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

AG FOCUS

Photo: Sasha Israel, Cornell Photos

This Issue

- **New York's Dairy Revolution: A Celebration of Progress, Innovation, and Community** *By Margaret Quaassdorff* 1 & 3
- **2024 Performance of NWNY Region Dairy Farm Business Summary Program Cooperators – Results as of May, 2025** *By John Hanchar* 4
- **Hello & Goodbye** 5
- **Animal Fiber Options** *By Nancy Glazier* 6
- **June's Most Unwanted Field Crops Pests** *By Mike Stanyard* 7 & 8
- **Is Uterine Health Bugging Your Cows? It Might be Time to Think Outside the Box** *By Kaitlyn Lutz* 9
- **Managing Nitrogen for Late-Planted Corn After a Wet Spring: Split or All Upfront?** *By Jodi Letham* 11
- **UPCOMING EVENTS** 12

New York's Dairy Revolution: A Celebration of Progress, Innovation, and Community

Margaret Quaassdorff

June Dairy Month is a time to honor the hardworking farmers, families, and communities who keep America nourished. This year, we have even more to celebrate: a bold new vision for dairy's future, led by New York State. While states out West have long been seen as the dairy industry's growth centers, New York is reshaping the narrative with a smart, sustainable strategy focused on value-added processing, environmental responsibility, and local economic impact. With over $2.4 billion invested in next-generation facilities, our state is building a dairy future that's every bit as proud as its past.

Three Facilities, One Vision: Adding Value, Creating Jobs, Building Resilience

1. Fairlife – Webster, NY

Coca-Cola's Fairlife brand is bringing a $650 million ultrafiltered milk facility to life. The 750,000-square-foot plant will process 5 million pounds of milk daily into high-protein, low-sugar dairy products—meeting growing consumer demand for health-focused options.

2. Chobani – Rome, NY

Chobani's $1.2 billion facility in Rome will span 1.4 million square feet and require milk from 100,000 cows—supporting hundreds of local farms. The plant will bring 1,000+ new jobs and is poised to be an impactful dairy investment in NY.

"When you invest in people, in local communities, you're not just building a business—you're building a future." — Hamdi Ulukaya, Founder & CEO

3. Great Lakes Cheese – Franklinville, NY

This $700+ million facility will double milk purchases to nearly 5 million pounds daily. Designed with on-site sustainability features, including a wastewater treatment plant, it's a model for environmentally responsible

Cont. on page 3

NWNY STAFF

David Bechtel
Field Support Specialist

865.951.9495
db979@cornell.edu

Nancy Glazier
Small Farms, Livestock

Genesee County
585.315.7746 (cell)
nig3@cornell.edu

John Hanchar
Farm Business

Livingston County
585.991.5438 (office)
585.233.9249 (cell)
jjh6@cornell.edu

Ashley Fazio
Administrative Assistant

Genesee County
585.343.3040 x 138 (office)
585.549.0630 (cell)
ak2367@cornell.edu

Jodi Letham
Field Crops & Soils

Livingston County
585.689.3423 (cell)
jll347@cornell.edu

Margaret Quaassdorff
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.405.2567 (cell)
maq27@cornell.edu

Kaitlyn Lutz
Bilingual Dairy Management

Ontario County
585.689.3114 (cell)
kal263@cornell.edu

Mike Stanyard
Field Crops & IPM

Wayne County
315.331.8415 x 123 (office)
585.764.8452 (cell)
mjs88@cornell.edu

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

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

Postmaster:
Send Address Changes to:

NWNY Team, Attn: Ashley Fazio, 420 East Main St., Batavia, NY 14020

Direct all inquiries on advertising space/rates to: Ashley Fazio at 585-546-0630 or ak2367@cornell.edu

New York's Dairy Revolution: A Celebration of Progress, Innovation, and Community Cont.

dairy processing.

What This Means for Dairy Farmers

New York's dairy expansion opens new opportunities for forward-thinking producers:

-Stable markets through co-op or individual supply contracts with large processors

-Premiums for quality, consistency, and sustainability

-Incentives for farms investing in robotics, automation, and environmental technologies

Farms that prioritize high components, low somatic cell counts, and smart herd management will be well-positioned in this evolving market. Smaller operations can still succeed by focusing on efficiency, consistency, and what makes you a valuable milk supplier beyond volume. Is it milk quality? Is it informative data? Others may consider niche products, especially as consumer demand for traceability and local sourcing grows. Some key challenges to be aware of for both dairy producer and processor include:

-Labor availability, and the ability to recruit and train, and retain a skilled workforce. Farms and cooperatives are encouraged to reach out to extension for dairy employee training needs.

