

AG FOCUS



Stockmanship & Stewardship, Your Opportunity to Learn from the Experts

Nancy Glazier

Stockmanship & Stewardship is a unique educational experience for dairy and beef producers featuring low-stress cattle handling demonstrations, Beef Quality Assurance (BQA) training, cattle handling demos, and industry updates that you won't find anywhere else. This is the first time an event like this has been in the Northeast. We are excited that one of these four annual events will be held in our region! There will be a Stockmanship & Stewardship event at the Ag Discovery Center, Erie County Fairgrounds, Hamburg, New York, October 25-26. There is still room for you to attend! Worried about the weather? The event will be inside.

Chrissy Claudio, New York Beef Council and I have been planning for months. We are the state co-coordinators for the NY BQA program and received a grant through the National Cattlemen's Beef Association to host this event.

National Industry Sponsor this year is Neogen. They also provided genomic testing for the cattle that will be provided by Zack Welker, SK Herefords. The results will be shared by Calvin Bontekoe and will assist him with heifer selection for replacements on the farm.

A few of the highlights:

- We have two of the country's top cattle handling experts coming. **Dr. Ron Gill, Texas AgriLife and Curt Pate** will be working together to lead cattle handling demonstrations.
- **Sarah Flack**, Vermont grazing consultant, will join us to talk about tools for the grazing toolbox.
- Hear from our new beef cattle extension specialist **Adam Murray**, part of the new PRO-LIVESTOCK team.
- Do you haul cattle in a trailer? Learn what state troopers look for in

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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](#)



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the people on a non-discriminatory basis.*

Stockmanship & Stewardship, Your Opportunity to Learn from the Experts Cont.

a DOT check from NYS Trooper **Matt Luft** and **Dr. Rob Lynch**, PRO-DAIRY talk about fitness for transport.

- Curious what consumers think of the BQA program? Listen to media specialist **David Friedlander** report on the latest market research.
- **Kirk Jackson** from Saint-Anicet, Quebec will talk about his dairy and beef farm where he crosses every dairy cow with beef semen and raises the calves to finish.

Those attending will be eligible to become BQA certified or recertified. The event also qualifies for FARM Animal Care stockmanship continuing education.

The Rancher Resilience grant is available for you to get a scholarship to offset the costs of attendance. Hurry, you need to apply 21 days in advance! <https://www.ncba.org/producers/rancher-resilience-grant>

This is your call to action! It's time to sign up! Here is the link to register <https://www.stockmanshipandstewardship.org/events/hamburg-ny>. if you have any questions contact me at 585-315-7746 or nig3@cornell.edu.

Do You Like Podcasts? Check out Cornell Cow Convos Podcast Every Month!

[Episode 1](#) - Welcome

[Episode 2](#) - Preventative Health Care in Cows

[Episode 3](#) - Trends in the Beef X Dairy Industry

[Episode 4](#) - Looking Ahead to the New Year

[Episode 5](#) - The Research Behind Pair Housing Calves

[Episode 6](#) - Pair Housing Calves from a Farmer's Perspective

[Episode 7](#) - Healthy Herds - Disease Diagnosis, Treatment, and Recording

[Episode 8](#) - Highly Pathogenic Avian Influenza Updates

[Episode 9](#) - Winter Forages and First Cutting

[Episode 10](#) - Automated Health Monitoring Systems

[Episode 11](#) - Impact of Heat Stress in Cows

[Episode 12](#) - Impact of Heat Stress in Calves

[Episode 13](#) - Corn Silage Harvest Considerations for 2024

[Episode 14](#) - My Cow\$ Tool - Individual Cow and Herd Level Profitability

[Episode 15](#) - Coming November 28th!

Listen to all episodes here: <https://soundcloud.com/user-301921459-118136586/e2-preventative-health-care-in-cows>

Want to suggest a topic? Click Here! https://cornell.ca1.qualtrics.com/jfe/form/SV_bHF0mJo62tFans2

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Consider the Theory of the “Balance Method” for Hoof Trimming

Margaret Quaassdorff

We know that hoof health is important, and lack thereof, can cause negative impacts on cow welfare, milk production, reproduction, and longevity in the herd.

