

Focus Area



Pricing Corn Silage

By: John Hanchar

Thanks to Christian Yunker, CY Farms, LLC/Batavia Turf, for providing valuable comments on this work.

Summary

- ◎ Price analysis suggests that the price of corn silage depends on corn silage quantities, the price of alfalfa hay, the price received by farmers for milk, and the price of corn grain.
- ◎ Estimated corn silage price is sensitive to alfalfa hay price and corn grain price.
- ◎ Price estimates combined with understanding of relevant supply and demand factors from an individual farm business owner's perspective can aid decision making regarding corn silage price. Given current (May, June 2012) alfalfa hay and corn grain prices, price analysis suggests an estimated corn silage price of about \$41 per ton.

Determining Corn Silage Price

A farm business owner can examine how much he/she would be willing to supply to a market at a given price. Cost of production analysis combined with consideration of other factors helps to define the supply relationship. As Christian Yunker, CY Farms, notes, other factors include: opportunity costs associated with the ability to grow as varied crops as is possible in many



western NY areas; market volatility and uncertainty; and the effects of long term relationships between sellers and buyers of corn silage. A seller can develop a target based upon the above, but actual market conditions provide no guarantee that a buyer will purchase quantities desired at a price that achieves the producer's cost target.

Continued on page 3

Focus Points

<i>Cover Crops Following Small Grains</i>	4
<i>Hay Storage Considerations, Don't Waste It!</i>	7
<i>Agricultura</i>	11
<i>2012 New York All Forage Fed Bull Test</i>	13
<i>Northeast Buckwheat Field Day</i>	14
<i>Planning for Emergencies On-Farm Workshop</i>	14
<i>Hoof Health & Lameness Module</i>	14
<i>Regional Meetings & Programs</i>	Back Cover



Jerry Bertoldo
Dairy Management

Genesee County
585.343.3040 x 133 (office)
585.281.6816 (cell)
grb23@cornell.edu



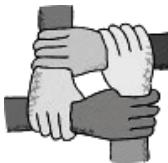
Ag Focus
Cornell Cooperative Extension of

Genesee•Livingston•Monroe
Niagara•Ontario•Orleans•Seneca
Wayne•Wyoming•Yates



Libby Gaige
Bilingual Dairy Management

Genesee County
585.343.3040 x124 (office)
607.793.4847 (cell)
geg24@cornell.edu



Nancy Glazier
Small Farms Support

Yates County
315.536.5123 (office)
585.315.7746 (cell)
nig3@cornell.edu



John Hanchar
Farm Business

Livingston County
585.658.3250 x 112 (office)
585.233.9249 (cell)
jjh6@cornell.edu



Joan Sinclair Petzen
Farm Business Management

Wyoming County
585.786.2251 (office)
585.786.5148 (fax)
jsp10@cornell.edu



Mike Stanyard
Field Crops & IPM

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



Cathy Wallace
Administration

Genesee County
585.343.3040 x 138 (office)
585.343.1275 (fax)
cfw6@cornell.edu



Jackson Wright
Dairy Management

Ontario County
585.394.3977 x 403 (office)
585.746.3016 (cell)
jbw243@cornell.edu



Ag Focus is published Monthly by the
NWNY Team of CCE / PRO-DAIRY

Editor: Audrey Blount

Contributing Editors:

Jerry Bertoldo · Libby Gaige
Nancy Glazier John Hanchar
Joan Sinclair Petzen Mike Stanyard
Jackson Wright

Layout/Design: Cathy Wallace

Postmaster Send Address Changes:
NWNY Team—Cathy Wallace
420 E. Main Street, Batavia, NY 14020

Direct all inquiries & correspondence on advertising
space and rates to Cathy Wallace, advertising repre-
sentative at 585.343.3040 x 138 Fax: 585.343.1275

Also Serving

Monroe

249 Highland Avenue
Rochester, NY 14620
585.461.1000

Orleans

12690 State Route 31
Albion, NY 14411
585.798.4265

Seneca

308 Main Street Shop Centre
Waterloo, NY 13165
315.539.9252

To simplify information, brand names of products may be used in
this publication. No endorsement is intended, nor is criticism im-
plied of similar products not named.

Every effort has been made to provide correct, complete and up-to-
date pesticide recommendations. Changes occur constantly &
human errors are still possible. These recommendations are not a
substitute for pesticide labeling. Please read the label before ap-
plying pesticides.

By law and purpose, Cooperative Extension is dedicated to serving
the people on a non-discriminatory basis.

Mission Statement

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.

Continued from page 1

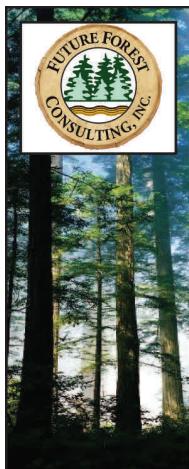
Some farm business owners might approach the problem of determining corn silage price from a value in production, or input demand perspective. The amounts of corn grain and corn stover in a ton of corn silage, relevant prices, and corn silage's place in the milk production process are key variables. A buyer can develop a price target based upon the above, but actual market conditions provide no guarantee that a producer will sell the quantity desired at a price that matches the buyer's willingness to pay.

Although factors in price determination, the two approaches described above, by themselves, in isolation don't completely determine market price and quantity. Supply and demand relationships work simultaneously in markets to determine price and quantity. Empirical price analysis brings supply and demand relationships together to determine price.

