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

AG FOCUS

Plant Your Hooves Firmly in a Culture of Care

Kaitlyn Lutz

In the first week of November, our team ran two hoof trimming workshops in our region. The professional hoof trimmer who taught the courses, Aaron Lavoy, has a unique perspective which got the participants and myself thinking deeply about the bigger picture of health in our dairy systems.

Aaron did not grow up in the dairy industry, but rather in Detroit. He attributes the development of his unique balance method in part to his outsider's perspective. His approach relies on strong observation of both anatomy and animal behavior.

Here are a few of my main takeaways which I hope will inspire you to rethink your hoof health program:

1) Hoof Health is whole body health. Think about someone you know who is living with diabetes. Diabetics (type II) often struggle with blood flow to their extremities, putting them at higher risk of tissue injury in those areas. Good blood flow is essential for tissue health and therefore bodily function. Aaron focuses on this concept when it comes to lameness. The heel bulb of each claw acts like a pump to allow circulation of blood and hence nutrients and oxygen to reach the most distal parts of the cows limb. When an animal is not bearing weight normally, she is not putting the pressure necessary for this pump to work effectively. Therefore any small changes such as dehydration, circulation of the hormone relaxin pre-partum causing laxity of ligaments and tendons, or any change in weight-bearing will lead to improper function of the anatomic mechanisms within the hoof. The result? Hoof lesions and lameness.

2) Hoof health is impacted by all our facilities. Aaron doesn't show up to farms and just trim hooves, he looks at the whole system. Overcrowding, broken stalls, slippery floors, etc. Aaron integrates himself into

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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

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Plant Your Hooves Firmly in a Culture of Care Cont.

the health team on a dairy by working with the owners to identify pinch points that are affecting what he sees in the trim chute. This was a great reminder of the immense value we can see when we bring the hoof trimmer, nutritionist and veterinarian together on our dairy to trouble shoot problems together with the farm team!

3) We have an efficiency epidemic. A discussion that came up in one of the workshops was employee concern regarding their inability to perform a quality job as quickly as they are often pressured to do so. Hoof trimming is a great example. Some animals will take a lot longer to trim than others and if we rush it, we could make a mistake that costs the life of the cow. As Aaron puts it, every hoof that he trims is a competition against himself to balance the hoof as well as possible. This takes focus and time.

To keep our herds healthy and moving forward, literally, hoof health is essential. For more information on Aaron Lavoy's hoof trimming method, please visit Midwestern Hoof Trimming School. An online class is also available in English and will be available in Spanish in the future.

2025 Corn Congress

January 9, 2025

DoubleTree by Hilton

1111 Jefferson Rd,

Henrietta, NY 14623

Mail-In Registration On Page 6

Annual Farm Business Summary And Analysis Season Is Right Around The Corner

John Hanchar

Summary

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

Background

Current and expected supply, and demand conditions suggest that the economic outlook for some farm businesses, for example, row crop farms, has weakened compared with recent years. Management decisions that seek to achieve objectives given a less favorable economic outlook benefit from measuring past, and expected financial performance. The latter are characteristic of sound financial planning and control. Winter months present farm business owners with opportunities to undertake planning efforts for the purpose of improving results. Research suggests that financial management practices, including annual farm business summary and analysis, key components of the planning and control functions, better position a business for success.

Characteristics of Effective Farm Financial Management

Effective farm financial management emphasizes sound financial planning and control.

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

1. "Where is the business now?" Include, "How is the farm business positioned to handle financial adversity, risks, uncertainties, for example, due to a less favorable economic outlook for the farm business?"
2. "Where do you want it, the farm business, to be in terms of financial condition and performance?"
3. "How will you get the business to where you want it to be?"

Financial planning practices include

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

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

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

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

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

• Objectives of the DFBS Program include: provide producers with opportunities to analyze the business' production and financial situation, set future goals, and make sound financial decisions; help managers to better understand the business' ability to handle risks and uncertainties.
• The DFBS also allows producers to compare their business performance to that of other dairy farms.
• The summary and analysis for each farm includes

profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency, as well as analyses of the cropping, and dairy aspects the business.

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

Financial Statements for Agriculture (FISA) Program

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to achieve an objective similar to the one above for the DFBS Program.
- In practice, FISA's ability to provide peer to peer comparisons is limited.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

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

If you are interested in improving your business' ability to practice sound financial management, then please contact us to learn more about some of the tools available and their value and, or to discuss plans for completing a farm business summary and analysis for 2024. Owners of all types of farm businesses are encouraged to contact us. The NWNY Dairy, Livestock, and Field Crops Program has the capacity, using the above tools, to work with farm business owners to develop valuable farm business summary, and analysis. The NWNY team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.

