



Ag Focus

Winter Weather- Are You Prepared?

By: Libby Eiholzer

After a winter like 2013/2014, we'd hope that everyone would be prepared for cold weather. Just in case you've blocked last year's freezing temperatures from your memory, here are some reminders to keep everyone on your farm warm, healthy and safe this winter.

1. **Get your flu shot!** Think December is too late to get vaccinated against the flu? Think again, and encourage your employees to get vaccinated too. You might consider setting up a flu shot clinic at your farm to make it more convenient. The more people on your farm that are vaccinated, the healthier and more productive your work force will be this winter.
2. **Dress appropriately for the weather.** Insulated, waterproof boots and wool socks are a must. Dressing in layers and wearing sweat-wicking clothes, a hat and gloves will keep you warm no matter your activity level.
3. **Know the signs of frostbite.** Last year was the first year in recent memory that many people really had to worry about frostbite in Western NY. The first signs are cold skin and a prickling feeling, then numbness and red or pale skin. This is frostnip, which won't permanently damage skin. Give yourself a review on signs of the later and more dangerous levels of



It won't be long before we're greeted at the farm daily by these wintery scenes!

frostbite by looking up "signs of frostbite" at <http://www.mayoclinic.org>.

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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.

4. **Look out for your Hispanic employees.** Last year was a shock to many who were born and raised in NY, so imagine what it was like for someone experiencing their *first* NY winter. Consider the fact that those used to warmer climates may not know strategies for layering clothing or recognizing frostbite. Taking them on an extra shopping trip to purchase warmer clothes or giving them a bit of advice can make for warmer, happier and more productive employees when the mercury heads south.
5. **Stay hydrated.** When it's cold, many people tend to drink less; yet active farm employees still sweat and lose electrolytes during normal farm activity. Encourage employees to drink more by making hot and cold water readily available.
6. **Take proper care of machinery.** Make sure to

train employees which tractors need to be plugged in at night to avoid problems starting in the morning- this is again something that new Hispanic employees have probably never done before.

7. **Pay extra attention to newborn calves:** dry them off, provide plenty of bedding (straw is best to allow for nesting) and feed them one gallon of warm colostrum within the first hour after birth.
8. **Take care not to rush cows when moving them.** Cows walk comfortably at 2 mph, while humans tend to walk at speeds of 4-5 mph. When cows are pushed to walk too fast, they are more prone to slip and fall. This is exacerbated by slippery conditions caused by snow and ice. Use a material like calcite to improve footing in areas prone to icing.

Wishing you all a safe and productive winter!

**U.S. Department of Labor Certification
2015 National Safe Tractor &
Machinery Operation Program**

← This course will qualify youth ages 14 and 15 years of age to be certified to operate farm equipment for hire. The course is scheduled to run Saturdays, 8am to Noon beginning January 17, 2015 - March 21, 2015. →

The training program encompasses 32 hours of intensive instruction. Upon the completion of the training, each student will be required to take a 50 question knowledge test with a minimum passing score of 70%. Students who successfully pass the knowledge test will be permitted to take the Skills and Driving tests. After passing both the written test and driving tests, the students will receive their formal certification from U.S. Department of Labor.

The fee for the course is \$25. Note: youth are also required to be current enrolled 4-H members (*Genesee County 4-H enrollment fees are: \$25 per youth or \$50 per family for Genesee County residents; \$35 for out of county residents*).

To request a registration packet please call:
CCE - Genesee County at 343-3040, ext. 101
or email: genesee4h@cornell.edu.


Deadline to Register: January 12, 2015



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Annual Farm Business Summary & Analysis Season and the 2014 Farm Bill

By: John Hanchar

Summary

- The 2014 Farm Bill with its focus on risk management based programs requires farmers and ranchers to make participation decisions by established target dates.
- Some farmers and ranchers will approach decisions based upon expected need, where expected need is based upon expected financial performance in a future period.
- The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business' financial management practices for purposes of making 2014 Farm Bill related risk management decisions.

