell the quantity desired at a price that matches the buyer's willingness to pay target.

Although factors in price determination, the two approaches described above in isolation, don't completely determine price, and quantity. Supply and demand relationships work simultaneously in markets to determine price and quantity. Empirical price analysis brings supply and demand relationships together to determine price.

Corn Silage Price Analysis

Empirical price analysis suggests that corn silage price is a function of corn silage quantities, alfalfa hay price, the price received by farmers for milk sold, and corn grain price. An ordinary least squares regression model expresses corn silage price as a linear function of the above variables. The statistical analysis used here is fairly basic. However, readers of the original work, and annual update articles note that the analysis and estimates help farm business owners price corn silage.

Corn Silage Price Estimates – Fall 2024

The ordinary least squares regression model originally reported in August 2012, updated here to reflect additional data available, and changes in other underlying factors, produced corn silage price estimates for NY. Below, estimated corn silage price is a function of alfalfa hay price, and corn grain price with other factors (corn silage production, and milk price) fixed at expected levels. Expected corn silage quantity is set at 8,657 units (one unit = 1,000 tons).

• estimated corn silage price ($/ton) = -9.84381 + (0.19089 x price of alfalfa hay ($/ton)) + (4.34634 x price of corn for grain ($/bushel))

Suppose

• NY alfalfa hay price is $224 per ton, the three month average of the period April, May, June, 2024. (USDA/NASS. Agricultural Prices. Washington, DC: National Agricultural Statistics Service. QuickStats website. August 9, 2024 access date.), and
• corn grain price is $3.90 per bushel, an approximate value based upon reported bids for fall 2024 (Western NY Energy. "Corn Bids." Website. August 9, 2024 access date)

Using the estimating equation, and the above prices for alfalfa hay, and corn grain as expected prices, estimated corn silage price is about $50 per ton. Compare this to last fall's estimate of about $63 per ton. Using an expected corn silage quantity of 8,150 units (1 unit = 1,000 tons), about one standard deviation less than the initial value, yields a corn silage price estimate of about $50 per ton. Using an expected corn silage quantity of 9,164 units, about one standard deviation greater than the initial value, yields a corn silage price estimate of about $50 per ton. Price of corn silage estimates are relatively insensitive to variability in corn silage production. Buyers and sellers use an estimate as a base, typically adjusting for quality and/or harvest, hauling and storage costs based upon the situation, for example, when pricing standing corn for silage.

Corn silage price estimates combined with understanding of important supply and demand factors from the individual farm business owner's perspective, including local conditions, aid decision making regarding corn silage price.

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2016 INTERNATIONAL 4300 TOY HAULER CREW CAB; Cummins 325 HP; Allison Auto. Trans.; 14' Flatbed Set Up For Towing; Single Axle; 25,999# GVW; 226" WB; P/W; PDL; P/M; Hands-Free Capable Bluetooth Radio; 60,351 Miles; Stk. # 6941 - **$69,900**

2015 MACK TITAN TD713 w/36" SLEEPER; 605 HP Mack MP10; 18-Spd. Manual Transmission; 18K Front Axle; 46K Locking Rears; Air Ride Susp.; 246" WB; Dual Exhaust & Air Cleaners; 3.91 Ratio; Wetline; 274,608 Miles; Stk. # 6957 - **$107,900**

2014 PETERBILT 367 FUEL TANK TRUCK; Clean; Cummins ISX 550 HP; 18-Spd. Manual TRI-DRIVE; Double Frame Fuel Tank Truck w/Aluminum 6,200 Gal. Fuel Tank; (5) Compartments; (2) Reels; 20K Front Axle; 69K Full Locking Rears; Air Ride Susp.; 353,819 Miles; Stk. # 6938 - **$95,900**

2007 MACK CTP713 FUEL TANK TRUCK; Mack MP-405M; Allison Auto. Trans.; Clean, Double Frame Fuel Truck w/Allweld Manufacturing 4,700 Gal Fuel Tank; (5) Compartments; 18K F/A; 46K Rears; Air Ride Susp.; 274" WB; 182" CT; 23'6" Frame Behind Cab; 209,176 Miles; Stk. # 6916 - **$64,500**

2014 KENWORTH T880 DAYCAB; 500 HP Paccar MX13; 18-Spd. Manual; 14.6K F/A; 46K Full Locking Rears; Kenworth 8-Bag Air Ride Susp.; 12R22.4 Front Tires; 11R22.5 Rear Tires; 202" WB; 3.91 Ratio; 507,195 Miles; Stk. # 6965 - **$55,900**

