



Ag Focus

DAIRY MONTH

Looking at Milk from a Different Angle

By: Libby Gaige

As dairy farmers and those who work in the dairy industry, our interest in milk lies mostly in milk production. Hearing about innovations in dairy processing and trends in consumer demand are interesting to us, but aren't really what we're all about. A group of young dairy managers from Ontario County had the opportunity to learn about how supermarkets think about dairy products in April when we met at the flagship Wegmans store in Pittsford, NY. We were hosted by Ron Indovina, the Dairy Category Merchant, who is in charge of purchasing dairy case items for all Wegmans stores. We came away intrigued and a little overwhelmed by the wealth of information shared with us. Here's a bit of the insight we gained from the other side of the dairy case.

⇒ Upstate Niagara Cooperative, Inc. supplies Wegmans with all the milk needed for Wegmans brand milk in its 84 stores, which are spread throughout MA, MD, NJ, NY, PA, and VA.



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Ag Focus

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The NWNy Dairy, Livestock & Field Crops team will provide lifelong
education to the people of the agricultural community to assist them in
achieving their goals. Through education programs & opportunities, the
NWNy Team seeks to build producers' capacities to:

- ◆ Enhance the profitability of their business
- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being in a safe work environment
- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural
sector, neighbors & the general public.

- ⇒ Wegmans actually *loses* money on every gallon of conventional Wegmans brand milk that it sells! This milk is what's known as a "loss leader" for Wegmans, meaning that they sell it below market cost in order to increase sales elsewhere in the store. As milk is such a popular item, it's worthwhile for Wegmans to sell it below cost because it encourages people to come to the store. They can then make up for the loss on milk in the sales of other products. (Another example of a loss leader is the super cheap turkeys sold for Thanksgiving; the store loses somewhere in the neighborhood of 8 million dollars every year on this item.) What items help them make up for that loss? Wegmans' profit margin on organic milk is very high, and this item is growing steadily.
- ⇒ Has anyone ever noticed that certain Wegmans brand products are offered only in organic? We asked why. Indovina responded that they would only do that when they can offer the organic product at a price equal to or lower than the conventional product. In one example, Wegmans'

supplier for organic carrots had such a small demand that they were very expensive to produce. By giving one supplier all their carrot business, Wegmans made it possible for the grower to supply organic carrots at a lower price. Now Wegmans can sell organic carrots at a price equal to or lower than the price for conventional carrots. This discussion brought up an interesting question: would Wegmans ever offer only organic milk? Would that even be possible? Some producers said they'd be happy to make the switch if they were promised to be paid a price that would be profitable for them. But the question of whether or not farms would be able to provide the required amount of pasture land necessary to meet organic standards raised doubts.

Though touring a supermarket was a very different experience from our usual farm tours, the group's overall impression was positive. One group member commented on how great it was to be able to meet someone who is as passionate about his job as Indovina. Purchasing dairy products isn't what dairy farmers are all about, but it's certainly interesting to hear from someone who *is* all about it.

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Upcoming Webinars:

Update on Starch Utilization by Dairy Cows

June 9, 1:00 - 2:00 p.m.

Presented by:

Randy Shaver

University of Wisconsin-Madison

(<http://www.hoards.com/webinars>)

Tools for Teams Webinar Series: Implementing Team Time-Outs

June 13, 11:00 a.m. - 12:30 p.m.

Presented by:

Lisa Holden

Penn State

(<http://extension.psu.edu/animals/dairy/events/tools-for-teams-webinar-series-implementing-team-time-outs>)



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To feed or not to feed – the additive dilemma

By: Jerry Bertoldo

Considering whether to add feed ingredients that are not basic nutrients has been on the dairy producer's mind for years. All sorts of claims from manufacturers, retailers and salesmen exist, some of them well founded, others not. How can you really decide whether a feed additive is worth the money to give it a try?