Background

The 2014 Farm Bill with its focus on risk management based programs - the Margin Protection Program (MPP) for Dairy, crop insurance and other insurance type programs - requires farmers and ranchers to make participation decisions regarding coverage levels and other program aspects by established target dates.

Some farmers and ranchers will approach decisions based upon expected need, where expected need is based upon projected financial performance for a future period, for example, the ability to meet cash obligations in a timely manner for the following year. Is an excess or deficit cash flow situation projected? Projected measures of financial performance will provide valuable information for decision making.

The next few months present good opportunities to examine your business' financial management practices, specifically, for the ability to help with current and future 2014 Farm Bill related risk management decisions, but also, more generally, for the purpose of answering the following questions.

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

The statement "If you can't, or don't measure it, then you can't manage it" with its emphasis on measuring past and expected outcomes underlies the value and need for sound financial management, especially as it relates to successfully managing risks.

Business Summary and Analysis Tools

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

- The objectives of the DFBS Program are to allow producers to analyze their production and financial situation, set future goals, and make sound financial decisions.
- The DFBS allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency as well as analyses of the cropping and dairy aspects the business.

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Financial Statements for Agriculture (FISA) Program

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

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

FISA provide sound bases for developing financial projections.

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

If you are interested in improving your farm business' ability to practice sound financial management, then please contact me to learn more about some of the tools available and their value and/or to discuss plans for completing a farm business summary and analysis for 2014. The Team has the capacity, using the above tools, to develop valuable farm business summary and analysis. The team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.

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New Farm Bill programs have a lot of protection to offer, but one thing is clear; in counties where crop insurance is offered, it provides the majority of available protection for producers. The new NAP-65 program can provide the best protection for all other crops. NAP now offers coverage up to 65% of the yield at 100% of the established crop value. It is available through your county Farm Service Agency (FSA).

Learn more about how other new programs work together with crop insurance and NAP. Talk to your crop insurance agent, FSA county staff and attend workshops and meetings to learn how to make the new programs work for you. These new crop programs are: the Supplemental Coverage Option (SCO), and, if you have base acres, either the Price Loss Coverage (PLC) or Agricultural Risk Coverage (ARC). To benefit from these protection plans, you must enroll by the deadlines.

**To find an agent go to www.rma.usda.gov/tools/agent.html
For more information go to www.agriculture.ny.gov/AP/CropInsurance.html
or call 800.554.4501**



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State & Local Partners to Host Informational Meeting about SECD

By: Nancy Glazier

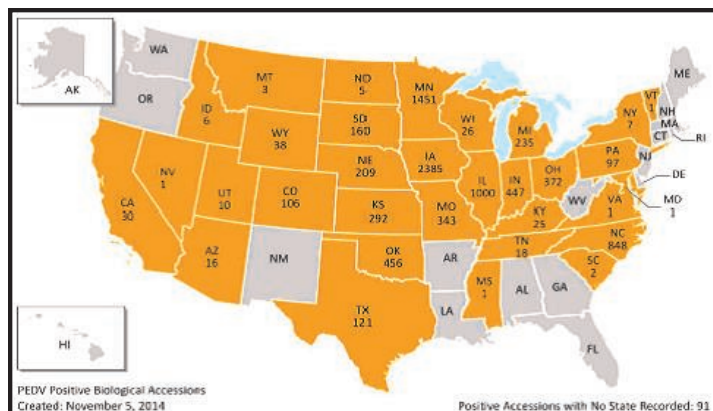
The New York State Department of Agriculture and Markets, in cooperation with the United States Department of Agriculture, Cornell Cooperative Extension, and the New York Pork Producers is scheduling a series of informational meetings around western New York on Swine Enteric Coronavirus Diseases. This includes Porcine Epidemic Diarrhea (PEDV) and another recent disease, Porcine Delta Coronavirus (PDCoV). These diseases have caused large losses in swine breeding facilities across the United States since their introductions and led to a suspension of the piglets and sows exhibit at the 2014 Great New York State Fair.