Corn Silage Price Analysis

Empirical price analysis suggests that corn silage price is a function of corn silage quantities, alfalfa hay price, the price received by farmers for milk sold, and corn grain price. Ordinary least squares regression provided an estimate of corn silage price as a linear function of the above variables. The current analysis is somewhat rough, elementary, but the analysis may be helpful to farm business owners looking to price corn silage.

The New York State Agricultural Statistics Service is the source of market year average price and quantity data for the variables listed above for the period 1991 through 2010 (<http://www.nass.usda.gov/>



Future Forest Consulting, Inc.

DEC Cooperating Forest Consultant
Corey Figueiredo

Ash Salvage Harvesting for Emerald Ash Borer
Eliminate the guesswork in selling your timber. We will mark your timber sustainably, and have several reputable companies bid so you get top dollar while ensuring a quality job through our supervision and bonding. "We specialize in forest tax plans that reduce your school and property taxes up to 80% on at least 50 acres of woods." (585) 374-2799. [Special interest in Black Walnut](#).
[Website: www.futureforestinc.com](http://www.futureforestinc.com)

Looking to BUY OR SELL Land?
FUTURE FOREST PROPERTIES LLC
www.futureforestproperties.com
585-374-6690

Statistics_by_State/New_York/index.asp>).

Corn Silage Price Estimates

Table 1. Estimated Corn Silage Price (\$/ton) by Alfalfa Hay Price (\$/ton) by Corn Price (\$/bushel), NY.

Corn Price (\$/bushel)	Alfalfa Hay Price (\$/ton)				
	120	140	160	180	200
--- \$/ton ---					
4	30	31	33	35	36
4.50	31	33	34	36	37
5	32	34	36	37	39
5.50	34	35	37	38	40
6	35	36	38	40	41
6.50	36	38	39	41	42
7	37	39	40	42	44
7.50	38	40	42	43	45
8	40	41	43	44	46

Source: Ordinary least squares regression results, where estimated corn silage price is a function of alfalfa hay price and corn price, other factors (corn silage quantity and milk price) fixed at average levels for the period 1991 through 2010 -- estimated corn silage price (\$/ton) = $10.621 + (0.079 \times \text{price of alfalfa hay } (\$/\text{ton})) + (2.448 \times \text{price of corn } (\$/\text{bushel}))$.

Suppose

- ④ alfalfa hay price is \$175 per ton (USDA/NASS. [Agricultural Prices](#). Washington, DC: National Agricultural Statistics Service. May 31, 2012.), and
- ④ the price of corn is \$6.18 per bushel (Western NY Energy. "Corn Bids." June 12, 2012.).

Rounding the prices up to the nearest table values, \$180 per ton, and \$6.50 per bushel, respectively, and using the results from Table 1, yields an estimated corn silage price of \$41 per ton given mid June 2012 market conditions. Corn silage price estimates combined with understanding of relevant supply and demand factors from the individual farm business owner's perspective can aid decision making regarding corn silage price.

For more information please contact John Hanchar.

Cover Crops Following Small Grains

By: Mike Stanyard

It's time to start thinking about Cover Crops! We have seen the best time to establish many of our cover crop species are the first 2 weeks in August. Some farms even like to go in late July and have had good success. This is also the optimal time for our new late summer/fall alfalfa seedings. If it is dry, plant it anyway, the rain will come and the seeds will germinate. The last couple of seasons, cover crops have received a lot of interest especially with tillage radish following winter wheat.

Cover Crop Trials in 2011

Last year the team worked with three cooperators across the region to plant different cover crops alone and in combinations (see following table). All of these were following small grains and planting methods varied (broadcast, airflowed, and drilled). All plots emerged fine but planting date varied throughout the month of August. Ideally, what we learned was that plots planted on the 8 and 9 of August looked the best and reached their full potential. The plot planted on August 24 did not get the size needed to get completely established and achieve full coverage.

Some Words of Caution

There were many things we learned (the hard way) from our cover crop experimentation last year. Remember, all of our trials followed winter wheat.

- ◊ Volunteer wheat can compete with the desired cover crop. With the dry weather last year, the volunteer wheat did not emerge before the field was sprayed. It all came up with the cover crop species. It can be a big advantage if it emerges and is sprayed before planting.
- ◊ Decide if you want a cover crop that winterkills or overwinters. No-tillers want a crop to winter-kill such as forage oats or tillage radish. Many people think forage turnips and annual rye grass winterkill. They do not! However, last winter was

so mild even oats overwintered and had to be sprayed.

- ◊ Forage radishes need some N applied at planting (30-50 lbs.) or they will stunt, yellow and not cover well. Volunteer wheat will also steal N! A history of manure application will help. Clover and peas planted in the same plot will provide some N to the radish.
- ◊ Some covers will not establish well in wetter ground. In this situation, stick to the shallow rooted grasses and small grains. The brassicas and legumes will not do well.
- ◊ Peas need to be planted early and with a drill. They did not establish when broadcast and lightly disked.
- ◊ We planted forage/tillage radishes offered by three different companies (side-by-side). All established well and we could not see any differences in root or top growth.