Dr. Mike Hutjens, a well-know Professor Emeritus from the Department of Animal Sciences at the University of Illinois, had some thoughts on the subject at a recent meeting in Syracuse. He suggests that four "R's" be looked at before signing on for any additives regardless of an attractive cost per day per cow.

Response: What is the product supposed to do – improve digestibility, milk yield and components, reduce stress, improve health, promote a growth response or drive feed intake?

Returns: What is the cost: benefit ratio? What animals should be targeted?

Research: Has the product been tested using accepted scientific methods with proper controls and statistically significant results rather than "feed 'em and weigh 'em" type farm trials? Ask for published findings!

Results: Can the outcome of additive adoption be effectively captured by DHI records, herd summaries or graphic representation?

The risk of no return or loss on investment may be dependent on your particular situation despite what sound research trials may have reported. Conditions within the herd may change over time making it necessary to review even what appears to be a success story once or twice a year.

Dr. Hutjens offers three lists to categorize feed additives, first grouped by economic impact and within each group by order of potential benefit.

The "priority" list



- Monensin (Rumensin®)
- Yeast and yeast culture
- Sodium bicarb/S-carb
- Silage inoculants
- Organic trace minerals
- Biotin

The "as needed" list

- Propylene glycol (300-500 ml. once daily)
- Calcium propionate (150 gm.)
- Niacin (3 gm. protected; 3 gm. unprotected)
- Mycotoxin binders (clay based or yeast cell MOS compounds)
- Protected choline (15 gm./day)
- Anionic salts
- Acid based preservatives for dry hay and high moisture corn (0.5 – 1.0%)

The "watch" list

- Essential oil compounds (0.5 – 1.5 gm.)
- Direct fed microbials (probiotics)
- Feed enzymes
- Chromium

As with all products there are knock off versions of an original good performer that may have quality or performance issues. Brand X choices often are cheaper for good reason. They may not have been tested well. The package label may read the same despite inherent shortcomings. No additive area is as full of this quandary as the microbials whether silage inoculants, probiotics or yeast products. Rumen buffers and inert fats join into that mix as well. It is a "buyer beware" world out there. Be careful and do your homework!

Cash Rent Expense for Farm Land – 2013 Survey Data are Available

By; John J. Hanchar

Summary

Not surprisingly, cash rent expenses per acre vary considerably over the ten counties in the NWNy Region depending upon productivity differences, intended use and other local supply and demand factors.

Today, results from initial, late 2008 survey efforts by the United States Department of Agriculture/ National Agricultural Statistics Service (USDA/ NASS) through the most recent efforts for 2013 are available online.

Survey results suggest that cash rent expense for non-irrigated cropland by county over the ten county NWNy Region varied from 35 to 85 dollars per acre.

Cornell Cooperative Extension (CCE) staff often receive calls from individuals asking “What is the going cash rent for farmland in my area?” Many in the CCE system have ideas based upon word of mouth and perhaps some spotty statistics for the local area that they serve.

Not surprisingly, actual cash rent expenses for farmland vary over some range. Variability in productivity, intended use and other local supply and demand factors yield a wide range of cash rent values.

Historically, the lack of a consistent data set characterized the situation. The availability of data by county changed when USDA/NASS responded to customer requests and new requirements of the 2008 Farm Bill. Today, results from initial, late 2008 survey efforts by the USDA/NASS through the most recent efforts for 2013 are available online.

The averages reported in Table 1 were obtained by going to: <http://www.quickstats.nass.usda.gov/> and using the query menu on the page to make the following selections

Program: Survey
Sector: Economics

Group: Expenses

Commodity: Rent

Data Item: Rent, Cash, Cropland Non-Irrigated

The pull down menus within the “Select Location” section allow for the selection of desired locations.

Table 1. Cash Rent Expense for Non Irrigated Cropland by NWNy Region County in Dollars per Acre, 2013.