USDA Secretary Tom Vilsack issued a Federal Order on June 5, 2014 requiring the reporting of swine enteric coronavirus diseases including PEDV and PDCoV. Because of similar symptoms to other gastroenteritis, laboratory testing is required for diagnosis.

PEDV was first identified in the US in May 2013. PDCoV was first detected in the US in early 2014; as of November 12 it has not been identified in NY. Transmission is oral-fecal; pigs must consume the virus from infected feces to become infected. These coronavirus infections peak in colder temperatures, thus the timeliness of these educational meetings. Immunity is not lifelong, recurrences are common.

The featured speaker at the events will be Dr. Michael Pierdon, a partner in Four Star Veterinary Services, which provides consultation to swine producers throughout the eastern United States, including New York. Four Star Veterinary Services' 10 veterinarians provide veterinary expertise to over 350,000 sows in the eastern U.S. Dr. Pierdon has extensive experience in the areas of biosecurity and disease eradication. He specializes in helping pork producers reduce disease risk and improve biosecurity to prevent infection and also implement successful eradication programs at infected sites.

Dr. Pierdon is a 2005 graduate of the University of Pennsylvania School of Veterinary Medicine and a



Planting a Small Silvopasture

By: Bill Verbeten

If you have an overgrown woodlot, a strong back, a chainsaw, a small tractor with a mower, a pile of grass and clover seed, and a rake then you can start establishing a small silvopasture on your land. This article describes a personal project of mine back home in Wisconsin planting a silvopasture on a small scale.

How do you plant a silvopasture?

Silvopastures can be established by cleaning up and partially clearing woodlots or planting trees into fields. For this article I'll only discuss planting a silvopasture into an already wooded area. To establish a silvopasture in a forest you need to 1) increase the



Figure 1: Boer goat clearing ground for silvopasture.

ground exposure to light by clearing brush and cutting down some trees and 2) plant pasture plants. This may sound simple, but it takes some time and patience to see the results. A lot of brush, branches, and fallen trees can be cleared by simply picking them up. If you don't have an immediate need for

firewood you can just make a pile that can serve as a windbreak for the animals you will eventually have in your silvopasture. A couple of goats can make a lot of progress on clearing out berry brambles, brush, and woodland plants, *Figure 1*. Small moveable electric fencing or ropes can keep them in a spot until they've cleared out the competing plants.

Once you clear the smaller material you'll have some larger fallen trees that will need to be cut up or moved with a tractor. Some areas will be so overgrown that a Bush-Hog® or other rotary mower will



Figure 2: Woods ready for silvopasture planting.



Figure 3: Grass growth is less in shaded areas (left) than sunny areas (right) in a silvopasture.

be needed to cut down the thick bushes. One you clear the areas they should have plenty of light reaching the ground, *Figure 2*.

If needed some of the trees should be cut so that only about 30-40% of the ground is shaded. Grass growth is not as vigorous in areas with higher amounts of shade, *Figure 3*.

The key to successfully planting a silvopasture once you have enough light reaching the ground is to have adequate seed-to-soil contact. Simply broadcasting a bunch of seed on the ground doesn't work. You need to have animals walk over it afterwards to "hoof" it in, use a small no-till drill, or get a rake and plant it by hand. The ground for this silvopasture is a very light sandy soil with many tree roots at the soil surface so tillage is impossible without destroying the trees. A no-till drill is not practical on these small, hilly woodlots. While goats have done some of the work, the majority has been planted by using a rake to pull back the top layer of mulch, broadcasting a lot of grass and clover seed by hand, raking the top layer of mulch back over the seed, and then using a small tractor to pack the seed in. The results have been great in test strips and larger areas. Orchardgrass, improved tall fescue varieties, and perennial ryegrass have all performed well in this project. They tend to be more shade tolerant than other types of grass.

For those of you that want to establish large-scale silvopastures it will probably be a lot easier to start with a field, convert it to a pasture or hay field, and then plant trees into it. Soil testing and fertilization for pastures should be your starting point for modifying the pH and increasing the silvopasture's yield potential.