KERSCH'S AG LIME

**Calcium Lime - Magnesium Lime
Gypsum - Pull Spreaders**

BEST SERVICES - PRODUCTS - PRICES

**Pull Spreaders Available
- OR -
Custom Application**

**KERSCH'S AG LIME
Gainesville, NY 14066**

585-322-7778 585-734-0003

Serving Agriculture For 40 Years

	Drilled	Broadcast	Price/lb.	Winterkill?
<i>Annual Rye Grass</i>	10-20 lbs.	20-30 lbs.	\$.94/lb.	N
<i>Sorghum-Sudangrass</i>	30-40 lbs.	30-40 lbs.	\$.98/lb.	Y
<i>Crimson Clover</i>	12 lbs.	20 lbs.	\$ 1.48/lb.	N
<i>White Clover</i>	5-9 lbs.	7-12 lbs.	\$ 3.40/lb.	N
<i>Red Clover</i>	7 lbs.	10 lbs.	\$ 2.46/lb.	N
<i>Field Peas/Austrian Winter Peas</i>	120/50 lbs.	140/60 lbs.	\$.60 / \$.80/lb.	Y/N
<i>Hairy Vetch</i>	15-20 lbs.	25-30 lbs.	\$ 2.78/lb.	N
<i>Forage Radishes</i>	8-10 lbs.	12 lbs.	\$ 3.30/lb.	Y
<i>Forage Turnips</i>	4-7 lbs.	10-12 lbs.	\$ 4.60/lb.	N
<i>Oats (Spring or Forage)</i>	80-110 lbs.	110-140 lbs.	\$.40/lb.	Y
<i>Triticale</i>	80 lbs.	110 lbs.	\$.44/lb.	N
<i>Wheat</i>	70 lbs.	100 lbs.		N
<i>Winter Cereal Rye</i>	60 lbs.	85 lbs.		N

New Research

Two of our cooperators planted radishes in 30" rows at 2.5 lbs. of radish per acre. They used cucumber plates in the planter and they looked great! They also experimented with broadcasting clover prior to planting the radishes and drilling peas between the 30" radish rows. This year both farms planted corn right into the slot formed by the radishes and also just off to one side. I'll let you know how the corn turns out.

We are in our second year of field research with Dr. Quirine Ketterings looking at the Carbon:Nitrogen ratios for all of the cover crop species. We are also looking at the amount of nitrogen being released into the soil from these cover crops to get a better idea of nitrogen credits going into corn. Our results should be out this fall.



Have You Heard?

The NWNY Dairy, Livestock and Field Crops Team is now on Facebook!

Like our page to get up-to-date information on NWNY Team programming and events, as well as links to interesting articles.