-Environmental compliance could encourage a broader adoption of digesters, nutrient management, and methane-reduction technologies; not all of which fit every dairy system or region

-Infrastructure stress—roads, wastewater systems, and utilities—must be upgraded to support this rapid growth

If you haven't yet, consider applying for the next round of Dairy Modernization Grants this Fall to help with outdated systems, improving milk quality, improving worker conditions, or strengthen the farm's ability to respond to challenges.

This month, we don't just celebrate the past—we prepare for a bright future here in New York. Together, we're building the next chapter of dairy—stronger, smarter, and more sustainable than ever. Happy June Dairy Month to our farmers, processors, industry partners and to all those who enjoy and rely on our industry!

The NY Corn Yield Contest is back

NYCSGA is bringing the corn yield contest back to New York this year! After a 1-year hiatus, it's back – along with the soybean yield contest.

We will begin collecting entries on July 1, 2025, with all entries due by August 15, 2025.

Check Out The NWNY Team Blog!

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

https://blogs.cornell.edu/nwny-dairy-livestock-field-crops/

@CCENWNY

https://www.facebook.com/NWNYTeam

https://www.linkedin.com/in/ashley-fazio-36a71526a/

https://www.youtube.com/@CCENWNY

To sign up, employees can text their name and farm name to (585) 689-3114 on WhatsApp.

2024 Performance of NWNY Region Dairy Farm Business Summary Program Cooperators – Results as of May, 2025

John Hanchar

At this point, consider these results preliminary -- the sample size will increase over the next months prior to final reporting of results.

Summary

• Milk receipts net of milk marketing expenses per hundredweight (cwt.) rose 13 percent to $23.41 per cwt. in 2024, while milk sold per cow averaged 27,179 pounds, an increase of 1 percent relative to the 2023 value.
• In 2024, the total cost of producing a cwt. of milk was $23.20, a decrease of $0.24 per cwt. relative to 2023's value of $23.44 per cwt.
• As of May 8, 2025, results suggest that NWNY region dairy farms cooperating in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program realized higher levels of profit in 2024 compared to 2023 -- for example, for 2024, the rate of return on all assets without appreciation averaged 7.9 percent compared to 3.7 percent in 2023.

Introduction

Results reported here represent averages from over 30 NWNY region dairy farms cooperating in 2024 and 2023. The DFBS Program uses a whole farm approach to calculate operating, purchased input, and total cost of producing milk per cwt. measures, subtracting accrual non milk operating receipts from accrual operating, purchased input, and total expenses, costs.

Size of Business and Rates of Production

• Average number of cows per farm was 1,552 in 2024, about a 7 percent increase when compared to 2023's average.
• Milk sold per farm increased to 42,172,317 pounds in 2024.
• Milk sold per cow averaged 27,179 pounds in 2024 compared to 27,000 pounds in 2023.
• Worker equivalents per farm included all providing labor, and management to the farm business averaged about 28 in 2024.
• Hay dry matter harvested per acre rose from 3.2 tons to 3.8 tons per acre, while corn silage harvested per acre increased 5.9 percent to 21.49 tons per acre in 2024.

Income Generation

• Milk receipts net of milk marketing expenses per hundredweight (cwt.) increased from $20.73 to $23.4 per cwt.

• Milk receipts net of milk marketing expenses per cow rose from $5,597 in 2023 to $6,361 per cow in 2024, an increase of 13.7 percent.

Cost Control

• Dairy feed and crop expense per cwt. of milk fell from $9.64 in 2023 to $9.28 per cwt in 2024, a decrease of 3.7 percent.
• In 2024, total cost of producing a cwt. of milk averaged $23.20, a decrease of 1 percent relative to the 2023 value of $23.44.

Profitability

• Net farm income without appreciation per cwt. of milk averaged $4.29 in 2024, over a doubling when compared to 2023's $2.03 per cwt. value.
• Rate of return on equity capital without appreciation rose from 3.1 percent in 2023 to 8.8 percent in 2024.
• In 2024, the rate of return on all assets without appreciation was 7.9 percent, also an increase relative to 2023's value.