2015 Corn Congresses

The Corn Congresses are right around the corner! Come and get all the latest on corn production from Cornell researchers, extension, and local industry. Visit with all of your favorite local industry representatives at the Ag. Exhibitor Tradeshow and get answers to all your questions on the latest technology and innovations!

Crop & Pest Management with Unmanned Aerial Systems in NWNy

Bill Verbeten, Cornell University Cooperative Extension

Interseeding Cover Crops into Standing Grain Crops

Matthew Ryan, Cornell University Agroecologist

What's your 30 Second Elevator Speech on GMO's?

Margaret Smith, Cornell University Plant Breeder

Corn Yield Potentials & Sensing Technologies for On the Go Nitrogen Application

Quirine Ketterings, Cornell University Nutrient Management

Silage & Grain Corn Hybrid Variety Trials in WNY Cover Crop Cocktails, Nitrogen, Adapt N & Corn Yields

David DeGolyer, WNY Crop Management Association

Status of Herbicide Resistant Weeds

Russ Hahn, Cornell University Weed Scientist

Western Bean Cutworm Continues to Increase!

Mike Stanyard, Cornell University Cooperative Extension

DEC Recertification points & Certified Crop Adviser Credits pending

January 14, Clarion Hotel, Batavia

January 15, Holiday Inn, Waterloo

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Cathy Wallace: 585.343.3040 x138 or cfw6@cornell.edu

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JANUARY 6, 2014

Cost:

\$45, for those not enrolled in the NWNy Team through your local county extension office.
(If you do not receive Ag Focus, the monthly team newsletter, you are NOT enrolled.)

\$35, for those enrolled in the NWNy Team.

Corn Congress brochures will be coming in the next 2-3 weeks. Watch your mailbox!!!

Lawnhurst Farms to Host Operations Managers Conference Tour

By Joan Sinclair Petzen

A conference for operations managers will be hosted in Syracuse, on January 20 by PRO-DAIRY and the Northeast Dairy Producers Association. The conference will conclude on Wednesday, January 21 with a tour to Lawnhurst Farms in Stanley, Ontario County, NY. "Effective Management through Teamwork and Leadership" is the conference focus. The tour will include interaction with both the dairy and field crops teams at Lawnhurst.

Tour: Lawnhurst Farms, owned by Don Jensen and Family, is a multi-generational dairy farm that was started in 1925. Currently, the farm has approximately 1,500 milking and dry animals, with another 1,200 young stock being raised on the farm.

The herd currently has a 26,800 pound rolling herd average on 3 times milking, no rBST, with an average SCC of 200,000 or lower. Milk meters, activity monitors, and sort gates are utilized to monitor the herd, manage the reproductive program, improve cow handling, and minimize cow movement between groups. Cows are bedded every other day with separated dried manure solids that come from a digester. Wet calves are fed using automatic feeders in a calf barn built in 2009.

The farm has 2,100 tillable acres, where 900 acres of alfalfa hay, 1,000 acres of corn silage, and 200 acres of grain are grown. Scales are utilized to monitor yields and weigh all purchased commodities. Seventy-five percent of the manure is applied utilizing a dragline system.

Much of the success of Lawnhurst is attributed to quality and dedication of the employees. The workforce is comprised of 20 full-time personnel, evenly split between local and Hispanic, along with three key family members. Four of the key employees have been with Lawnhurst from 12 to 30+ years.

General Session: "Increasing Employee Engagement: Getting the Best Through

Understanding Your Organizational Climate", The Positive Power of Servant Leadership and a panel discussion "Communicating for Results". Breakout sessions address human resources management and technical topics relating to dairy and crop management.

Conference Registration: Early bird registrations will be received through December 22. Details on fee, location, accommodations, and payment are available on the PRO-DAIRY Program website: <http://ansci.cornell.edu/prodairy>. Registrations can be made on-line or by mail. For questions, contact Heather Darrow, Conference Coordinator, at hh96@cornell.edu or (607) 255-4478.