www.facebook.com/NWNYTeam

Farm Insurance Specialists



Dairies, Growers, Livestock



**Representing Great American,
Countryway, Nationwide,
Erie & Niagara & more.**

FARM AND COUNTRY INSURANCE



AGRICULTURE SPECIALISTS



(585) 624-2474

(800) 258-2494

www.NYfarminsurance.com

Honeoye Falls, NY



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



CALEDONIA DIESEL, LLC

2905 Simpson Road • Caledonia, NY 14423

585-538-4395 www.aledoniadiesel.com

OVER 250 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT

<p>Wilson & Timpte Hopper</p> <p>2008 Timpte 42' Hopper Grain Trailer, Also: (2) 1998, 1999, (2) 2002 Trailers; 40' - 42' All In Stock And More Arriving Weekly</p>	<p>Oilfield Special Bed Truck</p> <p>1979 Kenworth C500: 855 Big Cam Cummins Eng. 400 HP; 66,960 Miles; Diesel; 5+4 Spd; Eng. Brake; Rubber Block Susp.; 269" WB; T/A; 20K FA; 46K RA; Heavy Duty Flat Bed w/Tulsa 35-Ton Winch; Stk. #3632 - \$46,900</p>	<p>280,000 Miles!</p> <p>2007 Mack Vision CX613, MP7 Mack Eng. 405 HP; 279,526 Miles; Diesel; 10-Spd; Eng. Brake; Air Ride Susp.; 22.5 Tires; All Steel Wheels; 170" WB; Tandem Axle; 12,000# FA; 40,000# RA; Stk. #4054 - \$53,900</p>	<p>30+ IN STOCK MANY MAKES</p> <p>(5) 2001 International 5600i; Cummins ISM 305 HP; 135,000 Miles; 9LL; Haulmax Susp.; 20,000# FA; 46,000# RA; Matching 9 Cy McNeilus Mixers; Stk. #3971-74 - \$32,900</p>
<p>Low Miles</p> <p>2002 Volvo VHD42B200, 345 HP Volvo VED12 diesel, 214,688 miles; 8LL trans., air ride susp., 16 length, 4.30 ratio; 22.5 tires, alum/steel wheels, 206" WB; tri-axle, 20,000# FA; 46,000# RA; steel composition, good running, low mile dump w/electric tarp, pintle hitch & trailer hookups; Stk. #3842 - \$43,900</p>	<p>2-2008 Chassis Heavy Spec</p> <p>(2) 2008 Peterbilt 365 Cab & Chassis, C13 Engine; 105,680 Miles; Diesel; 9LL; Haulmax Susp.; Aluminum/Steel Wheels; 234" WB; T/A; 20,000# FA; 46,000# RA; Stk. #3837/3838 - \$83,900 EA</p>	<p>6x6 20/46 Rears</p> <p>2007 Mack Vision CX613, MP7 Mack Eng. 405 HP; 279,526 Miles; Diesel; 10-Spd; Eng. Brake; Air Ride Susp.; 22.5 Tires; All Steel Wheels; 170" WB; Tandem Axle; 12,000# FA; 40,000# RA; Stk. #4054 - \$53,900</p>	<p>Heavy Spec Automatics!</p> <p>(2) 2000 Mack MR688S, E7 Mack Eng. 300 HP; 275,766 Miles; Diesel; Auto.; Camelback Susp.; All Steel Wheels; 216" WB; Tandem Axle; 44,000# RA; Stk. #4007/4008 - \$14,900</p>
<p>Heavy Spec Automatic</p> <p>2001 Mack MR688S, Mack Diesel Engine; 160,280 Miles; Auto Trans.; Haulmax Susp.; 22.5 Tires; 208" WB; Tandem Axle; 20,000# FA; 46,000# RA; Very Clean, Low Mile Double Frame Cab & Chassis; Stk. #3994 - \$36,500</p>	<p>20K Front 46K Rear</p> <p>2009 Peterbilt 367; C15 CAT 475 HP; 364,365 Miles; 8LL; Eng. Brake; Air Trac Susp.; 3.70 Ratio; All Alum. Whls.; T/A; 20K FA; 46K RA; FULL LOCKERS; Stk. #3874 - CALL</p>	<p>Heavy Spec Clean</p> <p>2005 Freightliner Columbia Daycab; 435 HP CAT C15; Jake; 15-Spd. Manual Trans.; 46,000# Full Locking Rears; 563,000 Miles - \$39,250</p>	<p>20' Alum. Box</p> <p>1998 Peterbilt 357-C-12 CAT Eng. 380 HP; 601,751 Miles; Diesel; 8LL; Eng. Brake; Air Ride Susp.; 20' Length; 24.5 Tires; Alum. Wheels; 263" WB; Tri-Axle; 18,740# FA; 44,000# RA; Stk. #3996 - \$29,500</p>
<p>550 HP 20/46 Rears</p> <p>2006 Kenworth W900, C-15 CAT Eng. 550 HP; 582,427 Miles; Diesel; 18-Spd; Eng. Brake; Hendrickson Susp.; 24.5 Tires; Polished Alum. Wheels; 245" WB; Tandem Axle; 20,000# FA; 46,000# RA; Stk. #4047 - \$57,900</p>	<p>22' Alum Big HP!</p> <p>2000 Sterling LT9513; 3406 CAT Eng. 475 HP; 517,600 Miles; Diesel; 8LL; Eng. Brake; Hendrickson Susp.; 22' Length; Alum. Wheels; 300" WB; Six Axle; 20,000# FA; 46,000# RA; Stk. #4098 - \$53,900</p>	<p>Very Clean Southern Truck</p> <p>2003 Western Star 4900, 410 HP CAT C-12; 9LL Trans.; Haulmax Susp.; 248" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 20,000# FA; 46,000# RA; 145,295 Miles; Very Clean Mixer Truck; 20' Of Frame Behind The Cab; 153" CT; Full Locking Rears; Stk. #3999 - \$45,000</p>	<p>20/46 Rear 500HP!</p> <p>2005 Mack CL733, ISX Cummins Eng. 500 HP; 338,320 Miles; Diesel; 18-Spd. Eng. Brake; Haulmax Susp.; Alum/Steel Wheels; 210" WB; Tandem Axle; 20,000# FA; 46,000# RA; Stk. #4025 - \$49,500</p>
<p>273K Miles 16' Alum.</p> <p>2006 Sterling LT9522; 14L Detroit Eng. 515 HP; 273,552 Miles; Diesel; 8LL; Eng. Brake; Haulmax Susp.; 16' Length; 24.5 Tires; Alum./Steel Wheels; 209" WB; Tri-Axle; 20,000# FA; 46,000# RA; Alum. Composition; Stk. #3981 - \$58,900</p>	<p>Low Mile Knuckleboom</p> <p>1998 Kenworth T900, CAT 475 HP; Jake; 8LL Trans., 20,000# FA; 44,000# RA; 14,000# Tag Axle; Double Frame; 25' Of Frame Behind The Cab; 248,000 Miles; Current Flatted w/Knuckleboom, Will Separate To Make Cab & Chassis!!!</p>	<p>Heavy Spec Automatic!</p> <p>2000 Freightliner FL112; C10 CAT Eng. 300 HP; 170,945 Miles; Diesel; Auto.; Chalmers Susp.; 22.5 Tires; All Steel Wheels; 209" WB; Tandem Axle; 13,220# FA; 46,000# RA; Stk. #4051 - \$28,900</p>	<p>(2) Matching Clean</p> <p>2005 International 9400i; 72" Mid Roof Sleeper; ISX Cummins Eng. 450 HP; Diesel; 593,740 Miles; 10-Spd. OD; Eng. Brake; Air Ride Susp.; 22.5 Tires; All Steel Wheels; 236" WB; T/A; 12K FA; 40K RA; Stk. #4016 - \$22,900</p>
<p>Heavy Spec Long Boom</p> <p>2000 Sterling LT9513; 300 HP CAT 3306 Diesel, 177,269 Miles; 8LL, Engine Brake, TurTrac Susp., 4.56 Ratio, 22.5 Tires, All Steel Wheels, 278" WB, Tri-Axle, 18,000# FA, 46,000# RA; 25' Length; Stk. #3913 - \$38,500</p>	<p>Heavy Spec Long Wheel Base Auto.</p> <p>1997 Peterbilt 378, L-10 Cummins Eng. 350 HP; 531,144 Miles; Diesel Fuel Type; Auto.; Air Ride Susp.; 28'x102"; 102" Inside Height; Swing Door; 22.5 Tires; All Steel Wheels; 308" WB; T/A; 40K RA; 16K FA; Stk. #3986 - \$25,900</p>	<p>Quantity Of Old Mack's!!!</p> <p>1987 Mack R686ST; Mack EM6 300 HP; 246,929 Miles; Diesel; 5+2-Spd; Air Ride Susp.; 22.5 Tires; All Steel Wheels; 178" WB; T/A; 12,000# FA; 40,000# RA; Stk. #3732 - \$13,900</p>	<p>Big HP Long Heavy Spec</p> <p>1998 Volvo AC164BT; 470 HP Detroit 12.7L Diesel, 256,000 Miles; 18-Spd. Engine Brake, Hendrickson Spring Susp., 4.3 Ratio, 22.5 Tires, Spoke Wheels, 266" WB, Tri-Axle, 20,000# FA, 46,000# RA; 21' Length, Stk. #3697 - \$36,900</p>