Morning Agenda

8:30 AM - 9:50 AM

Registration & Visit Vendors

DEC Recertification Points &
Certified Crop Adviser Credits Available.
Please bring your Applicator Picture ID

9:55 AM

Opening Introductions and Announcements

Mike Stanyard

10:00 AM - 11:00 AM

Intensive Corn Management: Why Grain Fill Duration and Kernel Weight Accumulation is Essential

Dr. Dan Quinn, Assistant Professor of Agronomy and Extension Corn Specialist, Purdue University

11:00 AM - 11:15 AM

Morning Break

11:15 AM - 12:15 AM

So You Want to Be a Drone Operator: Everything You Need to Know

**Don Nelson, NYS DEC &
Jessica Martin, Aviation Safety, FAA**

12:15 PM - 1:15 PM

Lunch & Visit Vendors

Cornell Cooperative Extension does not endorse or recommend any specific product or service. This program is solely intended to educate consumers about their choices.

Afternoon Agenda

1:15 PM - 1:45 PM

Markets with Mike & Mike

Michael Howlett, Howlett Farms & Mike Meisenzahl, Clover Ag Risk Management

1:45 PM - 2:15 PM

The Importance of Calculating Cost of Production with Low Grain Prices

John Hanchar, CCE NWNY Team

2:15 PM - 2:30 PM

Afternoon Break

2:30 PM - 3:00 PM

Integrated Strategies for Weed Control in NY Corn Production

Vipan Kumar, Weed Scientist, Cornell University

3:00 PM - 3:30 PM

Tar Spot Expands and Now a New Disease, Corn Stunt

Gary Bergstrom, Professor Emeritus, Cornell University

Save the Date!

Feb 12th, 2025

Soybean & Small Grains Congress

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Registration Information

Registrations must be received by: January 1

Name:_____

Name:_____

Farm/Business Name:_____

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Accommodations for persons with special needs may be requested by contacting Ashley Fazio at: 585-343-3040 x138 by 12/29/24.

Corn Stunt: A New Disease and New Insect Vector for New York

Mike Stanyard

As if the increase in tar spot infection is not going to keep us busy enough in 2025, we now have a new corn disease to concern ourselves with. Like most of us, I had never even heard of Corn Stunt before. It is a problem for corn production down in Latin and South America and has shown itself in California, Texas and Florida before. However, in 2024, it made its way north into states such as Oklahoma, Kansas, Missouri, Arkansas, Nebraska, South Dakota, Wisconsin, Minnesota and New York. It did it with the help of a small insect, the corn leafhopper (CLH). The main causal organism, *Spiroplasma kunkelii*, lives inside the leafhopper and is transmitted through feeding on corn.

This leafhopper migrated northward much like potato leafhoppers (PLH) do each season from the Gulf region. Strong storms from the south brought it up further than it has before. In fact, the CLH was not recorded in New York and was not in the Cornell insect collection. The CLH is bigger than the PLH and is gray in color. It has two distinct black dots between its eyes which really gives it away. The CLH can only complete its life cycle and reproduce on corn which includes sweet corn.

The plant symptomology of this disease looks like it could be multiple agronomic issues. Symptoms included shortening of the internodes, stunting, fertilizer deficiencies, small and missing ears, and reduced yields. There were purple leaves and plants, white chlorotic streaks on the leaves and an overall pre-mature dry down. The fields that were tested and turned out to be positive were from Erie, Monroe, Yates and Jefferson Counties. But as I look back to the growing season, I saw fields like those all over the ten-county region this year. Many fields matured earlier than I thought they should have and I kind of wrote it off to hot dry weather and above average degree days.

Gary Bergstrom has put together a more comprehensive article on how this whole discovery came about. Below is an excerpt from his article addressing two very important questions. The full article can be found here, https://blogs.cornell.edu/whatscroppingup/2024/11/04/corn-stunt-a-new-disease-and-a-new-insect-vector-for-new-york-state/. We will also talk more about Corn Stunt at the 2025 Corn Congress which will be January 9 at the DoubleTree in Henrietta.

What does this mean for future corn production in New York?

Documentation of the pathogen and its insect vector in New York in 2024 demonstrated that corn stunt could occur in New York in future growing seasons. And if spiroplasma-infected corn leafhoppers arrive at earlier corn growth stages, significant yield losses could result. Then again, the atmospheric pathways that carried corn leafhoppers to New York in 2024 might not be repeated for several years. Many presume that the corn leafhopper will not overwinter as far north as New York, but, with climate change, that may be proven incorrect. There is much that we don't know. Cornell and Cornell Cooperative Extension have committed to participate in a Corn Stunt Working Group of plant pathologists and entomologists in states affected by corn stunt and corn leafhopper. One aim of the group is to deploy a common protocol to monitor the corn leafhopper during the 2025 growing season. Also, the Cornell Plant Disease Diagnostic Clinic is gearing up to offer a molecular test for corn stunt spiroplasma in 2025.