The Operations Managers Conference provides dairy managers an excellent opportunity to help their key leaders tune up their leadership and management skills for improved teamwork and decision making on the farm. Register early to receive a discount.

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PRO-DAIRY

Program Dates:

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meet on Thursday:

January 8th, 2015
February 5th, 2015
March 5th, 2015

10:30am to 3:30pm

Registration fee is \$100.00

**Program offered via live presentations
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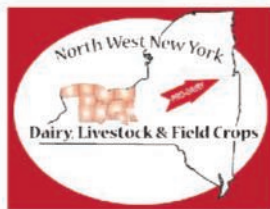
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and

CCE - Ontario County
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To register for either
site contact:

Cathy Wallace:
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Improve Your Milk Check Through Quality Milk.

January 8th-What is Mastitis Costing your Farm?

- ◆ Analysis of Potential Lost Income.
- ◆ Mammary Physiology & the Basics of Mastitis Culturing
- ◆ Bovine Mammary Gland Anatomy & Physiology -Importance of a Consistent Milking Protocol.
- ◆ Knowing Your Mastitis Organisms .
- ◆ How to Take a Proper Milk or Bedding Sample for Culture

Presenters:

Dr. Kimberley Morrill, PhD, CCE Regional Dairy Specialist.
Dr. Theresa Taraska, DVM, CCE Lewis County Dairy Specialist
Dr. Rick Watters, PhD, Quality Milk Production Services

February 5th- Importance of Cow Comfort, Environment & Equipment Maintenance

- ◆ Overview on milk samples and bedding samples submitted from week one.
- ◆ Scoring Systems to Implement On-farm to Monitor Cleanliness and Teat Health- who should you score, how to score, why they are a good idea.
- ◆ Cow Comfort and its Impact on Quality Milk.
- ◆ Cow Comforts Impacts on the Immune System.
- ◆ Impact of Equipment Maintenance.

Presenters:

Curt Gooch, Agricultural Engineer, Cornell ProDairy Program
Dr. Jerry Bertoldo, DVM-NWNY Dairy Specialist.
Dr. Paul Virkler, DVM, Quality Milk Production Services
Dr. Rick Watters, PhD, Quality Milk Production Services

March 5th Importance of Record Keeping for Mastitis Control.

- ◆ Economic Impact of Management Changes to Improve Milk Quality.
- ◆ Residues & Treatment Records.
- ◆ Dairy Comp - The Value of Recordkeeping .
- ◆ Review of NYSCHAP Quality Milk Module

Presenters:

Dr. Michael Capel, DVM, Perry Vet Clinic
Dr. Dwight Bruno, DVM, New State Dept. of Ag and Markets.

**One bulk tank sample and
bedding sample per farm is
included in the registration fee.**

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Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

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Heavy Duty
Hauler
(2) 2006 WESTERN STAR 4900SA; 515 HP Detroit 14L Diesel; Engine Brake; Reynolds 211 x 7" H x 102" W Steel Heated Body; Hendrickson Susp.; 220" WB; 12,000x24 Tires; Soko Wheels; Tandem Axle; 18,740# F/A; 85,000# R/A; Off Road Tires @ 85%; Low Miles; Stk. #4699 - \$34,900
Stk. #4698 Has 190,180 Miles • ALSO: 2009 Western Star Dump & 2012 Mack Dump With Same Specs



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 FA; 40K 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. #4593 - \$59,000



135K
New Engine
44,000#
Rears
2003 MACK GRANITE CV713; ASET Mack 400 HP; 18-Spd.; Engine Brake; Air Ride Susp.; 206" WB; 22.5 Tires On Alum. Wheels; 14,600# F/A; 44,000# R/A; 467,162 Miles; Heavy Spec Tractor w/Peterbilt Engine Installed 4/23/12; Only 135K On New Engine; Paperwork Available; 2-Line Wet System; Air Slide 5th Wheel; Stk. #4678 - \$32,500