County	Average Cash Rent Expense, Non - Irrigated Cropland (Dollars Per Acre)
Genesee	69
Livingston	75
Monroe	50
Niagara	35
Ontario	68
Orleans	68
Seneca	51
Wayne	48
Wyoming	85
Yates	65

Source: USDA/NASS.

Please note that the values reported in Table 1 are averages. Individual observations likely vary over a wide range of values. Averages for some counties are also available for irrigated crop land and pasture land. Farmer prices paid indices available from USDA/NASS could be used to adjust the above to current price levels.

If an individual is interested in understanding guidelines associated with renting farm real estate, including approaches for establishing starting prices for negotiations from both the landlord’s and renter’s perspectives, then the following resource available at www.nwnyteam.org under the Ag Focus tab should prove valuable: [Guidelines for Renting Farm Real Estate in the Northeastern United States.](#)

Margin Protection Program to Replace Milk Income Loss Contract in Fall

By: Joan Petzen

With the passage of the 2014 Farm Bill by Congress a new Margin Protection Program (MPP) will be implemented. Farmers will be able purchase margin protection to protect a margin from \$4.00 to \$8.00. The premium level is based upon the producer's production during the base period. The base period includes the last three years. The producer will receive a base equal to the highest annual production during that period. Producers will also be required to determine the portion of their milk they want to cover. All in all, the new program requires producers to make more choices with respect to how they protect their margin between milk and feed prices.

Presently, the USDA is in the rulemaking process. Until those rules are complete, the Milk Income Loss Contract (MILC) Program remains in place. Since milk prices are relatively high and feed low, it is unlikely producers will receive MILC payments before the new program is implemented. Producers are encouraged to learn all they can as the program unfolds to allow them to make sound decisions about participation in the MPP.

Land Grant University dairy policy experts are working to develop decision making tools to allow producers to explore the outcomes of different coverage choices. They have also produced a letter that explains the provisions of the Farm Bill: www.dairymarkets.org/PubPod/Pubs/IL14-01.pdf. A

team of experts discusses the provisions of this new legislation in a short podcast that can be viewed at: www.dairymarkets.org/PubPod/Podcast/Misc/. The National Milk Producers Association has developed resources that detail the dairy provisions of the 2014 Farm Bill: <http://www.futurefordairy.com/>. Most recently the American Farm Bureau Federation released a video on these changes. You can find it and videos detailing other provisions of the farm bill at: <http://fbvideos.org>.

According to Cornell's Dr. Andrew Novakovic, "Although the FSA rules are essential before a farmer can be certain about program details, this will be mostly an issue for farm businesses that have complicated ownership structures, owners with multiple businesses, recent start-ups, farmers who anticipate major expansions, and other similarly complex situations. For many of our farmers, they could begin thinking about what makes sense for them prior to the release of the detailed rules with the understanding that they will want to re-check their thoughts before finalizing a sign-up decision."

At this point, it is important for farmers to stay informed about the impending program and be poised to make decisions about signup once the final rules are available. Universities are preparing decision making tools to help producers evaluate both the level of margin protection to purchase and the percentage of their base production they want to cover.



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New Technology for Corn Nitrogen Needs

By Bill Verbeten

Farmers and agronomists are constantly looking for better tools to improve crop production, and corn nitrogen is no exception. In an effort to account for the spatial variability within every field and the temporal variability of nitrogen due to weather farmers are beginning to use two new tools, GreenSeeker and Adapt-N, on a small scale in northwestern NY. While these tools have great potential to improve corn nitrogen management it is important to understand what they require to work well and the situations where their use may not be warranted until more experience is gained with them.