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

Hay Storage Considerations, Don't Waste it!

By: Nancy Glazier

Now may be a good time to think about hay storage. With lost hay this season from armyworms and dry conditions, and high purchased feed prices, more of the bale will need to be utilized. Large bales are a convenient form of hay for one-person operations. These bales can be moved, stored and fed relatively easily with the right equipment. Hay loss can occur when baling, moving and feeding and some is unavoidable. The biggest loss – both dry matter and digestibility – occurs with outdoor storage. Dry matter loss can reach 50% depending on the beginning quality, storage conditions and length of storage. It is not always realistic or practical to build a barn to store hay. Here are some tips to minimize waste from outdoor storage.

Tightly wrapped bales tend to shed water better. The outer layer forms a thatch to reduce water infiltration. What helps with shedding precipitation is placing the bales lined up tightly together end to end. Pick a site that has good ventilation, away from hedgerows and wooded areas. This gives bales a better chance to dry out from air movement. And think about row spacing of at least 3 feet for good air flow and sunlight penetration. It's also a good idea to keep vegetation mowed between rows.

Ideally, bales should be stored off the ground. Hay stored directly on the ground may lose up to 12 inches on the bottom of the bales due to wicking action. Find some waste material such as old fence posts, pallets or tires and place the bales on top. Gravel or stone may work too. Research was conducted by University of Tennessee animal scientists comparing different methods of storing large round bales of grass hay. The hay was cut and baled in June in Tennessee. The bales were weighed at the time of harvest and storage. Then they were weighed again the following January at the time of winter feeding. The following table lists the type of storage and the resulting percentage hay loss.

Losses of Hay Stored using Six Methods of Storage

Note the difference between storage in the barn and on tires and covered. Some small changes can make



a big difference! Plastic tarps can be relatively inexpensive when the saving from reducing loss is calculated.

Type of Storage	Percentage (%) Hay Loss
On ground, no cover	37%
On tires, no cover	29%
On ground, covered	29%
On tires, covered	8%
Net wrap on ground	19%
In barn	6%

Will you be prepared for this year's harvest?



- Facility Design
- Installation
- General Facility Maintenance
- Millwrighting
- Dryer Service
- Crane Service
- Electrical services

WANTED: 30 GREAT DAIRY LEADERS

motivated to improve business management skills to lead a dairy business into the future

inspired to achieve excellence through personal growth

appreciate the value of networking with other producers and industry leaders

The Cornell Dairy Executive Program provides professional, cutting-edge management training for progressive dairy producers in New York and across the country. The yearlong program develops leadership and decision making skills that are necessary to run a successful dairy business.

Organized by the PRO-DAIRY Program at Cornell University, timely topics in dairy business management are presented by a team of national experts from within and outside of the field of agriculture. Participants attending the program can expect to develop 1- and 5-year strategic business plans through a comprehensive self-evaluation of their business, while building a network of dairy executives and business relationships.

Now recruiting for December 2012. Detailed program information can be accessed at www.ansci.cornell.edu/prodairy/dairyexec.



272 Morrison Hall • Ithaca, NY 14853 • (607) 255-4478
Director: Jason Karszes • jk57@cornell.edu • (607) 255-3809



Bring your own chairs!

Tile Drainage Field Day

August 10, 2012

9:00 a.m.—2:00 p.m.

Lilyea Farms

1320 Pre-Emption Road, Penn Yan

- ◆ The Soil Health Benefits of Tile Drainage
 - ◆ The How-To's of Tile Drainage
- ◆ The Economics; Cost per acre, Backhoe vs. Tile Plow
 - ◆ Drain Tiles in Vineyards & Row Crops
- ◆ Equipment Demonstration, both Traditional and Tile Plow

LUNCH PROVIDED

To register, please call: 315.536.5123

Brought to you by:

Cornell Cooperative Extension Regional Team
Yates County Soil & Water Conservation District



Financial support by:

Hudson Pipes & Pumps
Himrod Farm Supply



Corn Growers and Distillers Grain Users

We are now offering trucking between our ethanol plant and your farm through our new transportation subsidiary, Shelby Transportation, LLC.