Final Thoughts

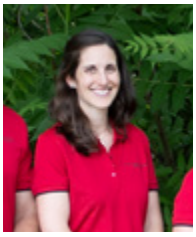
Sound farm financial management practices are key to achieving farm business objectives and goals. Financial summary & analysis help answer

• Where is the business now financially?
• Where do you want it to be?
• How will you get the business to where you want it be financially?

For example, owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for purposes of identifying strengths, and possible areas for improvement by comparing their results to results of other cooperators, and evaluating progress towards goals.

If you are interested in improving your farm business' ability to practice sound financial management, then please call or message us – for contact information, please see information at the front of this newsletter. Owners of all types of farm businesses are encouraged to contact us. 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.

Hello & Goodbye: New Field Support Staff Member David Bechtel Starts and Dairy Specialist Kaitlyn Lutz to Leave Mid-June



Kaitlyn Lutz, the NWNY Team's Bilinguial Dairy Management Specialist, will be leaving in mid-June to start a position at Ag Workforce Development. Kaitlyn is a very talented and kind doctor and the Team will miss her!

David Bechtel, transplanted to Arcade from Knoxville, Tennessee, joins us as the Field Support Specialist. He is originally from Williamsport, PA and his wife is from western PA and they are glad to be closer to family. Also, with his wife retiring, he was determined to never spend another summer in TN where the current forecast predicts temperatures averaging 18°F above Arcade's for the next 10 days (and it's not even Memorial Day yet)! His first career was in Civil Engineering followed by a couple decades as a stay-at-home dad with their two children. In 2017 he embarked on what he believes will be his third and final career when he began a Masters of Entomology at the University of Tennessee, finishing in 2020. Upon finishing, he was employed in the UT Entomology Department working primarily for his former advisor, Dr. Jerome Grant, focusing on biological control of emerald ash borer, and IPM in general, mainly in forest systems, with a good helping of outreach to educate the public about entomology. He also spent some time rearing potato beetles for pesticide research and predatory beetles for release for biological control of hemlock woolly adelgid. No fan of mowing the lawn, he plans to landscape his 3,000 square foot lot with native plantings to benefit pollinators, and other beneficial insects when his time's not being consumed by his fixer-upper—the price was right. David also enjoys fly fishing and plans to soak a line in his backyard trout stream with some regularity... and hopes that stream will stay in its banks. His motto is, "Time's fun when you're having flies!"

Animal Fiber Options

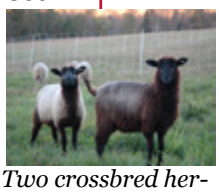
Nancy Glazier

For many farms, fiber is considered a byproduct of the meat sheep industry. Some farms had transitioned to hair sheep to eliminate the need for shearing. Now, there is a growing initiative in New York and the Northeast for quality fleeces and fibers. Other species that are raised primarily for fiber are alpacas, angora goats, and angora rabbits.

New York state is now supporting fiber farms with their Grown & Certified NY program, https://certified.ny.gov/. Gaining your certification can help your fiber business with promotion, as well as open it up to some grant opportunities. Farms must produce raw wool or fiber or have most (51%) of their processed products grown in NYS. They must also complete tier 2 and continue to participate in the Agriculture Environment Management (AEM) program through county Soil & Water Conservation Districts.

Have your farm store or business added to the website, NYS Fiber Trail, https://www.nyfibertrail.com/. You can also participate in the passport program where visitors get their card stamped when they visit your location and others around the state. When filled, they can send it in and get a chance to win a gift card.

Hudson Valley Textile Project, https://www.hvtextileproject.org/ is an organization that supports the network of fiber farmers through to artisans. They are looking to bring regionally produced fiber to consumers. An initiative of HVTP is the Northeast Fiber Exchange, which is a fiber buying hub to support NY's textile creation. Sellers must become certified. Check out the website to learn more.



Two crossbred heritage-breed sheep, raised for their fleeces.

The market opportunities are increasing but you need a quality product to sell. Wool or fiber for textiles needs to be fine. Soft and very fine wool may be 20-22 microns or less. Coarser and less desirable may be upwards of 30 microns. Breed selection, genetics within the breed, and nutrition play a key role in quality. Some farms are going back to the heritage breeds for wool production.

Cleanliness is very important, too, whether out on pasture or in the barn. Consider types of hay feeders for feeding hay. Keep weeds down in pastures to reduce plant material or debris like burdocks in the wool.