GreenSeeker

What is it? The GreenSeeker was developed at Oklahoma State University for use in wheat. It uses the normalized difference vegetation index (NDVI) values (0 to 1) to determine crop health status. Over time it has been adapted for use in corn. Generally recommended nitrogen fertilizer levels are low at low NDVI values, increase in the middle range, and decline again as NDVI values continue to increase. The idea is that the low NDVI plants have lower yield potential so there is no need to apply much nitrogen. Corn plants in the mid-range of NDVI values have higher yield potential, and require more nitrogen to reach those yields. Finally the high NDVI corn plants have higher yield potential, but already have more of the nitrogen they need to finish producing those yields. This technology easily allows for variable rate nitrogen management. Boom



Figure 1: GreenSeeker Sensors
Source: <http://www.trimble.com/>

mounted and handheld sensors are available. Examples can be seen in Figure 1.

What is required? A nitrogen rich strip at corn planting, the GreenSeeker sensors, and high clearance equipment for a later sidedress nitrogen application (past V6) are needed to effectively use the GreenSeeker in corn. The nitrogen rich strip (placed in fields with different soil types, varieties, planting dates, etc.) is necessary to calibrate NDVI readings.

When does it work? For a GreenSeeker to effectively measure corn health there needs to be a high enough leaf area index (LAI) to have the sensors not be biased by bare soil. This occurs around the V6 stage in corn. Wheat did not have this problem as it covers the soil more quickly.

When does it fail? Early adopters in Ontario, Canada have found that scanning at the traditional early sidedress timing (V4-V5) biases the

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GreenSeeker because too much bare soil is present, which results in lower NDVI values regardless of corn nitrogen status. Scanning and applying sidedress nitrogen at or after V6 overcomes this issue.

How much does it cost? For each GreenSeeker unit mounted on a spray boom/toolbar a farmer can expect to pay between \$3000 and \$4000. Farmers in our region are placing them every 10-20 feet on their equipment, requiring a \$20,000+ investment for using this technology. Handheld GreenSeekers sell for around \$500 and we are currently using them for some ongoing nitrogen response research trials.

Current use and research: About half a dozen GreenSeeker equipped applicators are in commercial use in northwestern NY. A collaborative research project between Agrinetix, Quirine Ketterings of Cornell University, regional farmers, and our Extension team is being conducted during the 2014 season.

Adapt-N

What is it? Adapt-N is a web-based, modeling software developed by Harold Van Es at Cornell University. It uses farmer/agronomist inputs along with weather data to estimate the corn sidedress nitrogen needs. For detailed information about this tool, check out the instructional videos and Adapt-N manual on our website.

What is required? An Adapt-N account and a lot of accurate information are needed to effectively use this tool to determine corn nitrogen needs. If inputs are constant within a management zone in a field, then variable rate nitrogen is possible, but each zone needs to be modeled separately.

When does it work? If the model inputs are accurate then the Adapt-N software usually gives a reasonable sidedress nitrogen recommendation in corn. As the old saying goes if you put “garbage in” you will get “garbage out.” Adapt-N gives better recommendations with later sidedress nitrogen application timing (V6 or later) because more of the growing season is in the model. Checking the model with traditional nitrogen soil tests, GreenSeeker technology, or potentially tissue testing can help

validate/calibrate the model. Cash grain farmers have been the majority of early adopters in our region along with some of the consulting agronomists.

When does it fail? If the input data is inaccurate, Adapt-N will not give an accurate corn sidedress recommendation. Challenges encountered by early adopters have included underestimating corn yield (often due to not having accurate records), problems documenting manure inputs (variable nutrient analysis, un-uniform application rates, losses during incorporation, etc.), overestimating root depths (plow pans and poor drainage limit root growth), and incorrect soil OM levels (these can be highly variable across a field). Do not use default values in the program for your field inputs. Nitrogen credits from cover crops are not currently modeled in Adapt-N. Dairy farms have generally had more difficulty in using Adapt-N than their cash-grain counterparts, but it can still be used if the input information is accurate.

How much does it cost? Farmers can expect to pay \$2-3 per acre to run the Adapt-N model unless a volume discount applies. Full product descriptions are available at <http://www.adapt-n.com/products/>.