Cows have a large body mass that must be distributed over four feet...8 claws. Mere millimeters can have an impact on the alignment of that hoof, and how that weight is distributed. Improper balance can lead to strain on bones, tendons, and ligaments, and can cause wear and pressure on unintended areas of the hoof. These pressures can manifest themselves as the hoof diseases and disorders that we commonly recognize as toe and heel sole ulcers, thin soles and white line lesions.

Cows naturally wear down their hooves while walking, and hoof horn growth is dependent on many factors that can be individual to the cow. Many times, we unknowingly set our cows up for poor conformation via management decisions when they are young. Not pushing the feed up to heifers on a regular basis may cause them to splay their front feet against the inner wall of the feedbunk to reach. Over time this can cause their growing bones to develop in this shape leading to imbalance of foundational leg structure as an adult. Pushing up the feed is a good way to keep those carefully selected “feet and legs” genetic phenotypes on a straight track.

Not every trim needs to result in collections of hoof chips on the ground. Each claw should be assessed individually, as well as how it relates to its pair, and how the pair relates to the other three feet. Wear patterns and overgrowth in certain areas of the hoof can clue in a keen trimmer as to where the balance needs to be restored. It may be tempting to flatten the bottom of the hoof with the grinder to make it appear level, but the true technique is in balancing the hoof side to side and front to back. It can also be tempting to carve the foot into the correct shape, but the true goal is to promote the proper use of the hoof so that the cow will continue to remain as balanced as possible between regular trimmings.

Making proper corrections while keeping bone structure in mind, and doing so at regular trimming intervals, improves hoof (and overall cow) health as well as the dairy producer’s profitability.

To learn this trimming method, register for one of our upcoming Hoof Trimming Workshops in November 2024. Check the [website](#) or call 585-689-3114.



**See information
on our
upcoming
Hands-On
Hoof Trimming
Workshops on
Page 14!**

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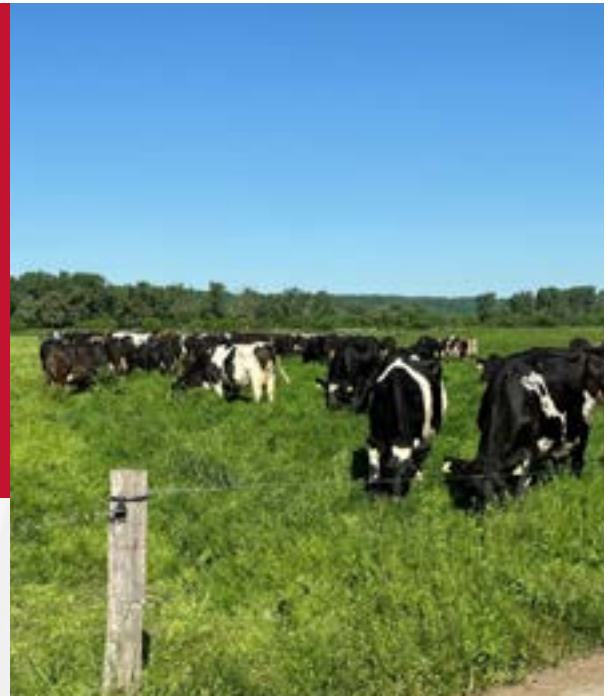


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LARGER HERD, LOW-OVERHEAD GRAZING FIELD DAY



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



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2024

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- Full registration includes all events and meals, student pricing and one-day registration options available!

FRIDAY, OCTOBER 25TH

- Breakout sessions covering biosecurity, nutrition, and industry hot topics, including an update from Certified Angus Beef.
- Live cattle handling demonstrations

SATURDAY, OCTOBER 26TH

- BQA Certification and industry updates
- Classroom demonstrations

REGISTER TODAY!