The Northeast Fiber Exchange is tentatively planning Western NY Rug Wool Purchasing Days June 12 & 13 in Bergen, Genesee County. Join their seller email list for more information, https://mailchi.mp/hvtextileproject/nefxsellers.

This is just an overview of what's happening in the wool and fiber industry. Plant fiber is another emerging market that I don't know much about.

June's Most Unwanted Field Crops Pests

Mike Stanyard

Even though our planting season has been a little behind this spring, rest-assured the pests that like to eat them will be here in June! Here are the top six to look for in corn, alfalfa and soybean.

Black Cutworm (BCW). This moth usually is the first uninvited guest of the season. Pheromone traps caught our first BCW on April 27 and some decent flights have been recorded since early May. There are plenty of cover crops and grassy areas to lay eggs so it looks like we will be on the watch in early June for BCW larvae activity in corn fields. Tune into the NWNY team blog for weekly pheromone trap and degree day updates for your area.

Walk the rows looking for cut, wilting, or missing plants. If you find an injured plant, dig in the soil around the base. BCW are nocturnal and will hide under the soil during the day. If 5% or more of the plants in the cornfield are cut or injured, an insecticide spray is warranted. You can view our video on how to scout for BCW at https://www.youtube.com/watch?v=4CZExOQwS-I.

Common Armyworm (CAW). Like BCW, the first CAW were recorded on April 27 and flights have not been as large across the region. Armyworm infestations can be found each year in barley, rye and wheat. They also can cause problems in grass fields, pastures, mixed grass/alfalfa seedlings and corn. Remember to look for the blackbirds to help you find where the CAW are feeding in small grains.

With the increase in the use of cover crops, we have the potential to see more larvae injury in corn. CAW larvae feed from the outside edge of the leaf towards the midrib. Leaves look very ragged. Larvae feed at night and hide in the corn whorls during the day. Penn State recommends "Control efforts are usually not economical unless 10 percent or more of the plants are infested".

Potato Leafhopper (PLH). Since PLH fly in each year from the south it is hard to predict their arrival. There are no pheromone traps to monitor them. I have seen leafhoppers as early as May 6th and as late as June 7th. As of May 16, no PLH have been found in NY. Second cut regrowth and new seedings are the most vulnerable. PLH feed by piercing and sucking the plant sap from the plant. The resulting hopper burn (yellow leaves) and stunting means that we missed our opportunity for timely management.

PLH management is based of plant height and leafhoppers per sweep. Cornell recommends taking five sets of sweeps with a sweep net (10 sweeps per set) per field and calculating a PLH (adults & nymphs, see picture) per sweep for each set. The economic thresholds for PLH are listed below.

Plant Height	PLH per Sweep
< 3 Inches	0.2
3 to 7 Inches	0.5
8 to 10 Inches	1.0
11 to 14 Inches	2.0
15 + Inches	> 2.0

Alfalfa Weevil. The adult weevils overwinter here in NY and are usually a potential problem in first cut alfalfa. Weevil larvae have been found but damage has not been economic so far. Threshold is 40% of stems showing feeding injury (see picture). Inspect 50 stems across the field. Cutting early is an option to insecticides if the field is within 10 days of a normal harvest. Hopefully, we can get first cut in the bunk with no problems. Don't forget about second cut regrowth. If we have lots of small larvae emerged at first cutting, they can eat regrowth as fast as it emerges. If 50% of regrowth shows feeding injury, spraying is justified. Here's another team video to learn how to assess and scout for weevil larvae injury, https://www.youtube.com/watch?v=p0S6OjkF13Y.

Soybean Aphids. We are still not sure what soybean aphids are going to do yet. They have not been an issue the last couple of seasons. In most years, I will observe the first winged females flying to soybeans during the first week of June. A high percentage of our soybeans are still being treated with a systemic insecticide seed treatment which will reduce the success of this initial flight. This seed treatment will not be effective against later summer flights. Always look at the newest growth for the first colonies. Hopefully, natural enemies like lady beetles can take over and keep aphid populations in check. If not, foliar insecticide applications are very effective. The unpredictability of this insect makes scouting your beans even more important! Remember: Treatment threshold is 250 aphids per plant. Here's another video on how to scout for early soybean aphids, https://www.youtube.com/watch?v=wwWEQSnD0LM

Slugs. There are three species found in our soybeans but the most common is the gray garden slug. This species overwinters in the egg stage and hatches in the spring right when young seedlings are emerging. The young slugs feed on the leaf tissue. They hide where it is moist and cool during the day and will come out in the evening to feed. Their slime trails are a sure sign that they are present. Even a little bit of tillage seems to be enough to disturb their feeding. Many farms are running over their fields lightly with one of the vertical tillage implements and getting good results. Pelletized slug baits containing metaldehyde (Deadline MP) can be very effective at reducing slug populations quickly but they do not last very long in the field, are pricey and difficult to apply.