Current use and research: Individual farmers and consultants are continuing to use Adapt-N in our region. Like any new tool some farmers have tried it and have moved on to other tools for various reasons. It has been used by Extension specialists in other regions with mixed success. We will continue to monitor and evaluate Adapt-N as part of our ongoing on-farm research efforts. Questions about Adapt-N should be directed to Bianca Moebius-Clune at bnm5@cornell.edu.



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Dairy Facts... Did You know?

- Milk is New York's leading agricultural product. Milk sales account for one-half of total agricultural receipts. Production in 2012 was 13.2 billion pounds with a preliminary value of \$2.56 billion. NY is the nation's 3rd leading producer.
- More than 17 million gallons of milk are consumed in the United States each day.
- 83% of households purchased yogurt in 2012.
- NY is the number one producer of cream cheese and cottage cheese in the country.
- NY milk production increased by 2.2% in 2013, compared to 0.4% growth nationwide. That same year, the state produced 695 million pounds of yogurt, nearly triple the amount in 2009, and was the number one producer of yogurt in the country.
- U.S. dairy farms produce roughly 196 billion gallons of milk annually.
- A cow will produce an average of nearly 7 gallons of milk each day. That's more than 2,500 gallons each year.
- Did you know the U.S. enjoys about 48 pints of ice cream per person, per year? That's more than any other country! On average, that means each of us consume 48,000 calories and spend \$144 a year (\$3/pint), just on ice cream.
- Annual per capita butter consumption in the U.S. (now 5.6 pounds), has risen 25 percent in the last decade to a 40-year high, according to American Butter Institute.
- More than 51,000 U.S. dairy farms provide milk, cheese and yogurt to the United States and other countries. About 97% of all dairy farms are family-owned.
- Dairies create a ripple effect on the agricultural economy and the economic well-being of rural America. When a dairy farmer sells a dollar of milk, it generates economic activity of \$3, and every \$1 million of U.S. milk sales generates 17 jobs.



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2014 NY All Forage Fed Bull Test Wraps Up Year Two

By: Nancy Glazier

The second year of the 112-day bull test concluded May 7. There were 16 bulls consigned from ten farms. Three farms were from Pennsylvania, one from Virginia, and six from New York. The data generated will help breeders and beef producers identify young bulls that excel in forage-based performance. The concept for a New York test was developed by a group of producers looking for evaluations done. The purpose of the test is to develop and evaluate the performance and quality of young bulls on a typical commercial forage diet. As the predominant feedstuff used in a cow/calf operation is forage, the data collected will assist producers in selecting bulls raised in conditions similar to the environment under which they will be expected to perform.

The bulls were delivered to the beef unit at Cornell University's Ruminant Center (CURC) January 8 & 9. They were randomly assigned to two groups based on frame scores which estimates weight at a fixed body composition. The estimated body weights and environmental conditions are inputted into the Cornell Value Discovery System computer model to compute days to reach this weight. As nutrient requirements vary based on where a bull is in relation to its final weight, and there is a large variation in mature size of these bulls, randomly assigning bulls in this manner reduces one significant source of variation. The test officially started January 15 after a week for transition and commingling.



Bull-test bulls at the feedbunk.



Vets at work performing the breeding soundness exam on one of the bulls.

Two diets were fed. Pen 14 will be fed triticale silage; pen 15 will be fed haycrop silage. Intake by pen will be measured. At the test midpoint (56 days) the feed was switched with Pen 14 fed the haycrop silage and Pen 15 fed triticale silage. These silages were fed since they were readily available at CURC. Sammi Clark, Territory Sales Manager for Kent Feeds has donated minerals for the duration of the test. Calcium carbonate was added to the triticale silage to help balance calcium.