Confirmed Corn Stunt. Photo: M. Hunter, NYS IPM Program

How will the corn stunt disease complex be managed?

Awareness and accurate diagnosis of corn stunt and regional monitoring for corn leafhopper are necessary first steps in managing this complex. Based on limited observations in 2024, it appears that corn stunt could cause significant yield reductions under New York corn growing conditions. Plant breeding is the long-term solution to prevent corn yield losses. Hybrids with moderate resistance to the spiroplasma and / or the leafhopper have been deployed in Latin American countries to manage the corn stunt complex. International companies that sell seed in the U.S. as well as Latin America are aware of which germplasms are most promising for incorporation into hybrids for northern temperate areas such as ours. I do not expect much choice of resistance in northern hybrids in 2025. Management of corn leafhopper populations with insecticides at corn vegetative stages to reduce corn stunt deserves further investigation. My principal advice to New York growers in 2025 is to plant corn at the earliest recommended date to avoid arrival of leafhoppers at the most vulnerable plant stages for infection by spiroplasma.

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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**

2015 PETERBILT 365 CAB & CHASSIS; 455 HP Paccar MX13; Allison Auto. Trans.; Double Frame; 20K F/A; 46K Rears; Hendrickson Haulmaax Susp.; 278" WB; 208" CTR; 30' Frame; Pintle Hook; Plumbed For Pup Trailer; 295,209 Miles; Stk. # 6952 - **$68,500**

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; 24'8" Frame Behind Cab; 236" CT; PTO w/Controls; Frame Sandblasted and Painted; 205,052 Miles; Stk. # 6942 - **$72,900**

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**

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**

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**

(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; Stk. # 6997/6998/6999 - **$58,900 Ea.**

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; Air Ride Susp.; 22'6" Frame Behind Cab; 168" CT; 85,554 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 - **$56,900**

(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**

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**

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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Stockmanship & Stewardship: Learning and Networking

Nancy Glazier & Chrissy Claudio, New York Beef Council

The New York Beef Quality Assurance program recently hosted the Stockmanship & Stewardship event in Hamburg, NY. The event brought together 121 beef and dairy producers, industry and CCE professionals from across the region and beyond on October 25 & 26. Hosted for the first time in New York and organized in collaboration with Cornell Cooperative Extension NWNY Team (CCE NWNY), provided an invaluable opportunity for producers to expand their skills, network with peers, and deepen their commitment to animal welfare and beef quality. By attending, all producers also attained their Beef Quality Assurance (BQA) certification.

The event featured interactive round-robin sessions led by top industry experts, each addressing critical aspects of beef and dairy production:

- Consumer Insights: Understanding consumer values and demands in today's beef market.
- Cull Cow Management: Effective strategies for managing cull cows to enhance herd productivity.
- The Grazier's Toolbox: Practical tools and techniques for optimizing pasture management and improving grazing systems.
- Beef x Dairy Cross Opportunities: Insights and strategies from a producer experienced with beef-on-dairy crossbreeding.
- BQA Transportation: A truck and trailer walk around with the BQA Transportation Pre-Trip Checklist, focusing regulations for transport.

The afternoon featured insight from national sponsor Neogen on herd replacement selection. The highlight was watching and learning good handling practices from clinicians Curt Pate and Dr. Ron Gill.

The afternoon featured insight from national sponsor Neogen on herd replacement selection. The highlight was watching and learning good handling practices from clinicians Curt Pate and Dr. Ron Gill.

Among the attendees was Kate Maher, a Virginia cattlewoman, who shared her positive experience: "The NY Stockmanship & Stewardship event was was outstanding. Each session offered practical information that I can use to become a better beef producer. It was also a fantastic opportunity to connect with other farmers and share ideas. The experience was absolutely worth the time, and the Rancher Resilience Grant helped cover most of the costs. Thanks to the NY Beef Council and Cooperative Extension for organizing such a valuable educational event."

The New York Beef Council extends heartfelt thanks to the attendees, speakers, and sponsors who made this event successful. By fostering connections, enhancing skills, and investing in knowledge, New York's beef and dairy producers are helping to ensure a resilient and high-quality beef industry in the region.

Dr. Adam Murray, left, beef cattle extension specialist provided his thoughts on NY beef production. Photo courtesy Vernon Bewley, Neogen.

The panelists answer questions on day one of the Stockmanship & Stewardship event. Photo courtesy Vernon Bewley, Neogen.