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Pricing Corn Silage – Fall 2024 Update

John Hanchar

This updated article reflects readers' questions, comments, suggestions, etc. regarding the September 2024 [Ag Focus](#) article titled "Pricing Corn Silage – Fall 2024."

Summary

- The value, price of corn silage is an important factor that farm business owners consider when making management decisions about selling or buying a standing corn crop, selling or buying corn silage out of the bunk, and others.
- In addition to estimates of the price of corn silage, farm business owners use other information to make management decisions: expected price received for corn grain, costs of growing the crop (pre harvest costs); and harvest, hauling, drying, and storage costs.
- 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 (May through July, 2024, and September, 2024, respectively), price analysis for NY suggests an updated estimate of corn silage price of about \$53 per ton. The fall 2023 estimate was about \$63 per ton, and an initial fall 2024 estimate was \$50 per ton.

Background

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 (Please see, Hanchar, J. 2024. "Pricing Corn Silage – Fall 2024." [Ag Focus](#). Batavia, NY: Cornell College of Agriculture & Life Sciences, and CCE. Page 13.)

A variety of seller, buyer scenarios exist for different corn crop end uses. In addition to corn silage price, evaluation of alternatives benefits from the following information

- expected price received for corn grain, for example, \$4.35 per bushel
- expected yields of corn grain, and corn silage
- corn grain harvesting and hauling, drying, and storage costs, for example, \$41 per acre, \$32 per acre, and \$0.11 per bushel per month, respectively
- pre harvest, variable costs of growing the corn crop, for example, \$437 per acre
- corn silage chop, haul, and fill costs, for example, \$120 per acre, and bunk packing cost, for example, \$20 per acre

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 – Update, 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) = $-9.84381 + (0.19089 \times \text{price of alfalfa hay [$/ton]}) + (4.34634 \times \text{price of corn for grain [$/bushel]})$

Suppose

- NY alfalfa hay price is \$230 per ton, the three month average of the period May, June, July, 2024. (USDA/NASS. [Agricultural Prices](#). Washington, DC: National Agricultural Statistics Service. [QuickStats](#) website. September 9, 2024 access date.), and
- corn grain price is estimated at \$4.35 per bushel, an approximate value based upon reported bids for fall 2024 (Western NY Energy. "Corn Bids." Website. September 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 \$53 per ton. The estimate represents the value of corn silage post harvest, in the bunk, wet, for the fall months of September, October, November, 2024. Compare this to last fall's estimate of about \$63 per ton, and last month's initial fall 2024 estimate of about \$50 per ton.

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Nice Toy Hauler
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



Clean Titan
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



30 ft. Allison Chassis
2015 PETERBILT 365 CAB & CHASSIS; 455 HP Paccar MX13; Allison Auto. Trans.; Double Frame; 20K F/A; 46K Rears; Hendrickson Haulmax Susp.; 278" WB; 208" CTR; 30" Frame; Pintle Hook; Plumbed For Pup Trailer; 235,209 Miles; Stk. # 6952 - \$68,500



Heavy Spec 24 ft. + Frame
2013 PETERBILT 365 CAB & CHASSIS; Double Frame; 425 HP Cummins ISX12; 8LL Manual Trans.; 18,740# F/A; 46K Full Locking Rears; Air Trac Susp.; Steerable 20K Lift Axle; 322" WB; 248" Frame Behind Cab; 236" CT; PTO w/Controls; Frame Sandblasted and Painted; 205,052 Miles; Stk. # 6942 - \$72,900



14K/46K Rears
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



Low Mile Mixer
2009 INTERNATIONAL PAYSTAR 5600H; Cummins 430 HP; Engine Brake; Allison 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



Allison Auto. 46K Lockers
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



Low Miles 46K Lockers
2006 KENWORTH T800 CHASSIS; Heavy Single Frame; 390 HP CAT C13; 13-Spd. Manual; 16K F/A; 46K Full Locking Rears; Air Ride Susp.; 22'6" Frame Behind Cab; 168" CT; 85,554 Miles; Stk. # 6785 - \$49,900