Cumulative average daily gain for pen 14 was 1.6 lb; cumulative gain was 1.8 lb. Overall gain of the 16 bulls was 1.7 lb. Breeding soundness exams were completed as well as carcass ultrasounds. The full report is posted to our website under Current Research.

The goal for 2015 is to reach current capacity of 30 young bulls. The test will remain a forage test housed at the beef unit at Cornell's Ruminant Center. An advisory council will be formed to move the test forward with research components of value to beef producers.

For more information contact:

Nancy, 585-315-7746, nig3@cornell.edu

or

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(4) 2009 & (1) 2008 Mack GU7 B C&C, Mack MP8 12.8L 465hp, 18spd Eaton Fuller manual, eng brake, PTO, 8.27 ratio, 20,000 F/M, 65,000 R/A, camelback susp., 252" w.b., triple frame 53k-61k miles, \$71,900.



2004 Kenworth T800, CAT C15 475 h.p., diesel, 18 spd., eng brake, Chalmers susp., 4.33 ratio, 22.5 on all steel, 14,600 F/M, 45,000 full locking R/A, 252,279 miles, 3,500 gal. tank, clean KW T800 w/c truck, stk# 4372, \$60,500.



2002 Freightliner FL112, CAT C10 300 h.p., auto, Hend. susp., 5.63 ratio, 214" w.b., 13,200 F/M, 46,000 R/A, sub-lube system, 156" of frame behind cab, stk# 4120, \$32,500. Also: 2000 same spec for \$23,900.



Heavy Spec 35k Miles
(2) 2009 Western Star 4900SA, Det. 14L 565 h.p., diesel, 8LL trans., eng brake, Hend. susp., 18,740 F/M, 65,000 R/A, 357.51 miles, 2.1x95" x 20" ALFA body only 8,000 hrs., heavy duty hard truck, stk# 4512, \$34,900.



6x6 Big Bucket Truck
2008 Infil 2674 6x6 Bucket Truck, Altec A-55E-00, 60' working height, art. tide, 2sgl. man buckets, 20000' material handler, Cummins ISM 370hp, Allison auto, 4 outriggers, hyd. tool circuit, 111k miles, \$54,900.



1994 Mack R68S T, Mack E6 300hp, diesel, 5spd, camelback susp., 165" w.b., 12,000 F/M, 40,000 R/A, 550,220 miles, w/c line system, exporters welcome, w/c deliver to US & foreign ports stk# 4553, \$119,900.



1999 Kenworth W900, CAT C10 335hp, 8LL trans., 17' walking beam susp., steel comp., 529 ratio, 250" w.b., 24.5 on all steel, T/A, 20,000 F/M, 45,000 R/A, 195,255 miles, elec. tarp, no rust, stk# 4267, \$33,900.



65,000+ Rears Allison 50k Miles
2002 Freightliner FLD w/16" Steel Box, Det. 12.7L 470 h.p., diesel, Jake Brake, Allison auto, 20,000 F/M, 65,000 R/A, 50,795 miles, rubber block susp., 18" x 24" tires, 244" w.b., ECM plug-in inverted, \$47,900.



1992 Mack R680S, Mack E7 300 h.p., diesel, auto, Camelback susp., 22.5 on all steel, tandem axle, 20,000 F/M, 45,000 R/A, paint stripping unit, air compressor, dual tanks, endorsed operator station, hazard lighting, 6x4, stk# 4422, \$27,900.



6x6 Southern Truck
1999 Peterbilt 357, CAT 3306 300 h.p., 8LL trans., rubber block susp., 218" w.b., 22.5 on all steel, T/A, 20,000 F/M, 45,000 R/A, 180,571 miles, very clean, 6x6 meter w/c London 105C Ymixer will separate, 186" of frame behind cab, 150" DT, stk# 4528, \$44,900.



20' Alum
1998 Infil Paystar 5000, Cummins N14 450 h.p., 18spd, eng brake, 20 rubber block susp., alum. comp., tr. axle, 20,000 F/M, 45,000 R/A, 407,450 miles, Infil dump w/c lifting, boomline & tarp, stk# 3540, \$33,900.