Give us a call for an on-farm corn bid or a delivered DDG price, and remember, we offer payment to growers within 2 business days.

Also ask us for a quote for your other commodity trucking needs.

Please call for more information:

Corn: (866) 610-6705

Distillers Grain: (315) 247-1286

Shelby Transportation: (585) 798-6696

Commitment to Quality & Service

at Reisdorf Bros. Inc.

Since 1912, providing you quality feed and independent service for Western NY Farmers.



Full Line of Complete Feeds at Competitive Prices

"Exclusive" Extruded Full Fat Soybeans

"Steamed Rolled" Flaked Corn

Customized Feeds and Complete Nutritional Feed Programs

Dairy Production Consultant

Full Line of Liquid Feed Supplements

Custom Spraying and Crop Service

Exclusive Manufacturer of "Country Magic Dog and Cat Food"

Working Relationships with Your Vet and Consultants for "YOUR Bottom Line,"

Plus Access to the Latest Technology in the Feed Nutrition Business

REISDORF
B R O T H E R S , I N C .

Your Complete Farm Store & Feed Mill

1830 Perry Rd. North Java, NY 14113

Toll Free: 1.800.447.3717 585.535.7538 Fax: 585.535.0470

Please visit our website:

www.reisdorfbros.com

Agricultura

By: Libby Gaige

Colostrum: Quantity, Quality and Timeliness

We all know that feeding calves adequate amounts of high quality colostrum, and feeding it fast, is an essential part of getting them off to a good start. But do your employees understand just how critical this is? Share this refresher course on colostrum management with your Spanish-speaking employees, and brush up on your own Spanish so that you can get the message across.

Colostrum is the milk produced by cows prior to calving. It contains key nutrients to promote healthy growth, such as protein, vitamins, minerals and energy, as well as antibodies (or immunoglobulins, IgGs) to prevent disease. Since the calf's ability to absorb IgGs decreases quickly after birth, it is important to feed colostrum as soon as possible. Standard recommendations are to feed 4 quarts of colostrum within the first few hours after birth. You should strive to feed at least 50% of calves within the first hour after birth, which is the time in which they can most efficiently absorb IgGs.

While quantity and timing of colostrum feeding are important, quality should certainly not be forgotten. If possible, IgG levels should be measured using a Colostrometer to ensure that the antibody concentration is sufficient. Since colostrum provides a great medium for bacteria growth, utmost care should be taken to sanitize all containers (buckets, bottles, nipples, tubes, etc.) between uses and to cool colostrum quickly after milking if it will not be fed immediately.

Below you will find a few easy phrases to help you

communicate the importance of high quality colostrum for healthy calves.

Calostro: Cantidad, Calidad y Puntualidad

El calostro es la leche producida por la vaca inmediatamente antes del parto. Contiene nutrientes claves como proteína, vitaminas, minerales y energía para promover un crecimiento sano, además anticuerpos (también conocidas como inmunoglobulinas o IgGs) para prevenir las enfermedades. Como la capacidad de la becerro de absorber las IgGs disminuye rápidamente después del nacimiento, es importante darla calostro lo más pronto como sea posible. La recomendación estándar es dar un galón de calostro dentro de las primeras horas después del nacimiento. Debe esforzarse dar de comer a por lo menos 50% de las becerras dentro de una hora después del nacimiento, como eso es el tiempo en que pueden absorber las IgGs con más eficiencia.

Mientras la cantidad y la puntualidad de la alimentación de calostro son importantes, no hay que olvidar la calidad. Si es posible, midan el nivel de IgGs con un Calostrometer para asegurar que el nivel de anticuerpos es suficiente. Como el calostro es un buen caldo para el cultivo de bacterias, hay que siempre desinfectar todos los envases (cubetas, botellas, biberones, tubos, etc.) después de cada uso y enfriar el calostro rápidamente después del ordeño si no lo van a usar inmediatamente.

Aquí se puede encontrar unas frases fáciles para ayudarle a comunicar sobre la importancia de calostro de alta calidad para becerros.

Reference:

Leadly, Sam. Calf Facts. <<http://atticacows.com/orgMain.asp?orgid=19&storyTypeID=&sid=&>>

Colostrum Handling – El Manejo del Calostro

Always cover the colostrum pail – Siempre tape la cubeta de calostro

Put the colostrum in the refrigerator – Ponga el calostro en el refrigerador

Measure the IgGs in the colostrum – Mida el nivel de IgGs en el calostro

Feed the calf quickly after birth – Dela de comer rápidamente después del nacimiento

Feed the calf a gallon of colostrum – Dé la becerro un galón de calostro

Disinfect the bottle – Desinfecte la botella

Do You Want to...

- Learn Spanish?
- Gain a better understanding of your Hispanic employees' cultural backgrounds?
- Learn culturally-sensitive employee management skills?

New Dairy Discussion Group Being Organized!

Time and Place to be determined.