Reman Detroit Allison Auto.
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 - \$59,450



46K Lockers Allison Auto.
(3) 2017 PETERBILT 567 DAYCAB; 500+ HP Clean Paccar MX13 Engine; Allison 4500 RDS Auto. Trans.; 12K F/A; 46K Locking Rears; Air Trac Suspension; 206" WB; 4.30 Ratio; Wetline; 462K/521K/567K Miles; 4.56 Ratio; 484,488 Miles; Stk. # 6971 - \$89,900 Ea.



Allison Auto. 20K/46K Rears
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 AllLiner 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



2013 PETERBILT 367 DAYCAB; Very Clean; 390 HP Cummins ISX; Allison Auto. Trans.; 212" WB; 20K F/A; 46K Full Locking Rears; Wetline; Air Trac Susp.; 18,400 lb. Chassis Weight; 15" Frame Behind Cab; 130" CT; 213,229 Miles; Stk. # 6768 - \$74,900



1999 INTERNATIONAL PAYSTAR 5000 DOUBLE FRAME DAYCAB; Cummins N14 370+ HP; Allison Auto. Trans.; 184" WB; NEWAY Air Ride Susp.; Wetline; Rubber 95%; 90,427 Miles; Stk. # 6745 - \$34,900



2005 PETERBILT 357 CAB & CHASSIS; Cummins ISM 385 HP; Jake Brake; Allison Auto. Trans.; 20K F/A; 46K Rears; 252" WB; 21" Frame Behind Cab; 168" CT; Chalmers Susp.; Rear Engine PTO (REPTO); Frame Has Been Sandblasted and Painted; 68,882 Miles and 14,682 Hours; Stk. # 6924 - \$76,900



44,000# Rears Qty. (3)
(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



Low Mile/Hr. Packer
2012 MACK LEU613 PACKER; Double Frame; Labrie Side Load Packer; 20K F/A; 46K Rears; Haulmax 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



Long Heavy Spec Allison Auto.
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



24 ft. Alum. Box
2004 STERLING L9500 DUMP TRUCK; Double Frame; Mercedes OM 460LA 18-Spd. Manual; 24" All-Alum. Body w/80" 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



Heavy Spec Chassis NO RUST
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



2005 PETERBILT 357 CAB & CHASSIS; Cummins ISM 350 HP; Jake Brake; Allison Auto. Trans.; 20K F/A; 46K Rears; 252" WB; 21" Frame Behind the Cab; 168" CT; Chalmers Susp.; Rear Engine PTO (REPTO); Frame Has Been Sandblasted and Painted; 163,857 Miles and 17,869 Hours; Stk. # 6925 - \$56,900



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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



18K/46K Rear Lockers 605 HP
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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Maximizing Insights from Your 2024 Harvest Data

Jodi Letham

The past few months have kept us busy capturing the yield from our 2024 crop. For those who like to measure and analyze yield for the whole farm, fields, and even within specific field sections, how do you feel about the results? Were you encouraged or perhaps a bit discouraged by what you saw? If you were discouraged, let's break it down: was the issue with the overall production level across the farm, or specific fields or sections?

At the whole farm level, let's reflect on this year's challenging abiotic factors. Northwestern New York experienced particularly variable weather patterns throughout the 2024 growing season. Early on, cooler-than-normal temperatures may have delayed some crop emergence, but intermittent bursts of warm weather provided a boost, particularly benefiting the timing of our first cutting. As the season progressed, the region saw significant fluctuations in rainfall. Late June and early July brought dry spells in some areas, leading to moisture stress at critical growth stages for crops like corn and soybeans. In contrast, other areas received heavy, sporadic rain, which caused waterlogging and soil erosion in low-lying fields.

