



# Ag Focus

## Dr. Jerry Bertoldo Receives Achievement Award from NACAA

By: Joan Sinclair Petzen

The National Association of County Agricultural Agents (NACAA) recently recognized Dr. Jerry Bertoldo with their Achievement Award. The Achievement Award is presented to those agricultural agents who have been working in their field for less than 10 years but in that short time have made significant contributions to their profession. Fitting for a history buff like Jerry, the award was presented in the ballroom of the historic Old Battle House Hotel during the NACAA Annual Meeting and Professional Improvement Conference on July 21 in Mobile, Alabama.

Dr. Bertoldo, DVM, has taken the lead with dairy discussion groups, Hispanic dairy worker training and group feeding and housing of dairy calves technology since joining Cornell Cooperative Extension as a Dairy Specialist on the North West New York Dairy, Livestock and Field Crop Team in 2004.

Jerry crafted the concept and secured funding to establish a dairy training program for Spanish speaking workers that documents and translates standard operating procedures and provides on-farm training to workers on large dairies across a 10-county region. Dr. Bertoldo serves on the instructional staff for the Wyoming County Dairy Institute helping to develop course outlines and providing both lecture and hands -



*Cornell Cooperative Extension Regional Agriculture Specialists, Crystal Stewart, ENY Horticulture, and Jerry Bertoldo, NWNY Team, receive NACAA Achievement Award.*

on training through eleven different workforce development modules for the dairy industry workers.

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- ◆ 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.



*Continued from page 1*

Calf rearing performance had stagnated on northeast dairies. In recent years, Dr. Bertoldo worked with leaders from across the world to bring group housing with free choice feeding technology, being employed in Europe, to New York dairies. He organized workshops, demonstrations, symposiums and tours leading to widespread adoption which yielded more robust growth and reduced the labor once required to care for calves. Most recently he has assumed leadership for the statewide Dairy Calf Congress, held annually to share advancements in calf raising technology.

Dr. Bertoldo's leadership has established discussion groups for young dairy managers and calf managers in Western New York. These discussion groups provide a forum for dairy farm owners and managers to share information, discover new ideas and reinforce tried and true management practices. The groups have visited one another's farms and taken tours to other areas to expand their knowledge base.

Jerry Bertoldo exhibits the enthusiasm, ingenuity and tenacity required of an effective extension educator. His easy going manner and broad knowledge of dairy science make him a sought after resource by the local farm community. He is a team worker and leader as demonstrated when he mentors new staff, who join the team here in Northwest New York and his officer roles with NYSACAA.

The members of the NWNY Dairy, Livestock and Field Crops congratulate Jerry on receiving the NACAA Achievement Award. We are proud to be part of a team of extension leaders like Jerry.



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# Planting Winter Triticale, Malting Barley, Wheat, & Rye

By: Bill Verbeten

As corn silage, soybeans, and corn grain come off during September and October many winter small grains will be planted in northwestern NY. This article reviews the similarities and differences for current planting recommendations of winter triticale, malting barley, wheat, and rye.

## **Winter Triticale**

Many dairies across the region will be planting this high quality, high yielding winter forage. Farms that have successfully grown winter triticale silage consistently plant in early-to-mid September, apply a large volume of manure at planting (5,000-8,000 gallons), a moderate amount of spring nitrogen at green-up (50-60 lbs. of nitrogen/acre), and harvest at the flag leaf stage the following May. Later planting dates reduce yields (1-1.5 tons DM/acre instead of 2-3 tons DM/acre) and increase the chances of winterkill. If fall growth of winter triticale is greater than 6-8 inches tall a fall cutting should take place to reduce the chances of winterkill. Seeding rates are typically around 100 lbs./acre and drilled 1-1.5 inches deep (use the same seeding depth for all other winter small grains). Broadcasting and rolling winter triticale seed will have a better chance of success if done in early September. Increase the broadcast seeding rate of winter triticale to 120 lbs./acre. However when winter triticale is broadcasted instead of drilled, losses from heaving and weed encroachment are more common due to the shallow seeding depth. See the “Drilled vs. Broadcasted Winter Triticale” video on our website. Improved varieties are available locally. The seed quality and crop performance are generally better with the purchased seed compared to saved seed grown on farm.