94K Auto
Crane
2003 INTERNATIONAL 4300; DT466 International Diesel; Automatic; 47" Spring Susp.; 187" WB; 22.5 Tires; All Steel Wheels; Single Axle; 13,000# F/A; 22,000# R/A; 81,811 Miles; Very Clean, Low Mile Truck w/Atac DM47 Crane/Auger/Pole Grabber With 4 Stabilizers; Also Has Aux. Hydraulics To Run Portable Tools; Rear Hitch w/Air & Electric Hookups; Stk. #4681 - \$32,900



6x6
Allison
67K
(6) 2005 OSHKOSH F2346; Cummins ISM 330 HP; 67,687 Miles; Auto. Chalmers Susp.; 212" WB; 23,000# F/A; 46,000# R/A; Clean, Low Mile 6x6 C&C; 18" Frame Behind Cab; Full Locking Rears; Stk. #4621/4622 - \$49,900



20 ft. Live Floor
Silage Truck
2007 INTERNATIONAL 7400; 300 HP; 8LL Trans. Double Frame, Hendrickson Spring Over Beam Susp.; 46,000# Rears; 196" WB; 20" Live Floor Silage Box; 75,000 Miles! - \$65,900



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. #4565 - \$26,900



Double
Frame
20K/46K
Auto.
2004 MACK MR600; 300 HP Mack Diesel Engine; 248,000 Miles; Auto. Trans.; Haulmax Susp.; 315/80R22.5 Tires; All Steel Wheels; 214" WB; Tandem Axle; 20,000# F/A; 46,000# R/A; Stk. #4655 - \$39,900



81,000 Miles
Mixer Or
Chassis
2004 PETERBILT 357; 445 HP CAT C12 Diesel; 8LL Trans.; Engine Brake; Haulmax Susp.; 220" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 81,708 Mile; Very Clean Mid West Mixer Truck, Full Locking Rears, Low Miles. We Will Separate The Mixer From The Chassis; 144" CI; 17" Of Frame Behind The Cab; Stk. #4604 - \$49,900



46,000#
Lockers
Wetline
2006 WESTERN STAR 4800EX; 515 HP Detroit 14L Diesel; 18 Spd.; Engine Brake; Air Ride Susp.; 222" WB; 24.5 Tires; Alum. Wheels; Tandem Axle; 12,000# F/A; 46,000# R/A; 528,344 Miles; Very Clean Heavy Spec Truck With FULL LOCKING 46,000# Rears And Wetline; Stk. #4702 - \$49,500



34K ECM
Miles
2004 Freightliner Business Class M2 106; Mercedes MBE-900 280 HP; 31,007 Miles; 8LL Eng. Brake; Air Ride Susp.; 3.90 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



20/46K • 16 ft.
Allison Auto.
2000 PETERBILT 378; 365 HP CAT C10 Diesel; Allison Automatic; Engine Brake; 16" Steel Body; Hendrickson Susp.; 210" WB; 315/80R22.5 Tires; All Steel Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 385,850 Miles; Very Clean Dump w/Double Frame; Electric Tarp; Very Good Rubber; Ready To Go; Stk. #4733 - \$37,500



200,000 Miles
16 Ft. Steel
2006 VOLVO VHD420B0; 395 HP Volvo VED12D Diesel; 200,337 Miles; 8LL Trans.; Engine Brake; TuffTrac Susp.; 16" Steel Body; 4.89 Ratio; 24.5 Tires; 232" WB; Tandem Axle; 20,000# F/A; 46,000# R/A; Good Running, Clean Dump Truck w/Electric Tarp; Stk. #4000 - \$57,500



20/46K Axles
Heavy Spec
1999 STERLING L9513; 3306 CAT Diesel; 8LL Trans.; Engine Brake; Hendrickson Susp.; 4.56 Ratio; 196" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 15,540# F/A; 46,000# R/A; 244,945 Miles; Good Running Cab & Chassis w/Full Locking Rears; 14" Of Frame Behind Cab w/Hinge Point; 126" CI; Truck Has PTO; Stk. #3855 - \$19,900



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; Tri-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" Of Frame Behind Cab; 183" CI; Stk. #4631 - \$42,500

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Calf & Heifer Congress - 2014

"Birth to Breeding"

December 10, 5:30 - 9:00 p.m.