The season also brought severe storms. In early July, thunderstorms swept through the region, with some areas experiencing tornados/damaging winds. This led to localized crop damage, particularly in the western counties where fields were flattened, creating variability in yield even within individual farms. By late August, another series of storms brought heavy rains and flash flooding, complicating late-season management for many growers. These unpredictable and extreme weather events likely impacted yields across many fields, making it crucial to evaluate the role weather played in this year's results.

While we can't control the weather, it's important to consider other factors in underperforming fields or sections. You made calculated decisions this year on crop rotations, inputs, and equipment. Now that you have collected your yield data, it's time to learn from it! Whether this is your first-year tracking

yields, or you've been doing it for years, what does the data tell us?

By analyzing yield data, we can optimize field management and increase returns on investments such as fertilizers, seeds, and crop protection products. This data can help your farm determine which crops to grow, where to grow them, and whether increasing seeding rates or fertilizer applications will be beneficial. Identifying yield trends over time at both whole farm and field levels can also guide management decisions, helping to assess the impacts of changes on productivity and profitability. Understanding year-to-year yield variability is crucial for making variable rate nutrient prescriptions and determining whether they will increase crop yields or reduce production costs.

So, how can you extract this valuable information from your yield data? If you used a yield monitor, data cleaning can be done in just one to two hours per farm per year by selecting ten fields with known features, determining delay values for flow, moisture, start and end passes, and batch cleaning to correct errors in all harvested fields.

If you're interested in learning more about the data cleaning process or would like assistance in cleaning your yield data, 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>

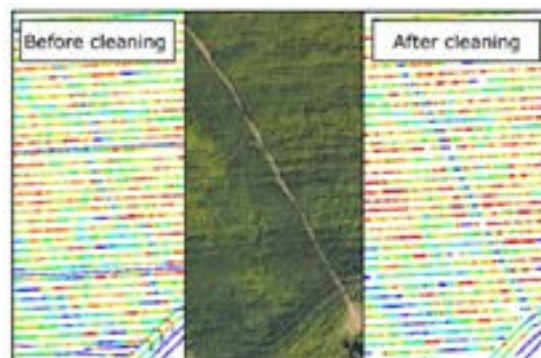


Figure 1: Yield data cleaned using [Yield Editor](#) compared to a Google Maps satellite image and raw yield monitor data.



Cornell Cooperative Extension

Dairy Feeder School

10:00am to 3:00pm

(check-in & morning refreshments begins at 9:30am)

Offered in English and Spanish at each site

- ◆ One day on-farm training for dairy farm feeders
- ◆ Stations with hands-on activities/demos

Who Should Attend:

- ◆ Those who are currently feeding dairy cows and want to learn more about the how and why of feeding activities
- ◆ Those interested in becoming a cow feeder and want to increase knowledge of cow feeding
- ◆ Those interested in learning more about how to improve the feeding process on farm

Topics Covered During Feeder School:

- ◆ Economics and importance of feeding and feed management
- ◆ Dry matter and feeder math basics: how to measure DM and refusals, and adjust ration
- ◆ Feed consistency and TMR audits
- ◆ Troubleshooting mixer wagons
- ◆ Bunk silo management, map out bunk, packing density and preservation, and feed out
- ◆ Safety

Registration: \$50.00 per person (includes lunch and materials)

Please wear clean clothes and clean boots that can be scrubbed; boot covers will also be provided

For more information:

Margaret Quaassdorff; CCE NWNY Team

maq27@cornell.edu; 585-405-2567

This event is sponsored in part by Alltech, Lallemand, and Progressive Dairy Solutions.

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar 10 days prior to the event.



2024 Dates and Locations:

Northwest New York

November 13 |

Reyncrest Farm

9666 Alleghany Rd., Corfu, NY 14036

Register: <https://nwnyteam.cce.cornell.edu/event.php?id=2455>

Or call 585-405-2567

November 14 |

DeBoover Family Farms

1382 County Rd 23, Phelps, NY 14532

Register: <https://nwnyteam.cce.cornell.edu/event.php?id=2456>

Or call 585-405-2567



What is fairlife?