## **Winter Malting Barley**

With farmers getting \$12-15/bu for brewing quality grain and \$10-15/bu for distilling quality grain there is a lot of interest in growing winter malting barley this year. Four malt houses are up and running within our region and farmers also frequently do business with two others regionally so there is an established



*Drilled Winter Triticale*

market to link to the high demand from NY farm breweries and farm distilleries to our local farmers. Winter malting barley is a crop that needs more attention to detail to ensure winter survival. Planting must take place in the second half of September so there is enough time for the crop to establish, but not grow so tall that it falls down on itself and winterkills. Do not plant winter malting barley in wet, poorly drained fields. There have been instances where it has only survived over the tile lines on very heavy soils. If possible pick a field surrounded by trees and/or not on a north facing slope. With no snow cover and below normal temperatures last year winter barley fields that had any kind of protection fared much better than those without. It is also critical to put phosphorous fertilizer in-furrow with the seed at planting to increase winter survival. This is also a great practice for any winter small grain. Fertilizer and machinery reps throughout the region have retrofitted many drills to allow for liquid application in-furrow, but solid fertilizer will also work. Winter malting barley also requires a pH of 6.3 or higher at planting. Finally be sure that the seed is treated with a fungicide as a number of soil borne diseases can infect malting barley and all other small grains. A one-page bulletin outlining malting barley best management practices is available online at <http://nwnyteam.cce.cornell.edu/submission.php?id=28&crumb=grains|3>. Wintmalt is the main variety available this year and can be purchased from Seedway or Preferred Seed representatives.



**Table 1: Winter Wheat Seeding Rates**

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

Source: 2012 Winter Wheat Reminders, Mike Stanyard

It is better than many older varieties of barley in yield, malt quality, and winter survival. It can perform well if properly managed (one farmer had 100 bu/acre in 2014) at planting and the following year, but a number of fields had lower yields and spots where it didn't survive the 2013-14 winter. A couple of elite winter malting barley varieties from the Cornell Small Grains variety trials are currently in seed production and should be available next fall. These varieties have had better winter survival, yield potential, and malting quality for the past 2-3 growing seasons.

### **Winter Wheat**

High yields from high management winter wheat begin at planting. Mike Stanyard has written extensively on this topic and many of you are already taking the necessary steps to give yourself the yield potential of 80-100 bu/acre of winter wheat. Seeding rates will change with planting date and soil conditions, *Table 1*, increasing as we get into October and when planting conditions are poor. Starter fertilizer in-furrow should be limited to 15 lbs. nitrogen/acre and 30 lbs. nitrogen + potassium/acre. These starter N and K recommendations are also appropriate for other winter small grains. Higher fertilizer rates can be broadcasted and incorporated with tillage if needed. Varietal selection is critical for success, especially for reducing the risk of *Fusarium* head blight infestations. In recent years we have also observed some varieties (e.g. Otsego) that are very vulnerable to powdery mildew infections. Be sure to also consider quality and yield data when selecting your seed. For more information on winter wheat planting check out Mike Stanyard's September 2012 Ag Focus article on page 14.

### **Winter Rye**

As one of the easiest winter small grains to grow farmers often neglect managing winter rye beyond a simple cover crop. Mostly planted in early October, it can survive and offer some ground cover or early spring forage at little cost. However as the farm distilling market is demanding more local rye (and paying prices similar to malting barley) farmers are starting to consider managing winter rye more aggressively to increase yields. Many of the same practices used in high management wheat and malting barley production can also be used to grow high quality winter rye. However our current winter rye varieties have some characteristics that limit grain yield. Winter rye tends to lodge easily when nitrogen rates are increased to levels similar to high management wheat. Additionally it is very difficult to get more than 40-60 bu/acre of grain due to the poor yield potential of currently available seed. However recent work with hybrid rye varieties from Germany is showing that with better genetics yields of over 100 bu/acre are possible without lodging. Similar to malting barley, seed production of hybrid rye is currently underway in NY and should be available to purchase next fall.

### ***Broadcasted Winter Triticale***



# Pate Visit a Success!

By: Nancy Glazier

The National Beef Quality Assurance program offered to assist with expenses to bring stockmanship expert Curt Pate to NY. I am a member of the state committee and quickly volunteered for the task of driving him around the Finger Lakes for 2 days. As time wore on, I became a bit more hesitant. To spend 2 days with a stranger was a little bit unnerving. I think there was a bit of apprehension on his part, too.

It wasn't long after I picked him up at the hotel near the Rochester airport my concerns were laid to rest. I soon discovered his passions – family, small farms, grazing, and animal welfare. I could easily relate. He said the gently rolling hills and Finger Lakes reminded him of Sweden. The green grass (and everything else!) reminded him of Ireland. I explained things aren't always this green here in August.

Curt has a wide background working with animals. His grandfather had an auction barn and slaughterhouse. He grew nostalgic at a stop at one of the sale barns. His values came from that time since his grandfather demanded horses and cattle be treated humanely. That stuck with him when he started working horses and then cattle.

At all of the clinic stops, Curt took his time getting started with the training. He 'read' the audience and tailored each presentation to the group. He worked



*Curt Pate working a steer at Empire Farm Days.*

dairy or beef cattle at each clinic, which is the format he prefers. He does not use PowerPoint presentations. The toughest crowd was at one of the sale barns working with the employees. He skipped the presentation and we went out to the holding facilities. The employees were in their environment and more willing to talk. Ideas were developed to make the facilities better for both employees and animals. A hot topic was touched upon and will need some further work to remediate.