20,000 F/M 45,000 R/A Heavy Day Cab
2000 Volvo WG64, Volvo D126 365 h.p., 13 spd., eng brake, Hend. susp., 4.33 ratio, 218" w.b., 22.5 tires, T/A, 20,000 F/M, 45,000 R/A, HD day cab, d/d. frame stk# 4233, \$17,700.



Mixers & Chassis Avail.
(2) 1999 Infil Paystar 5000 w/ McNeilus 10.5 Cu. Yd. Mixer, Cummins M11, 8LL trans., Hydramax susp., DF, 185,587 miles, rubber 50-75mm 20" of frame behind cab, 150" DT, 12-14" w.b., full locking rear s, will separate mixers from chassis, stk# 3563366, \$27,500 each.



2010 Kenworth T800, Cummins ISX 365 h.p., 10 spd., air ride, 170" w.b., 22.5 on all steel, T/A, 12,000 F/M, 40,000 R/A, 515,555 miles, 6x4, very clean ready to go, stk# 4484, \$49,900.



1997 Peterbilt 378, Cummins L 10350 h.p., Allison auto, air ride, 308" w.b., 22.5 on all steel, T/A, 16,000 F/M, 40,000 R/A, 531,144 miles, DF, 21.5" of frame behind cab, 230" w.b., 165" DT, stk# 3365, \$31,900.



6x6 20/46
2000 Freightliner FL112 6x6 Crane Truck, Cummins ISM370hp, Allison auto, 20,000 F/M, 45,000 R/A, Altec D6055 TR, 55' share hgt., telesc., 30,000' 3 stage hyd. boom, riding on grade, 4 outriggers, capstan hoist, hyd. tool circuit, Onan gen., 90k miles, \$44,900.



Clean Flat Dump From The South
1999 Infil 4700, Infil T444, diesel, 7 spd., 16'50" flatbed dump body spring susp., 188" w.b., 22.5 on all steel, 16,000 F/M, 10,000 R/A, 107,661 miles, good rubber, juice brakes, good runner, stk# 4519, \$15,900.



44,000+ Rears Braden Winch
2002 Kenworth T800B Winch, CAT C10 235 h.p., diesel, 10 spd., eng. brake, Neway susp., 172" w.b., 12,000 F/M, 44,000 R/A, 245,114 miles, very clean, Braden 45,000 lb winch, DF, full roller rubber 18" 6x4, stk# 4425, \$21,900.



16" Steel Dump 200k Miles
2006 Volvo VHD42B200 w/16" Steel Dump, Volvo VED12D 395 h.p., diesel, 8LL trans., eng brake, Tuffrac susp., 4.89 ratio, 24.5 tires, 232" w.b., 20,000 F/M, 45,000 R/A, 200,337 miles, stk# 4005, \$52,500.



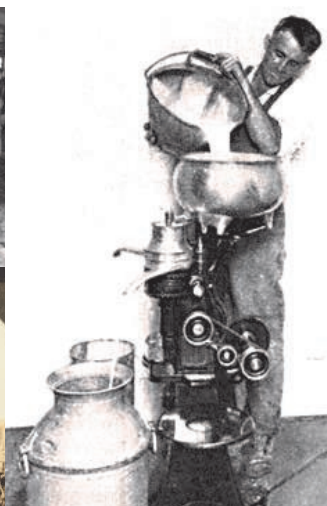
Big HP 44 Rears
(2) 1997 Peterbilt 378 Day Cabs, Cummins N14 460E+, 18spd., eng. brake, air trans. susp., 12,000 F/M, 44,000 R/A, 170" w.b., alum. wheels.