Please contact Libby Gaige if you are interested in participating:

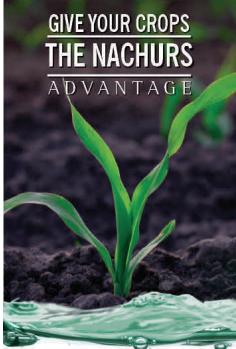
geg24@cornell.edu

607.793.4847

Made possible by support from:



LIQUID STARTER & FOLIAR FERTILIZER



quality in every drop ®

800-622-4877 TOLL FREE
905-541-9041 MOBILE
www.nachurs.com

- Higher yields, higher profits
- Highest quality liquid fertilizers
- Quality, precision placement, seed safe
- Foliar safe
- Low impurities and low salt
- True solution N-P-K
- Orthophosphate (available phosphorus)
- Highly soluble
- Up to \$3000 equipment rebate

[f](#) [t](#) [e](#) [YouTube](#)

© 2011. Na-Churs Plant Food Company dba NACHURS ALPINE SOLUTIONS. All rights reserved.

For quality
bovine hoof trimming
at reasonable prices, call

Robert Sturm
585.813.3896



Western NY Compost Facility

Tour & Workshop

August 2-3, 2012.

Compost Facility Tour (August 2)

Compost Production Workshop (August 3)

Genesee County Fair Grounds in Batavia, New York, will be the tour start and workshop location for the Western New York Compost Facility Tour and Compost Workshop. Hosted by Cooperative Extension; Cornell Waste Management Institute; Environmental Finance Center-Syracuse University; NWNY Dairy, Livestock & Field Crops; and Cornell ILR.

The Tour on August 2nd will visit sites including:

- * Backyard Compost Education & Demonstration Site;
- * Dairy digesting food waste along with manure to produce methane, electricity and manure solids;
- * Vermicomposting operation using forced aerated static piles to pre-compost manure before it is fed to red wiggler worms that produce a highly valued compost product;
- * Earth Bin composting of leaves, grass, brush and branches, food waste, paper products and pulp;
- * Municipal yard waste compost site employing piled windrows

August 3rd's workshop topics:

- * “What Makes a Good Compost? – Review of the Basics of Composting”
Jean Bonhotal, Cornell Waste Management Institute
- * Composting with Ash Wood Chips – Do's/don'ts
Jared Spokowski, NYS Dept. of Ag & Markets
- * Health and Safety Issues for the Compost Worker,
Nellie Brown, Cornell Industrial and Labor Relations
- * Troubleshooting Common Compost Problems
Jean Bonhotal, Cornell Waste Management Institute

See the brochure for details and registration information
<http://cwmi.css.cornell.edu/WesternNYCompostTour.pdf>

2012 New York All—Forage Fed Bull Test

Purpose.: To develop young bulls on an all - forage diet and collect data on performance useful for producers interested in breeding bulls to be used in environments typical of New York.

What is the New York All Forage Fed Bull Test?

Following an adjustment period, weaned bull calves will be fed an all - forage diet (baleage and/or dry hay) for a 120 day test period.



When will the test be conducted?

1. Bulls are to be delivered to the Cornell Teaching and Research Unit in Dryden NY, December 1, 2012.
2. The official 120 day test will begin December 13, 2012 and conclude April 12, 2013.
3. Following the test bulls can be taken back to the farm of origin or possibly consigned to a sale for bulls that successfully complete the test.

Where?

Cornell University Beef Teaching and Research Unit, Dryden, NY

What are there requirements for the test?

1. Maximum of 4 bulls per farm. Only bulls born between January 1, 2012 and June 15, 2012 will be accepted.
2. De-horning is to be completed, healed and dry prior to December 1.
3. Cattle are to be weaned no later than October 17, 2012. Initial vaccination is to be completed at least 21 days prior to weaning . Vaccines requiring boosters must be completed by November 10.
4. Vaccinations are to include BRSV, IBR, PI-3, BVD, 7-way Clostridial, Haemophilus somnus, and Mannheimia haemolytica (formerly Pasteurella haemolytica) and Pasteurella multocida.



(leucotoxin). Booster is to be given according to label.

5. Calves are to receive a selenium injection, be dewormed, treated for grubs, and free of ringworm and warts.
6. Beef Quality Assurance guidelines of neck only and when possible subcutaneous injections are to be followed. Beef Quality Assurance certification strongly recommended.

What information will be collected during the test?

1. At a minimum, consignors will receive:
2. Performance-total gain, average daily gain, model predicted dry matter intake and feed efficiency, temperament, and structural soundness and undergo a breeding soundness exam.
3. Carcass ultrasound measurements: ribeye area, back fat, and intramuscular fat.
4. Economic performance-cost of gain.

What's the cost for the test?

Cost for consigning a bull to the test will be \$425. Application and non-refundable deposit of \$50 is due October 1, 2012. Balance is due December 1, 2012 upon delivery to the test station.

To consign bulls or for more information:

*Cornell Cooperative Extension,
Nancy Glazier: 585.315.7746
Cornell University,
Mike Baker: 607.255.5923*

Hoof Health and Lameness Module for Fall 2012

The NWNY Team & the Wyoming County Dairy Institute have added a new dairy skills training module for the fall of 2012, entitled "Hoof Health and Lameness". It will focus on lameness detection, locomotion scoring, causes and cures of dairy cattle hoof conditions impacted by metabolic problems, trauma, stress and infectious diseases.