Curt is very concerned with consumers' perception of animal agriculture. We always need to keep the industry moving forward towards transparency. A quality of life is important for the farmer and livestock. He says it is our duty to care for them and they provide for us. We need to protect them from fear and being alone. Animals have a high tolerance for pain, but we need to protect them from any unnecessary pain.

Livestock need to be read before they are worked. Curt took the time to watch them before entering the pens or barns. He moved towards them with confidence and firm pressure. Livestock can sense hesitancy and timidity. All animals have a flight zone, or he liked to call it pressure point. That zone or point was the basis for movement. He 'hooked on' the cattle; he worked to get them to pay attention only to him, gauging the pressure needed for more sensitive ones.



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Curt referenced the Five Freedoms for confined animals at one of our clinics. It sums up a lot of what he believes. It was originally reported in the Brambell Report (1965) and further developed by the Farm Animal Welfare Council (FAWC) in 1979:

1. **Freedom from Hunger and Thirst** - by ready access to fresh water and a diet to maintain full health and vigor.
2. **Freedom from Discomfort** - by providing an appropriate environment including shelter and a comfortable resting area.
3. **Freedom from Pain, Injury or Disease** - by prevention or rapid diagnosis and treatment.
4. **Freedom to Express Normal Behavior** - by providing sufficient space, proper facilities and company of the animal's own kind.
5. **Freedom from Fear and Distress** - by ensuring conditions and treatment which avoid mental suffering.

At our last clinic at Rita Partee's Fleur de lis Farm, he said we need to step back and take a look at the day. Did we do things right or could we have done things better? That's a great way to end every day!

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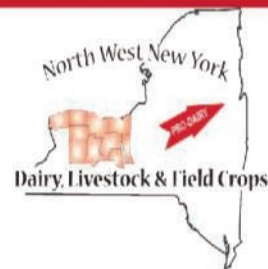
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# What's In An Udder?

By: Libby Gaige

If you earn a living by milking cows, then that udder had better be full of milk, right? Well, on a hot day in late July, dairy producers and employees gathered to learn a little more about what a cow's udder looks like on the inside and how their actions in the milking parlor can affect udder health and milk quality. Thirty-two people attended the two udder dissections held in Oakfield and Perry, NY, hosted by the NWNY Team and VI-COR.



Marko Sosa, Milk to the Max Specialist with VI-

COR, began with a presentation about udder physiology and mastitis. Participants were encouraged to interact, and the informal conversation did not require a vet degree to follow. After participants gained a general knowledge of how the udder produces milk and the effects of mastitis, we got to the meat of the event: dissecting an udder to see what the different structures we talked about look like in real life.

Participants returned home armed with knowledge to help make their cows healthier and happier. They learned what somatic cell count is, how it is calculated and that milk buyers pay premiums for low SCC milk because it contains more milk and fewer somatic cells per cwt. It also produces more shelf-stable products. They were warned about the damage that can be caused to teats by excessive usage of the manual setting during milking and how this damage makes cows more susceptible to mastitis. Another key take-home message was how mastitis can cause irreversible damage to udder tissue, limiting a cow's future ability to produce milk.

Below you can find a quiz to test your udder knowledge! Please turn to page 12 for answers.

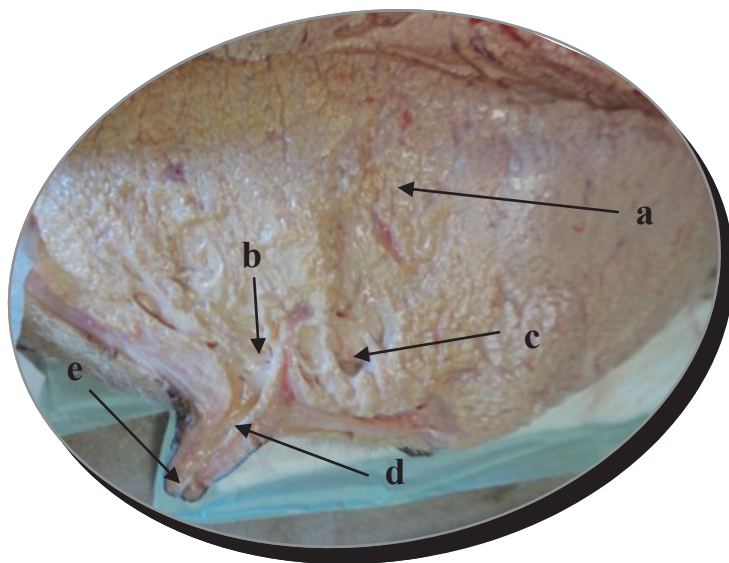
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## *Udder Trivia*

1. How many gallons of blood must travel through the udder in order to produce one gallon of milk?
2. What is mastitis?
3. How many ways can a cow contract mastitis?
4. Which cows in a herd always have mastitis?
5. How is Somatic Cell Count measured?