Clean Low Mile Matching Fleet
(4) 2005 Mack Vision CX813, Mack AC350 h.p., d/d, 10 spd., air susp., 164" w.b., 22.5 tires, all steel wheels, T/A, 12,000 F/M, 45,000 R/A, 475 miles, good running, clean day cabs, steel axles, once overline Vias 457k average miles, 50-75% rubber, export pricing shown, stk# 4298-4401, \$21,500.



1997 Volvo WG64 F, Cummins M11 330 h.p., diesel, 8LL trans., Trade susp., 4.87 ratio, 250" w.b., 22.5 on all steel, tr. axle, 21,000 F/M, 45,000 R/A, 172" DT, 23" of frame behind cab, clean, stk# 4450, \$25,900.

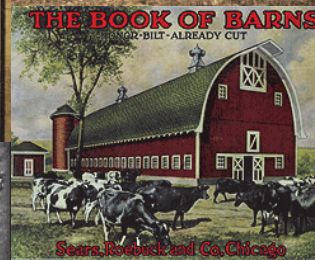


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Save the Date...

June 2014

- 5 **Small Grains Management Field Day**, 9:30-Noon, Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY. DEC & CCA credits available. RSVP or for more information contact: Jenn Thomas-Murphy at jnt3@cornell.edu or Gary Bergstrom at gcb3@cornell.edu
- 8 **Agri-Palooza**, Noon-4:00 p.m., Breezyhill Dairy, 2690 North Sheldon Rd., Strykersville, NY.
- 24 **Seed Growers Field Day**, NYSIP Foundation Seed Barn, Ithaca, NY.

July 2014

- 8-12 **Yates County Fair**, Old Route 14A, Penn Yan, Contact: 315.536.3830
- 15-19 **Genesee County Fair**, 5056 E. Main Street, Batavia, Contact: 585.344.2424
- 15-19 **Hemlock Little Worlds Fair**, 7370 Water Street, Hemlock, Contact: 585.367.3370
- 16 **NY Weed Science Field Day**, 8:30 a.m. - 11:30 a.m., H.C. Thompson Research Farm, Freeville, NY
- 16 **NY Weed Science Field Day**, 2:00 p.m. - 5:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY
- 16-19 **Seneca County Fair**, 100 Swift Road (Corner of Swift & North Road), Waterloo, Contact: 315.539.9140
- 17 **Aurora Farm Field Day**, Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY.
- 22-26 **Ontario County Fair**, 2820 County Road #10, Canandaigua, Contact: 585.262.3247
- 23 **Perennial Biofeedstock Energy Tour & Presentations**, Registration: 9:30 a.m. - 10:00 a.m., USDA-NRCS Big Flats Plant Materials Center, 3266 Route 352, Big Flats. For more information contact: Paul Salon, 607.562.8404 or paul.salon@ny.usda.gov. 3.5 CCA credits & 1 pesticide credit pending approval. To register go to: <http://events.r20.constantcontact.com/register/event?oeidk=a07e9bbx2kg9aca8020&llr=fzz4ttqab>
- 31 **Monroe County Fair**, Northampton Park, Hubbell Rd. (near ski hill & lodge) Ogden, Contact: 585.262.3247

August 2014

- 1-3 **Monroe County Fair**, Northampton Park, Hubbell Rd. (near ski hill & lodge) Ogden, Contact: 585.262.3247
- 5-6 **Stockmanship & Cattle Handling for Beef and Dairy Producers**, Finger Lakes area & times TBD
- 5-6 & 7 **Empire Farm Days**, Rodman Lott & Son Farms, 2973 State Route 414, Seneca Falls, NY. Free Admission, Parking \$10
- 9-16 **Wyoming County Fair**, 70 Main Street, Pike, Contact: 585.493.5626
- 11-16 **Wayne County Fair**, 250 W. Jackson Street, Palmyra, Contact: 315.597.5372
- 14 **NY Corn & Soybean Crop Tour**, Swede's Farm, Pavilion, NY



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