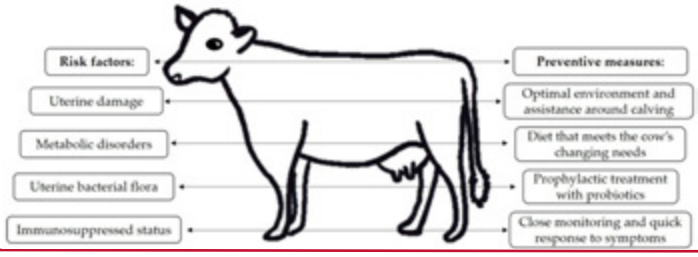
Is Uterine Health Bugging Your Cows? It Might be Time to Think Outside the Box

Kaitlyn Lutz

Microbiomes are all the buzz these days, and for good reason. The more we learn about these networks of microscopic organisms, the more awe I have for the power of something that we cannot even see or hear. Chances are you've heard a lot about probiotics when it comes to digestion. After all, the dairy industry produces yogurt, one of the original probiotics. However, did you know that different distinct microbiomes occur throughout animal bodies?

One important microbiome is that of the reproductive tract. Reproductive issues, including metritis, remain a big opportunity for improvement in the dairy industry. The 2018 USDA/NAHMS report on Health and Management Practices on U.S. Dairy Operations found infertility remains the top reason for involuntary culls (23%) with metritis directly accounting for 2% of involuntary culls. A recent review study looking at risk factors for uterine disease in dairy cattle breaks it down into these four main areas:

Fifteen years ago, when I was in vet school, there was no mention of microbiome in health management.



We have come a long way in a short time with a lot of research efforts in the dairy industry currently focusing on microbiome analysis and manipulation. One such research effort out of the University of Alberta resulted in commercially available vaginal probiotics called FreshStart™ and ProPreg™. Researchers spent 10 years isolating the "good" bacterial strains from research and commercial dairy herds in Alberta, with multiple strains ultimately being packaged into the shelf-stable paste suppositories.

Healthy Cow, the company marketing these probiotics, conducted a clinical trial on three New York herds. You can see their results overview here. In this video, you can see one of our region's own dairy farmers explaining how she uses this product on her herd.

Is it worth the investment? The 180-dose tube of FreshStart™ runs $720 or $4/dose. The protocols suggested vary from 3-6 doses during the transition period, so between $12-$24 plus labor. If you take the conservative dosing regimen and industry estimated average for a case of metritis of $280/case, you'd need to see about a 4% decrease in metritis to break even or one less case per 23 cows.

To learn more about the various microbiomes under study in the dairy industry, listen to our Cow Convo's podcast episode on the Microbiome of Dairy Cows with Dr. Erika Ganda.

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

CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423

585-538-4395 www.caledoniadiesel.com

OVER 325 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT

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**

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; 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**

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; 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 - **$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**

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

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

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

Managing Nitrogen for Late-Planted Corn After a Wet Spring: Split or All Upfront?

Jodi Letham

Persistent wet conditions across much of Western New York have pushed corn planting later than usual in 2025. As growers race to get seed in the ground, a critical management question arises:

Should we apply all nitrogen (N) upfront, or split the application when corn is planted late following a wet spring?

Based on current soil conditions, crop physiology, and nitrogen loss risk, the agronomic recommendation remains clear despite the urge to "catch up" with an all-in upfront application, a split nitrogen strategy remains the more agronomically sound and risk-resilient choice following a wet spring:

Why Split?

1. Reduce Nitrogen Loss Risk
Wet soils are prone to leaching and denitrification, which can rob crops of early-applied nitrogen. Applying all N upfront—especially in saturated soils—raises the risk of loss before the corn can take it up (Culman et al., 2022; Sawyer, 2020).