## *Name the Parts of the Udder*

6. Teat Sphincter \_\_\_\_\_
7. Secretory Tissue \_\_\_\_\_
8. Teat Cistern \_\_\_\_\_
9. Milk Ducts \_\_\_\_\_
10. Gland Cistern \_\_\_\_\_



# Farm Bill Implements More Risk Management Choices

## *Including a New Margin Protection Program for Dairy*

By Joan Sinclair Petzen

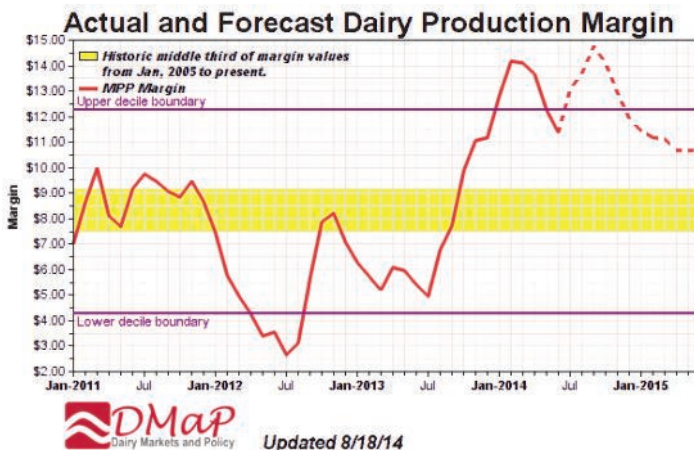
United States policy toward risk management for agricultural producers continues to change. The Agricultural Act of 2014 known among the agricultural community as the “Farm Bill” moves risk management in the direction of producers making choices about their risk management strategies. Direct payments to producers have been reduced, crop insurance programs are enhanced and livestock including milk programs require producers to choose a coverage option. One of the biggest changes is the replacement of the Milk Income Loss Contract (MILC) with the Margin Protection Program (MPP) for dairy. The NWNy Team is working as part of a statewide team together with the National Dairy Program on Markets and Policy to offer training webinars on MPP for farmers across the region on September 23<sup>rd</sup>.

### **How is crop insurance changing?**

The Farm Bill strengthens crop insurance by providing more risk management options for farmers and ranchers and by making crop insurance more affordable for beginning farmers. It continues the growth of the crop insurance program, and provides avenues to expand farm safety net options for organic producers and specialty crop producers. It provides for increased program integrity, guaranteeing that tax dollars are used effectively and efficiently as we expand the farm safety net. An overview of these changes can be found in USDA - RMA Fact Sheet: New Farm Bill Offers Modifications to Crop Insurance Programs, website link: <http://www.rma.usda.gov/news/currentissues/farmbill/2014%20Farm%20Bill%20072414.pdf>

### **What is the Margin Protection Program?**

The Margin Protection Program (MPP) is a new and unique safety net program that will provide dairy producers with indemnity payments when actual dairy margins are below the margin coverage levels



the producer chooses on an annual basis. Its focus is to protect farm equity by guarding against destructively low margins, not to guarantee a profit to individual producers. The farm bill requires the Margin Protection Program to be established no later than September 1, 2014.

The program supports producer margins, not prices and is designed to address both catastrophic conditions as well as prolonged periods of low margins. Under this program, the “margin” will be calculated monthly by USDA and is simply defined as the all-milk price minus the average feed cost. Average feed cost is determined using a feed ration that has been developed to more realistically reflect those costs associated with feeding the entire dairy farm enterprise consisting of milking cows, heifers, and other related cost elements. Many elements of the program are outlined in the National Milk Producers Fact Sheet: Understanding the New Dairy Producer Margin Protection Program. Website link: <http://www.futurefordairy.com/program-details>.

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As soon as the USDA announces the final rules for MPP decision tools, videos, fact sheets, and details on informational meetings will be available from the national Program on Dairy Markets and Policy web site link: <http://dairymarkets.org/MPP/>

### **What is Livestock Gross Margin – Dairy?**

The primary feature of Livestock Gross Margin-Dairy (LGM-Dairy) is that it is highly customizable. As a risk management instrument LGM-Dairy insures average farmer-selected IOFC margins, rather than a sequence of bi-monthly margins, and offers protection against a decline in average margins over a period of up to 10 months. Farmers can purchase a single month or some combination of months during the 10-month contract period. Multiple contracts can cover a particular month's milk production so long as no more than 100% of milk marketed is insured. The feed ration consisting of corn and soybean meal can be customized to accommodate dairies that buy feed, those that grow feed, or those who face little feed market risk and want to use LGM-Dairy to insure milk revenue.