The Importance of the Dairy Farm Feeder

Maragaret Quaassdorff

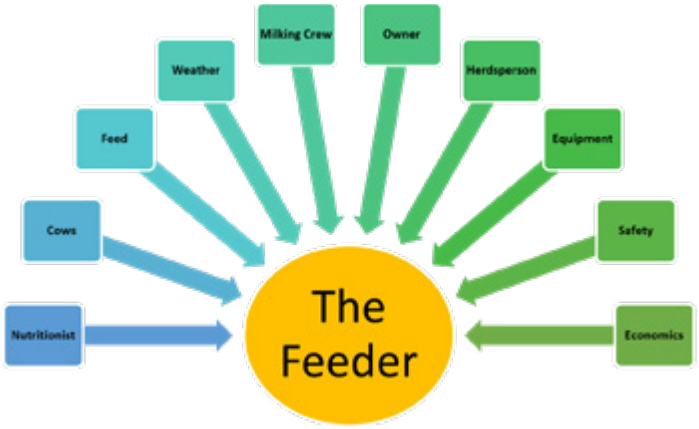

Figure 1. Common factors interacting with the dairy farm feeder.

In November, we held our regional Feeder Schools, which provided an opportunity for dairy farm feeders from a variety of different backgrounds to increase their knowledge, as well as share their experiences and stories. Strategies for mixing feed and feeding cows vary as much as farm layouts and business goals do, but one thing that stays consistent is that the dairy farm feeder plays a key role in the success of the entire operation. Cows thrive on a consistent, well-formulated diet, mixed with high-quality ingredients, that is delivered to and is accessible to them at all times. As seen in Figure 1, the dairy farm's feeder has to work directly or indirectly with many different influences, while still performing their job well and efficiently. This makes the job of feeding cows both a science and an art. Not to mention that dairy farm feeders have direct influence, and stewardship over the highest expense on the farm; the feed. Cornell studies show that total feed costs (purchased and grown feed) make up 45-60% of the total operating expenses on a dairy, with the job of feeding the cows taking up 7.7% of the total labor hours on the farm. Care of these resources and efficiency in doing the job is paramount to the success of the dairy.

As was discussed in the Feeder Schools, communication between the feeder and other people managing and consulting on the farm is key to making top-level decisions that ensure that efficiency, safety, proper use of feed resources, and cow health are achieved. Good feed that never makes it into the cow doesn't do much good in producing milk. For feeder purposes, "shrink" can be defined as feed loss from the bunk (or bay or bin) to the feedbunk in front of the cow. On farms, the total percentage of shrink can be hard to measure, but is estimated to vary from 5-30%. In some cases, feeders may have little control over the cause of the shrink that occurs (think wind and weather events), but there are ways to reduce it. Proper storage of forages may not be the responsibility of the feeder, but it is their responsibility to uncover the feed properly and discard any spoiled feed. Anything done ahead of time to minimize spoilage benefits everyone. Investing in employee training and maintenance of equipment are high on the list for reducing shrink. Investing in good storage facilities, their location, and maintenance as needed goes a long way to reduce shrink. Uneven driveways, potholes, and mud can all contribute to spillage of feed or contamination of feed while it is being measured and transported into the mixer wagon. Properly sized equipment for the loading needs, mixer wagon utilization, maintenance, and location can all be assessed as well for efficiency and feed savings. Bird and other pest pressure (rats in the barn, wildlife tearing plastic covers and bags) should also be managed. Monitoring dry matters, and communicating about the number of cows in each pen also help to keep things dialed in week after week.

As the people doing the job each day, dairy farm feeders should be taken seriously by the farm management team when identifying areas contributing to feed shrink, and ideas on how to reduce it. Improving in any of these areas can improve job fulfillment and increase the bottomline for the farm.

Photo 1. CCE NWNY Feeder School participants learn how to troubleshoot issues related to mixer wagon calibration and maintenance. Photo by Betsy Hicks.

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

December 10

Agritourism Workshops Monthly

Agritourism Accessibility

12PM - 1PM : ZOOM : Free

Registration:
https://cornell.zoom.us/webinar/register/WN_-GtWRfiPSgakN-DObc-AsHg#/registration

December 26

Cornell Cow Convos Podcast Episode 16

Release for Listening

Registration:
https://soundcloud.com/user-301921459-118136586/sets/cornell-dairy-convos

January 9

2025 Corn Congress

8:30AM - 3:30PM : DoubleTree by Hilton, Henrietta NY :
$60 non-enrollee
$45 enrollee

Registration:
https://nwnyteam.cce.cornell.edu/event.php?id=2448

February 6

2025 NWNY Dairy Day

9:30AM - 2PM : The Chalet at East Hill Creamery, Perry NY : TBD

Registration:
https://nwnyteam.cce.cornell.edu/event.php?id=2441