2. Match Nitrogen Timing to Crop Needs
Corn takes up the majority of its nitrogen between V6 and R1 (silking). Splitting the application allows you to better synchronize nitrogen supply with crop demand, improving efficiency and yield potential (Camberato et al., 2016).

3. Flexibility for In-Season Adjustments
A split approach provides flexibility to adjust rates depending on actual weather, soil conditions, and crop growth—especially valuable in years with unpredictable spring patterns (Barker et al., 2014).

Recommended Nitrogen Strategy for 2025:

- **At Planting:**
Apply 40–60 lbs. N/acre as a base rate. This supports early vegetative growth without exposing all your nitrogen to early-season loss.

- **Sidedress (V5–V8):**
Apply the remainder of your nitrogen at the V5 to V8 stage—just ahead of peak uptake. Use tools like PSNT, Adapt-N, or canopy sensing to guide rate decisions when possible.

- **Consider Stabilizers:**
On heavy or poorly drained soils, use urease or nitrification inhibitors to hold nitrogen in the root zone longer and reduce early losses (Farm Progress, 2023).

- **Plan for Equipment Timing:**
Coordinate now with retailers or custom applicators to ensure sidedress capacity is available in-season.

Soil-Type and Management Notes:
- **Sandy soils:** High leaching risk — avoid high upfront N rates.

- **Clay and poorly drained soil:** Denitrification is a concern — split N is especially important.

- **Late maturity hybrids:** These may have altered uptake curves — split N still aligns well with demand.

Bottom Line:

Late planting does not change the value of split nitrogen applications, it reinforces it. To manage risk, protect yield, and improve nitrogen use efficiency, split applications are the recommended strategy for 2025 corn in Western NY.

References:

- Barker, D. W., Sawyer, J. E., Lundvall, J. P., & Lorimor, J. C. (2014). Nitrogen Fertilizer Recommendations for Corn in Iowa. Iowa State University Extension. https://crops.extension.iastate.edu

- Camberato, J., Nielsen, R. L., & Joern, B. (2016). Nitrogen Management for Corn in Indiana. Purdue Extension. https://www.extension.purdue.edu/extmedia/AY/AY-364-W.pdf

- Culman, S., Duling, B., & Lentz, E. (2022). Managing Corn and Nitrogen in Water-Excess Conditions. Ohio State Agronomy Guide. https://agcrops.osu.edu

- Farm Progress (2023). Best Practices for Splitting Spring Nitrogen Applications. https://www.farmprogress.com

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

Postmaster:
Dated Material
Please Expedite

UPCOMING EVENTS

June 26

2025 CORNELL SEED GROWERS FIELD DAY

For seed growers, and other seed professionals
Place: NYSIP Foundation Seed Barn, 791 Dryden Rd., Rt. 366, Ithaca, NY
Time: 8:30 am - 12:00 pm

8:30-8:55 - Registration, coffee, & networking

8:55 - Begin tour

9:00-10:15 - Small Grains: Breeding for Quality and Disease Resistance
Mark Sorrells
- White and red winter wheat varieties
- Spring oat and spring barley varieties
- High quality spring and winter malting barley varieties for NY
- Release of new winter malting barley variety LakeEffect
- Free-threshing emmer and spelt varieties
- Potential new hulless oat variety release
- Inventory of pest resistant and other new variety seed by crop type RJ

10:15 - 10:45 - The Birds and Bees Act: How New Regulations on Neonicotinoid Seed Treatments Will Shape Field Crop Production in NYS – Insights from Statewide Large-Scale Farm Trials
Alejandro Calixto

10:45 - 12:00p - Breeding of alfalfa, cover crops, vetch and dry beans
Virginia Moore
- Alfalfa-intermediate wheatgrass field experiment: *Leah Treffler*
- Alfalfa autotoxicity project: *Jamie Crawford*
- Cover crop variety availability: *Solveig Hanson*
- Vetch bruchid resistance project: *Ryan Crawford*
- Organic dry bean variety trials: *Emily Fratz*

12:00pm - Adjourn

DEC credits already approved for categories: 4, 10, 1a, and 21. CCA education credits will be requested
Contacts: Alan Taylor (315-521-0439), agt1@cornell.edu) and Margaret Smith (607-255-1654, mes25@cornell.edu)

Attendees will receive 3 credits for Category 4 (Seed Treatment), in addition 3 credits each for Categories 10, 1a, and 21. CCA credits will be requested.
There is No charge to attend and No pre-registration.