Under LGM-Dairy, an indemnity at the end of the coverage period is the difference, if positive, between the total guaranteed gross margin less the deductible, and the total actual gross margins realized over the coverage period. The guaranteed gross margin is the difference between revenue from milk sales and purchased feed costs and is determined upon the purchase of the insurance contract based on Chicago Mercantile Exchange (CME) futures prices for class III milk, corn, and soybean meal. The actual gross margin is based on CME settlement prices measured over the last three days prior to the applicable futures contract expiration. By insuring an average gross margin over the life of the contract it is possible for low margins in covered months to be offset by higher margins in other covered months with the net result that there is no payout at the end of the contract.

Livestock Gross Margin Insurance for Dairy: The Other Dairy Safety from the University of Illinois “farmdoc Daily” on-line newsletter (<http://farmdocdaily.illinois.edu/pdf/fdd130614.pdf>) offers an overview of the updated LGM –Dairy Program and compare it with the new MPP. Farmdoc provides crop and livestock producers with round-the-clock

access to integrated information and expertise to better manage their farm businesses. Producers may choose to purchase LGM-Dairy Insurance rather than participate in MPP but cannot cover milk from the same period with both programs.

### **What protections are available to Cattle & Swine Producers**

USDA Risk Management Agency also offers Livestock Gross Margin (LGM) policies for cattle and swine to help producers protect against loss of gross margin (market value of livestock minus feed costs). Livestock Risk Protection (LRP) protects against price declines in fed cattle, feeder cattle, and swine. Each of these policies is available through crop insurance agents. More information about LGM and LRP for cattle and swine can be found on the USDA Risk Management Agency Livestock web site link: <http://www.rma.usda.gov/livestock/>

To learn more about MPP, mark your calendar for September 23<sup>rd</sup>. At times and locations throughout the region to be announced, the NWNy Team will host live webinars featuring Cornell University's Andy Novakovic, who has been working as part of a national team commissioned by USDA to develop a decision tool to help producers evaluate their risk management choices for using MPP. Program specifics will be discussed and the decision tool will be demonstrated. Keep an eye on the NWNy Team web site, ([www.nwnyteam.org](http://www.nwnyteam.org)) or call Cathy Wallace, at 585-343-3040, x138, after September 1<sup>st</sup> for information about locations and times of these workshops.

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## Twilight Pasture Walk Sweet Grass Meats Farm

**September 10**

5:30 - 7:30 p.m.  
290 Basset Road, Naples

Join us for a tour of their beef and sheep grazing operation and to learn more about how they market grass-fed lamb, beef and pastured pork through an on-farm store and regional buyers club. Network with other graziers, and join in the discussions on multi-species grass-fed production. Light refreshments will be served. The walk will take place rain or shine and expect moderate walking in pasture conditions.

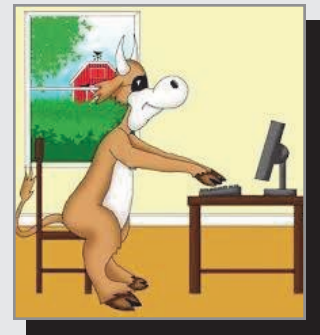
Questions can be referred to Nancy Glazier, 585-315-7746 or [nig3@cornell.edu](mailto:nig3@cornell.edu).

*Sponsored by NY NRCS Grazing Lands Coalition. Organized by CCE & Upper Susquehanna Coalition.*

## What's In An Udder

### Answer Key:

1. 400
2. An inflammation of the mammary tissue
3. There are 4 ways– through each teat!
4. Fresh cows
5. Number of somatic cells in 1mL of milk
6. e
7. a
8. d
9. c
10. b



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## Upcoming Webinars:

### **Getting them bred**

September 8, 1:00 - 2:00 p.m.

*Presented by:*

Matt Lucy

University of Missouri

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

### **Livestock Mortality Composting - Beyond the Basics, Part 2**

September 19, 2:30 p.m.