2009 INTERNATIONAL PAYSTAR 5600i; Cummins 430 HP; Engine Brake; Alison Automatic Trans.; 20K F/A; 65K Rears; Hendrickson Spring; 244" WB; PTO; Double Frame; Supreme 1400T Tailgate Chute; (2) Mixing Augers; Wide Rear Conveyor; 35,054 Miles; Stk. # 6901 - **$108,700**

2019 WESTERN STAR 4900 DAY CAB; 560/600 HP Clean Detroit DD16 Engine; Allison 4500 RDS Auto. Trans.; 13,220# F/A; 46K Full Locking Rears; AirLiner Susp.; 204" WB; Headache Rack; Dual Exhaust & Air Cleaners; 4.56 Ratio; 484,488 Miles; Stk. # 6971 - **$89,900**

2000 PETERBILT 357 w/KUHN KNIGHT VT180 VERTICAL FEED MIXER; Truck Scale System; Cummins ISM (Recent In-Frame Overhaul); Allison Auto. (Reman Weller Trans.); 20K F/A; 46K Rears; 397,000 Miles; 6,889 Hours; Stk. # 6829 - **$78,900**

2008 INTERNATIONAL WORKSTAR 7600 DAYCAB; 425 HP Cummins ISM; Allison 4500RDS Auto.; 20K F/A; 46K Locking Rears; Hendrickson Haulmaax Susp.; 216" WB; 140" CT; 16' Frame Behind Cab; 4.78 Ratio; Wetline; 133,266 Miles; Stk. # 6973 - **$54,500**

2007 WESTERN STAR 6900 CAB & CHASSIS; XD TRI-DRIVE; Double Frame; 490 HP Reman Detroit 14L Engine In 2015; Allison RDS4500 Trans.; 20K F/A; 69K Full Locking Rears; 272" WB; 330" Bridge; 25'6" Frame Behind Cab; Front Engine PTO; 7.17 Ratio; Stk. # 6481 - **$62,500**

(4) 2017 PETERBILT 567 DAY CAB; 500+ HP Clean Paccar MX13 Engine; Allison 4500 RDS Auto. Trans.; 12K F/A; 46K Locking Rears; Air Trac Susp.; 206" WB; 4.30 Ratio; Wetline; 462K/464K/521K/567K Miles; Stk. # 6996, 6997, 6998, 6999 - **$58,900**

2014 FREIGHTLINER CORONADO SD122 CAB CHASSIS Clean, Double Frame; 450 HP Cummins ISX15; Allison 4500 RDS Auto. Trans.; 18K F/A; 46K Full Locking Rears On AirLiner Susp.; (2) 11K Steerable Lift Axles; 292" WB; 198" CT; 24'8" Frame Behind Cab; 4.10 Ratio; 374,584 Miles; Stk. # 6976 - **$68,900**

2015 WESTERN STAR 4900SB TRI-DRIVE DUMP TRUCK; Double Frame; 560 HP Detroit DD16; 18-Spd. Manual; 20' Tub Style Steel body; 20K F/A; 57K Full Locking Rears; Plumbed For Pup Trailer; AirLiner Susp. 355,813 Miles; Stk. # 6780 - **$87,000**

2913 MACK GU713 DUMP TRUCK; Triple Frame; Mack 405 HP; Allison Auto. Trans.; 20K F/A; 65K Rears; Camelback Susp.; 18' Steel Box; 250" WB; 18' Frame; 162" CT (Muffler Takes Up 1' Of These Measurements); 8.27 Ratio; 64,803 Miles; Stk. # 7009 - **$75,000**

(2) 2007 INTERNATIONAL 7400 REFUSE TRUCK; Heil 20-Yd. Rear Load Packer; DT466 260 HP; Allison Automatic Trans.; 12,350 lb. F/A; 46K Rears; Hendrickson HN Susp.; Double Frame; 198" WB; 130" CT; 14'6" Frame Behind Cab If Packer Removed; 5.57 Ratio; 105,000/91,000 Miles; Stk. # 6953/6954 - **$29,900**

2015 FREIGHTLINER 114SD TRI-DRIVE VAC TRUCK with Vac-Con System; 470 HP Detroit DD13; Eaton Fuller Auto. Trans.; Dumping Tank; Fresh Water Tanks; Dynablast 420,000 BTU Boiler; Telescopic Boom w/8" Suction Hose; 20K F/A; 69K Locking Rears; AirLiner Susp.; 4.56 Ratio; 160,524 Miles; Stk. # 6917 - **$97,900**