September 18,20,25,27 & 28, 2012

CCE-offices in Warsaw or Canandaigua plus a local dairy farm

\$75.00/person

Please pre-register by calling: 585-786-2251

The class will be taught by local professional trimmer Chip Hendrickson, Jeff Wheeler of ZINPRO, Dr. Melanie Hemenway of the New York Cattle Health Assurance Program, Dr. Rodrigo Bicalho, Asst. Prof. in the Ambulatory Clinic at Cornell University College of Veterinary Medicine, and NWNY Team members Dr. Jerry Bertoldo, Libby Gaige, and Jackson Wright. Libby will offer on-farm presentations on Friday September 28th, for Hispanic workers on lameness detection and locomotion scoring in Spanish.

In addition to the 10 hours of science based lectures, the registrants will have an opportunity to trim cadaver hooves, apply hoof blocks, and observe professional trimmers treating a variety of lameness problems on a local herd.

Supported by:



2012 Northeast Buckwheat Field Day

August 22, 2012

1:00 p.m.—3:30 p.m.

Oeschner Farm

1045 Trumbull's Corners Rd., Newfield

(farm is just west of downtown off Route 13, south of Ithaca)

- How do you get the most value out of buckwheat in your rotation?
- Double cropping buckwheat when small-grain harvest comes early.
- Harvest equipment for swathing will be on display.
- The farmer-to-farmer exchange of knowledge on production issues is always popular.

There is no charge for attending, and pre-registration is not required. For more information call:

315.787.2218 or visit:

hort.cornell.edu/bjorkman/lab/buck/fieldday12.php

Sponsored by:

Cornell University



Planning for Emergencies On-Farm Workshops

Conducted in English and Spanish

Presented by Mary Jo Dudley of the

Cornell Farmworker Program

- Discussions and role playing exercises about how to respond to emergencies such as a car accident, farm accident or an immigration detention.
- Spanish language skits that provide information about ways to respond if detained by a law enforcement official.
- Assistance for parents who wish to assign guardianship for their children.
- Overview of the purpose and process for assigning power of attorney.

A number of workshops are being planned throughout Western NY over the next few months. If you or your Spanish-speaking employees are interested in attending a workshop or you would like more information, please contact Libby Gaige at 607-793-4847 or geg24@cornell.edu.

WE'RE DEALING. YOU'RE SAVING.



**NOW IS THE TIME TO GET A GREAT DEAL
ON THE WORLD'S #1 TRACTOR.**

Get ready for autumn with the next generation of tractor. Mahindra's efficient, rugged design and best-in-class lift capacity will get you through season after season.

Contact **MTE Turf & Tractor** to see our Mahindra selection in person, including the 4010 HST 4WD, 38HP tractor with front loader — an economical, easy-to-operate tractor for general purpose farming and ag, livestock operations and grounds maintenance.

Call Geoff today — tell him you saw us in *Ag Focus* and get free Mahindra apparel:

585.334.0100, ext. 1403



MTE Turf & Tractor
33 Thruway Park Drive
West Henrietta, NY 14586
www.mte.us.com



**Cooperative Extension Association of Livingston
NWNY Dairy, Livestock & Field Crops Team
158 Main Street
Mount Morris, NY 14510**

Nonprofit Org.
U.S. POSTAGE
PAID
Permit No. 298
Rochester, NY

**Postmaster Dated Material
Please Expedite**

Save the Date...

August, 2012

- 7-9 Empire Farm Days, Rodman Lott & Son Farms, 2973 Route 414, Seneca Falls
10 Tile Drainage Field Day, 9:00 a.m.—2:00 p.m., Lilyea Farms, 1320 Pre-Emption Rd., Penn Yan
11-18 Wyoming County Fair, N. Division Street, Pike, Contact: 585.493.5626
13-18 Wayne County Fair, 250 W. Jackson Street, Palmyra, Contact: 315.597.5372
14 NY Corn & Soybean Growers Summer Tour, 8:30 a.m.—4:30 p.m., DuMond Farms, 5083 White Road, Union Springs, NY, for more information: www.nycornsoy.org or juliacrobbins@gmail.com
23 Fresh Market Potato Varieties, and Insect & Disease Management Meeting, 5:30 p.m.—8:30 p.m., Williams Farm, Marion, Pre-register for dinner: Carol MacNeil: 585.313.8796 or crm6@cornell.edu. DEC/CCA credits if you attend the **ENTIRE** meeting. Free for current CVP enrollees; \$10.00 for non-enrollees.
25 Yates Farm Safety Day, Benton Fire Hall, Contact: Henry Martin, 315.536.4736

September, 2012

- 18 Dairy Skills Training: Hoof Health & Lameness, For more information contact: 585.786.2251, (see page 14)

October, 2012

- 3-7 Cornell University & New York Beef Producer's Associate 2012 "Buckeye" Beef Tour, Contact: Mike Baker 607.255.5923 or mjb28@cornell.edu



MORE DAIRY SKILLS TRAININGS

Fall, Winter & Spring Programs—2012-13



The Use and Evaluation of DHIA Records: November 6,8,13 & 15

Commercial Driver's License Training (CDL): October 24 & 25 (Producers and their employees only)

QuickBooks for Dairies: January 7—11, 2013

Calf Management: February 5,7,12, 14 & 16, 2013

Nutrient Management: March 5,7,12, 14 & 16, 2013

For more information or to register for these courses please contact Wyoming Co. Dairy Institute:
585.786.2251 or visit WyomingCountyDairyInstitute.com

"Cornell University Cooperative Extension provides equal program and employment opportunities."