*Presented by:*

Mary Schwarz

Cornell University

<http://www.extension.org/58813>

### **NOTE:**

1st time viewers should also follow the steps at:

[www.extension.org/8924](http://www.extension.org/8924)



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**Heavy Spec**  
**62K Miles**  
**2005 STERLING ACTERRA**, Allison Auto.; Mercedes 300 HP, Diesel; Air Ride; 218" WB; 18,000# FA; 46,000# RA; 82,383 Miles; DF; 3/4 Locking Rears; 15' 6" Frame Behind Cab; 144" CT; PTO; Stk. #4583 - \$43,900



**Very Clean No Rust**  
**46,000# Rears**  
**1999 VOLVO ACL64**; 370 HP Cummins N14 Diesel; 8LL Trans.; Engine Brake; Hendrickson Susp.; 4.89 Ratio; 170" WB; 24.5 Tires; Spoke Wheels; Tandem Axle; 12,000# F/A; 46,000# R/A; 285,731 Miles; Very Clean No Rust; Daycab; Wetline; Rubber 95%; Stk. #4601 - \$29,500



**312" WB**  
**Tulsa Winch**  
**2001 Sterling LT9500**; Cummins ISM 425 HP; 333,459 Miles; 18-Spd.; T-Ride Susp.; 312" WB; 20,000# FA; 46,000# RA; DF Winch Truck w/Tulsa Winch w/Tail Roller; Rear Hitch; 5th Whl. & Deck; Stk. #4635 - \$37,000



**46 Lockers Allison 135K Miles**  
**(2) 2004 Peterbilt 357 Chassis**; CAT C10 335 HP; Allison Auto.; 21,780# FA; 46,000# Full Locking Rears; Haulmax Susp.; 18' 8" Of Frame Behind The Cab; 152" CT; 135,107 Miles



**Long Crane Trk/Chassis**  
**1999 FREIGHTLINER F112**; Cummins ISM 400 HP; 13-Spd.; 22" Air Ride Susp.; 277" WB; 22.5 Tires; All Steel Whls.; T/A; 40K RA; 168,195 Miles; Good Running Low Mile Crane/Boom Truck w/Atlas 350 13 Stage Crane; DM Frame; Full Locking R/A; Pintle Hitch; Air & Electric Hook Ups; 22" Deck; We Will Separate The Crane & Deck From The Chassis; 208" CT; 27" Of Frame Behind The Cab; Good Rubber Stk. #4545 - \$35,900



**Heavy Spec Daycab**  
**2000 KENWORTH T800B**; 430 HP CAT C12; 4.11 Ratio; 202" WB; 22.5 Tires; 12,000# F/A; 46,000# R/A; 475,422 Miles; Very Clean; No Rust Daycab With Wetline & Headache Rack; We Can Add An Engine Brake For \$3,500; Stk. #4605 - \$29,900



**Heavy Spec**  
**2004 INTERNATIONAL 5600**; 525 HP CAT C15 Diesel; Engine Brake; Neway Susp.; 248" WB; 24.5 Tires; Alum. Wheels; Tr-Axle; 18,500# F/A; 45,000# Full Locking R/A; 769,527 Miles; Very Clean; Good Running Cab & Chassis w/Double Frame; 18,000# Air Lift Tag; Hitch & Pup Trailer Hookups; 17" Of Frame Behind Cab; 145" CT; Stk. #4628 - \$34,900



**Allison Auto.**  
**2005 PETERBILT 357**; 305 HP CAT C11 Diesel; Automatic Trans.; Haulmax Susp.; 6.17 Ratio; 170" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 20,000# F/A; 45,000# Full Locking R/A; 95,540 Miles; Super Clean; Low Mile; Heavy Spec Daycab; Air Slide 5th Wheel; Wetline System; Stk. #4625 - CALL



**46 Rears 380K Miles**  
**2006 PETERBILT 378**; CAT C15 475 HP; 18-Spd.; Eng. Brake; Air Ride Susp.; 172" WB; 22.5 Tires; Alum. Whls.; T/A; 12K RA; 46K RA; 380,024 Miles; Very Clean; Low Mile Daycab w/46K Full Locking Rears (Truck Currently Has 40K Pete Rears Pricing Includes Swapping Out For 45 Air Trac Full Lock); Stk. #4553-456 - \$59,000



**Long Clean Boom/Chassis**  
**2000 STERLING L9500**; CAT C10 370 HP; 8LL Trans.; Eng. Brake; 274" WB; 16,000# FA; 40,000# Full Locking RA; Hiab 2650K Boom; 22" Flatbed; Stk. #4569 - \$28,900



**20K/46K Rear**  
**1999 MACK RB688S**; 300 HP Mack EM7 Diesel; 7-Spd. Trans.; Camelback Susp.; 286" WB; 22.5 Tires; All Steel Wheels; Tr-Axle; 20,000# F/A; 45,000# RA; 385,386 Miles; Very Clean; Good Running Cab And Chassis With Double Frame; Air Lift Tag; 214" CT; 25" 8" Of Frame Behind Cab; New Rear Brakes; Stk. #4531 - \$33,900



**6x6 Allison 67K!**  
**(4) 2005 OSHKOSH F2346** Cummins ISM 330 HP; 67,697 Miles; Auto.; Chalmers Susp.; 212" WB; 22,000# FA; 46,000# RA; Clean; Low Mile 6x6 C&C; 18' Frame Behind Cab; Full Locking Rears; Stk. #4621/4622 - CALL