Kaitlyn Lutz

What is so special about fairlife milk? Mo Tidball, the executive director of Cornell Cooperative Extension Ontario County, asked me this question one recent afternoon. The question is a fair one, no pun intended, as we have been hearing a lot of hype and rumors about the new milk plant coming to Webster, NY. Here is some background on the fairlife company.

First, to answer Mo's question, fairlife markets milk with a label claim of having 50% more protein and 50% less sugar than regular milk. Their milk is also lactose free, and they offer specialty products such as flavored protein shakes, marketing heavily to athletes. The way that they achieve this "designer milk" is through a process called ultrafiltration. The milk is processed through a semipermeable membrane that retains high molecular weight particles, like protein, and filters out lower molecular weight particles, like water and lactose. This patented technique does come at a cost, with fairlife milk coming with a higher price tag. Wegmans' brand lactose free 2% milk is \$0.07/fl oz and fairlife lactose free 2% milk is \$0.11/fl oz.

fairlife was founded in 2012 by Select Milk Producers, a co-op of 87 dairies primarily based in Texas, New Mexico and the Mid-west. Coca-Cola became a marketing partner for fairlife shortly after it was founded, and in 2020 bought out the remaining shares to become the sole owner of the fairlife brand.

The fairlife plant being built in Webster, NY is planning to process over 6 million pounds of milk daily, significantly increasing our region's processing capacity. The plant is projected to be open by 2026. There have been a lot of rumors regarding where the new plant will be sourcing milk; however, contracts with multiple co-operatives are still underway. What is clear is that fairlife is looking for farms with exceptional milk quality and animal care standards.

When it comes to animal care standards, fairlife farms will be required to go beyond the basic requirements for the FARM program by participating in Validus, a 3rd party animal welfare audit. Here

is an example of the Validus Animal Welfare Review Dairy Audit Standards. Another tenant of the fairlife animal welfare program lies in the use of technology to improve compliance. Farms supplying fairlife will be part of a unique camera monitoring program that uses AI technology to monitor human-animal interactions on the farm, flagging unusual patterns for further review by farm owners. The goal is to swiftly address any improper handling of animals.

So, whether you're looking for a new protein drink or not, I think we can agree that the new fairlife plant provides potential opportunity for the dairy industry in our region. For additional updates or to ask a question about the fairlife project, please visit the project page on the Town of Webster's website or send an email to communications@fairlife.com



*fairlife plant construction as of August 6th, 2024, Webster, NY.
Photo credit: fairlife®*





Hands-On Hoof Trimming Workshop

with Aaron LaVoy

	2 DAY COYNE FARMS	1 DAY LAKE COUNTRY HOLSTEINS
ALL LOCATIONS TIME: 9:30AM - 3:30PM	THURS. NOV. 7TH - FRI. NOV. 8TH 1770 JENKS RD. AVON, NY 14414	WED. NOV 6TH 4602 YAUTZY RD STANLEY, NY 14561
NON ENROLLEE	\$275	\$165
ENROLLEE	\$200	\$120

Results of the 2024 NY Corn Yield Tour

Mike Stanyard

This was the third year of the NY Corn Yield Tour sponsored by the NY Corn & Soybean Growers Association. This year's tour happened August 19-23. The past two years we have sampled fields the first week of August and it has just been a little too early to get accurate ear lengths. Of course, this year we were a little ahead on maturity, but it sure did make it a lot easier to see fully developed kernels. Unfortunately, we were not able to present our final results at the Summer Crop Tour on August 8. We also added Yates County to the tour this year for a total of eleven counties. During that week, teams sampled over 118 corn fields across the NWNY area.