(2) 2007 MACK CHN613 DAY CAB TRACTOR; Low Mileage; 380/410 HP Mack AC; 13-Spd. Manual; 14K F/A; 44K Rears On Camelback Susp.; 210" WB; Wetline, 63K/45K/53K Miles; Stk. #6873/6872/6895 - **$42,900**

2012 MACK LEU613 PACKER; Double Frame; Labrie Side Load Packer; 20K F/A; 46K Rears; Haulmaax Susp.; Allison Auto. Trans.; LH/RH Side Drives; 212" WB; 180" CT; 20'6" Frame Behind Cab if the Packer is Removed. ***HP Can Be Increased to 395-425 with Software Flash.*** 59,375 Miles/13,276 Hours - **$54,000**

2009 MACK GRANITE GU813 CAB & CHASSIS; Double Frame; Mack 395 HP; Allison Auto.; 20K F/A; 46K R/A; Air Ride Susp.; 280" WB; 20'6" Frame Behind Muffler; 174" Frame Behind Muffler To Center of Trunnion; 169,543 Miles; Stk. # 6550 - **$58,900**

2004 STERLING L9500 DUMP TRUCK; Double Frame; Mercedes OM 460LA 18-Spd. Manual; 24' Alfab Alum. Body w/60" Sides and 6" Sideboards; Tarp; 20K F/A; 46K Locking Rears; Hendrickson HN Susp.; (4) 11K Steerable Lift Axles; 425/65R22.5 Front, 11R24.5 Drive Tires; 310" WB; 246" CVT; 24'6" Frame Behind Cab; 583,000 Miles; Stk. # 6931 - **$62,900**

2007 STERLING LT9500 CAB & CHASSIS; Clean; Double Frame; 385 HP CAT C13; Allison Auto.; 20K F/A; 46K R/A; Hendrickson Spring Susp.; 248" WB; 184" CT; 21' Frame Behind Cab (Muffler Takes Up 14"); 276,988 Miles; Stk. # 6914 - **$49,500**

2009 INTERNATIONAL 5600i w/National 600E Crane; Cummins 425 HP; Allison Auto.; Full Lockers; 20K F/A; 46K Rears; Air Ride Susp.; 250" WB; PTO; Double Frame; 20-Ton Capacity Crane; 27 ft. - 66 ft. Section Boom; 25,576 Miles; 2,168 Hours; Stk. # 6915 - **$89,900**

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 - **$59,900**

2010 MACK TITAN TD713 RAWHIDE DAYCAB; 605 HP Mack MP10; Maxitorque ES 18-Spd. Transmission; Headache Rack; 18K F/A; 46K Full Locking Rears; Neway Air Ride Susp.; 220" WB; Wetline; 437,396 Miles; Stk. # 7028 - **$64,000**

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UPCOMING EVENTS

September 23

Swine 101 - Western

5:30PM - 9PM : Mount Morris, NY

Register through CCE Lewis

Registration:
https://ccelewis.org/events

September 24

Swine 101 - Finger Lakes

5:30PM - 9PM : Branchport Fire House, NY

Register through CCE Lewis

Registration:
https://ccelewis.org/events

October 8

Agritourism Workshops Monthly!
Creating Value-Added Items/ Experiences

12PM - 1PM : ZOOM : Free

Registration:
https://nwnyteam.cce.cornell.edu/events.php

October 10

Hands-On Calving Workshop Niagara County

Available in English & Spanish

1PM - 4PM : Niagara County Cooperative Extension : $40

Registration:
https://nwnyteam.cce.cornell.edu/events.php

October 10

Larger Herd, Low-Overhead Dairy Grazing Field Day

10:30AM - 1:30PM : Graceland Dairies; Dansville, NY : Free

Registration:
https://nwnyteam.cce.cornell.edu/events.php

October 16

Hands-On Calving Workshop Ontario County

Available in English & Spanish

1PM - 4PM : Ontario County Cooperative Extension : $40

Registration:
https://nwnyteam.cce.cornell.edu/events.php

October 24

Cornell Cow Convos Podcast Episode 14 Release

Available to listen

Listen Here:
https://soundcloud.com/user-301921459-118136586/e2-preventative-health-care-in-cows

October 25 & 26

Stockmanship & Stewardship

Erie County Fairgrounds
Register through website link

Registration:
https://www.stockmanshipandstewardship.org/events/hamburg-ny