**20 ft. Live Floor Silage Truck**  
**(2) 2007 INTERNATIONAL 7400**; 300 HP; 8LL Trans.; Double Frame; Hendrickson Spring Over Beam Susp.; 46,000# Rears; 196" WB; 20' Live Floor Silage Box; 73,75,000 Miles! **COMING IN NOW!!**



**44 Rears 460 HP**  
**1998 PETERBILT 379**; Cummins N14 460 HP; Diesel; 13-Spd.; Eng. Brake; Air Ride Susp.; 208" WB; 22.5 Tires; Alum./Steel Whls.; T/A; 12,000# FA; 44,000# RA; 938,450 Miles; Clean Good Running Daycab w/Wet-Line System; Stk. #4563 - \$26,900



**Eng. Rebuilt 46 Lockers**  
**1998 Kenworth T800**; CAT 3406E 550 HP; 873,695 Miles; 18-Spd.; Eng. Brake; Air Ride Susp.; 4.56 Ratio; 24.5 Tires; Alum. Whls.; 196" WB; T/A; 46,000# RA; Stk. #4560 - \$27,900



**81,000 Miles**  
**2004 PETERBILT 367**; 445 HP CAT C12 Diesel; 8LL Trans.; Engine Brake; Haulmax Susp.; 220" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 22,000# F/A; 46,000# R/A; 81,708 Miles; Very Clean Mid-West Mixer Truck; Full Locking Rears; Low Miles; We Will Separate The Mixer From The Chassis; 144" C-T; 17" Of Frame Behind The Cab; Stk. #4604 - \$49,900



**Clean Low Mile Long**  
**2002 KENWORTH T800**; 335 HP CAT C10 Diesel; 10-Spd.; Engine Brake; Hendrickson Susp.; 5.20 Ratio; 262" WB; 22.5 Tires; All Steel Wheels; Tr-Axle; 20,000# F/A; 44,000# R/A; 92,000 Miles; Clean Low Mile Crane Truck w/22" Deck & Manitowoc MDL 1047 3 Stage 10-Ton Crane; D/F; 90% Rubber; We Will Separate The Crane/Bed From The Chassis; 25" Of Frame Behind The Cab; 165" C-T; Stk. #4619 - \$53,900



**34K ECM Miles**  
**2004 Freightliner Business Class M2 106**; Mercedes MBE-900 280 HP; 31,067 Miles; 8LL; Eng. Brake; Air Ride Susp.; 3.80 Ratio; 22.5 Tires; Alum./Steel Whls.; 228" WB; T/A; 16,000# FA; 40,000# RA; 17' Length Stk. #4641 - \$49,900



**Camelback 20' Steel**  
**(2) 1998 MACK RB688**; Mack E7 350 HP; 509,349 Miles; 8LL; Eng. Brake; Camelback Susp.; 20' HD Dump; 260" WB; 20,000# FA; 46,000# RA; Steel Comp. Clean DF; Qty Of RB, RD, DM Models In Stock Stk. #4616/4617 - \$25,900



**Big Alum. Box**  
**2003 FORD F550 4x4**; Power Stroke Ford Diesel; Auto. Trans.; 9' Alum. Body; Spring Susp.; 225/70R19.5 Tires; All Steel Wheels; Single Axle; 6,000# F/A; 13,500# R/A; 117,234 Miles; Good Running; Low Mile Dump Truck w/Rear Hitch, Sander & Plow Hookups & Controls; Electric Tarp; 4-Wheel Drive; Stk. #4627 - \$23,500



**200,000 Miles**  
**2006 VOLVO VHD420B20**; 395 HP Volvo VED12D Diesel; 200,337 Miles; 8LL Trans.; Engine Brake; TiltTrac Susp.; 16" Steel Body; 4.89 Ratio; 24.5 Tires; 232" WB; Tandem Axle; 20,000# F/A; 45,000# R/A; Good Running; Clean Dump Truck w/Electric Tarp; Stk. #4005 - \$57,500



**Flatbed Truck w/Winch**  
**1996 MACK CL713**; 427 Mack E7 Diesel; 18-Spd.; Engine Brake; Camelback Susp.; 370" WB; 12,000 24.5 Tires; Spoke Wheels; Tandem Axle; 20,000# F/A; 55,000# R/A; 34,548 Miles; Very Clean; Very Low Mile Double Framed Flatbed Truck w/2 Braden Winches; (1) 50-Ton & (1) 30-Ton; 22" Deck w/Tail Rotor; Rubber 90%; 29" 8" Of Frame Behind Cab; 272" CT; Stk. #4507 - \$59,500