The NY Corn Tour is modeled after the Pro Farmer Crop Tour which occurs across seven states in the Midwest every August (19-22) for the past 30 years. Teams of trained scouts and volunteers travel pre-determined routes in each state and take corn and soybean yield estimates which are reported at the end of each day. At the end of the 3-day tour, their primary goal is to provide the industry with potential corn and soybean yield data and conditions on a regional and state basis prior to harvest. Here is a great review of all the state's corn and soybean results of this year's tour, <https://www.agweb.com/news/crops/crop-production/how-pro-farmers-2024-yield-estimates-compare-usda-expectations>.

New York is obviously not a major corn producing state with roughly 570 thousand acres of grain corn. But it is nice to get a feeling of what corn conditions and yield potentials look like prior to harvest. Many of the producers kept track of what their actual yield was last year compared to what we estimated. Some were impressed that we were within 10 bushels!

Each team was assigned a county and visited ten farms. Some were farms that were sampled last year and some were new. Each team included a NYCSGA board member and 2 to 3 local agribusiness reps. Farms were contacted and asked to identify a field that was "average". Not their best and not their worst. At each stop, teams were able to collect field data such as the number of ears in 30 foot of row, length (in inches) of grain on the ear and number of kernels around the ear to come up with a potential yield estimate for each field. The teams enjoyed getting out in the corn and visiting with producers. Everyone agreed it was a great experience and want to be a part of the Corn Tour next year.

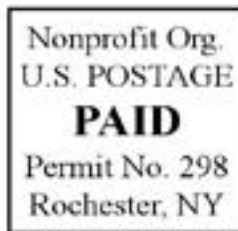
On August 30, I presented the "Results of the 2024 NY Corn Yield Tour" at the WNY Energy customer appreci

ation day. Each county yield potential range and average is summarized in the chart below. Much of the corn was ahead of normal and some of the corn planted the first week of May was denting. Most counties looked good overall but you could see where dry areas brought some county averages down. We also observed quite a bit of tip dieback. We ended up sampling 118 fields and our overall corn average was 197 bushels/acre across the eleven counties. The September USDA NASS NY report has NY corn at 168 bushel per acre. I'm confident the corn in NWNY is above average. Hope everyone has a great corn harvest!

County	Fields Sampled	Range in Yield	Average Yield
Wyoming	10	183 - 245	217.3
Orleans	16	189 - 248	216.9
Niagara	8	172 - 289	214.1
Wayne	10	185 - 275	209.8
Ontario	10	161 - 246	207.5
Yates	10	160 - 230	197.3
Cayuga	10	141 - 234	192.1
Livingston	10	156 - 225	191.0
Genesee	10	159 - 198	180.0
Monroe	11	143 - 242	175.0
Seneca	13	117 - 270	174.7
Region	118	117 - 289	197.8



Cornell Cooperative Extension of Livingston County
NWNy Dairy, Livestock & Field Crops Team
3 Murray Hill Drive
Mount Morris, NY 14510



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UPCOMING EVENTS

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](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](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](https://nwnyteam.cce.cornell.edu/events.php)

October 22 - 24

Cornell Nutrition Conference

Doubletree by Hilton, Syracuse, NY
: \$250

Registration:

[https://cals.cornell.edu/animal-science/
events/cornell-nutrition-con-
ference](https://cals.cornell.edu/animal-science/events/cornell-nutrition-conference)

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](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.stockmanshipandstew-
ardship.org/events/hamburg-ny](https://www.stockmanshipandstewardship.org/events/hamburg-ny)

November 6 & 7 - 8

Hands-On Hoof Trimming Workshop

November 6th - 9:30AM - 3:30PM : Lake Country Holsteins
: \$165 (\$120 discount)

November 7th-8th - 9:30AM - 3:30PM : Coyne Farms
: \$165 (\$120 discount)

November 13 & 14

2024 Dairy Feeder School

November 13th - 10AM - 3PM : Reyncrest Farm; Corfu, NY: \$50

November 14th - 10AM - 3PM : DeBoover Family Farms; Phelps, NY : \$50

Registration:

<https://nwnyteam.cce.cornell.edu/events.php>

**Happy Fall
from the
NWNy Team!**

Helping you put knowledge to work

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