**21' Alum. Box**  
**2003 Sterling LT9500**; CAT C12 335 HP; 455,969 Miles; 8LL; Eng. Brake; Haulmax Susp.; 21' Length; 24.5 Tires; All Steel Whls.; 272" WB; 5-Axle; 18,000# FA; 40,000# RA; Alum. Composition Stk. #4639 - \$55,900



**Pete Rolloff**  
**2000 PETERBILT 378**; 430 HP CAT C12 Diesel; 8LL Trans.; Engine Brake; 22" Hendrickson Susp.; 272" WB; 24.5 Tires; All Steel Wheels; Tr-Axle; 18,000# F/A; 46,000# R/A; 532,311 Miles; Nice Double Frame Truck With 75,000# American Rolloff & 20,000# Air Lift Tag Axle; 19' 6" Of Frame Behind Cab; 193" CT; Stk. #4631 - \$42,500

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# Calf Management Training



Cornell Cooperative Extension will be offering programs this fall focusing on calf management and care. Programs will be offered at several CCE locations and will be available via video conferencing. There will also be a farm tour and demonstration following the completion of the programs.

## Program Topics

- ◆ **Young Calf Care**— Dr. Kim Morrill, NNY Dairy Specialist, CCE
- ◆ **Impact of Environmental Factors** —Dr. Theresa Taraska, DVM, Dairy Specialist, CCE Lewis County and Curt Gooch, ProDairy Extension Associate Sr. will discuss housing essentials, air quality, individual vs. group housing, water quality, cold and heat stress and bedding choices.
- ◆ **Operation Overview with focus on Data Capture**— Panel Discussion  
—Mike McMahon, Dairy farmer, Dr. Dave Stockwell, DVM, Paul Tillotson, Ontario Dairy farmer
- ◆ **Calf Nutrition and Delivery, From Birth to Weaning**— Dr. Fernando Soberon, Technical Services Manager, Nutreco Canada
- ◆ **Calf Management Issues**— Convin Holtz, Nebon Dairy Consultants, LLC

*\*This program qualifies for Farm Service Agency Borrower Credits*

## Program Dates and Times

Oct. 28 & 30, 2014  
Nov. 4 & 6, 2014  
6:30-9:00 PM

Farm Tour— TBD 10:00AM-3:00PM

**Cost \$50 per person**

\*Requires a \$40 voucher towards registration for the PRO-DAIRY Calf and Heifer Congress in December!

## Program Locations

### ENY

CCE Saratoga County  
CCE Herkimer County  
**Register/Contact**  
Herkimer@cornell.edu or  
call 315-866-7920

### WNY

CCE Wyoming County  
CCE Ontario County  
**Register/Contact**  
Jerry Bertoldo 585-281-6816  
or Libby Gaige 585-786-2251  
or Bill Maddison 585-786-2251

### CNY

Cornell University  
361 Stocking Hall  
**Register/Contact**  
Sharon VanDeuson 607-753-5078 or shv7@cornell.edu,  
Betsy Hicks, 518.428.2064

### NNY

Extension Learning Farm  
CCE St. Lawrence County  
**Register/Contact**  
Kim Morrill 315-379-9192

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

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## Save the Date...

### September 2014

- 9-10 **Artificial Insemination Training**, see page 7 for more details
- 10 **Twilight Pasture Walk**, 5:30 - 7:30 p.m., Sweet Grass Meats Farm, 290 Basset Road, Naples. Questions??? Call Nancy Glazier at: 585.315.7746
- 16-18 **Master Food Preservation Workshop**, 8:30 a.m. - 4:30 p.m., 4-H Camp Wyomoco, 2780 Buffalo Rd, Varysburg. **RSVP** by: September 3rd. Register online at: <http://wyoming.cce.cornell.edu>. Questions, contact Don at: 585-786-2251 or [drg35@cornell.edu](mailto:drg35@cornell.edu)
- 20 **Livingston County Farm Fest**, 10:00 a.m. - 3:00 p.m., Coyne Dairy Farms, 5957 E. Avon-Lima Road, Avon
- 23 **Margin Protection Program**, For more information call Cathy Wallace at: 585.343.3040 x138 after September 1st.

### October 2014

- 3-4 **Cornell Sheep & Goat Symposium**, go to <http://www.sheep.cornell.edu> (click on 2014 Symposium) to obtain the complete program & registration information. Online registration for credit cards is available. Please contact Barbara Jones, 607-255-7712 or [bjj6@cornell.edu](mailto:bjj6@cornell.edu) with any questions.
- 28 **Calf Management Training, Young Calf Care**, see page 14 for more details.
- 30 **Calf Management Training, Impact of Environmental Factors**, see page 14 for more details.

### November 2014

- 4 **Calf Management Training, Calf Nutrition and Delivery, from Birth to Weaning**, see page 14 for more details.
- 6 **Calf Management Training, Calf Management Issues**, see page 14 for more details.

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Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.