December 11, 9:00 a.m. - 5:00 p.m.

RIT Inn & Conference Center
5257 W. Henrietta Road, Henrietta

For conference details and registration information please visit:

<http://www.cvent.com/d/k4qctr>

For registration information contact:

Cathy Wallace:

585-343-3040 x138 or cfw6@cornell.edu

Upcoming Webinars:

Winter Strategies to Enhance Teat Health & Milk Quality

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

Presented by:

Leo Timms

Iowa State University

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

Treatment & Prevention of Subclinical Hypocalcemia

December 16, 1:00 - 2:00 p.m.

Presented by:

Garret Oetzel, Ph.D.

<http://www.extension.org/pages/29156/upcoming-dairy-cattle-webinars#.VGTTsNh0zIV>

2015 CDL Training for Genesee Co. Agriculture Producers

*** Information Meeting: January 7, 2015**

7:30 p.m., CCE - Genesee Co. office, 420 East Main St., Batavia

Class Training: January 13 & 14, 2015

7:30 p.m., CCE - Genesee Co. office, 420 East Main St., Batavia

Cost: Class A, \$625.00

Cost: Class B, \$475.00

CDL Requirements are as follows:

- ◇ Class A must be 21 years of age
- ◇ Class B must be 18 years of age
- ◇ Must pass a DOT physical
- ◇ 4 hours of classroom instruction
- ◇ Must pass written exams
- ◇ 6 hours of drive time for Class A
- ◇ 3 hours of drive time for Class B

This training program is designed for producers and farm employees that have some experience with commercial truck operation.

To reserve a seat at the training sessions please contact:

Brandie at: 585-343-3040 x101 or

Jan Beglinger at: 585-343-3040 x132

*** This meeting is to answer any questions you may have about the program and to pick up the required training materials and medical forms.**

USDA Extends Dairy MPP Deadlines

By USDA Farm Service Agency

Agriculture Secretary Tom Vilsack, speaking at the National Milk Producers Federation annual meeting, on October 30th announced extended deadlines for the dairy Margin Protection Program. Farmers now have until December 5, 2014, to enroll in the voluntary program, established by the 2014 Farm Bill. The program provides financial assistance to participating farmers when the margin – the difference between the price of milk and feed costs – falls below the coverage level selected by the farmer.

“We want dairy producers to have enough time to make thoughtful and well-studied choices,” said Vilsack. “Markets change and the Margin Protection Program can help protect dairy producers from those changes.”



Vilsack encouraged producers to use the online Web resource at www.fsa.usda.gov/mpptool to calculate the best levels of coverage for their dairy operation. “Historical scenarios also can be explored to see how the Margin Protection Program would function should poor market conditions occur again in the future,” said Vilsack. The secure website can be accessed via computer, smartphone or tablet.

The U.S. Department of Agriculture (USDA) also extended the opportunity for public comments on both the Margin Protection Program & the Dairy Product Donation Program until December 15, 2014.

Comments can be submitted to USDA via the regulations.gov website at <http://go.usa.gov/GJSA>.



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December 2014

Save the Date...

- 5 **MPP - Dairy Registration Deadline**, see page 14 for more details.
- 8 **Novel Swine Diseases Meeting**, 7:00 p.m., Randolph Municipal Building, 72 Main Street, Randolph. To register contact: Lisa Kempisty, 716.664.9502 x 203 or lj4@cornell.edu
- 9 **2014 Agribusiness Economic Outlook Conference**, Warren Hall, Cornell University, Contact Gretchen Gilbert at: 607-254-1281 or gcg4@cornell.edu.
- 10 **Novel Swine Diseases Meeting**, 7:00 p.m., CCE-Genesee Co., 420 East Main Street, Batavia. To register contact: Nancy Glazier at 585-315-7746 or nig3@cornell.edu
- 10 **Novel Swine Diseases Meeting**, 7:00 p.m., Alfred State College Farm, 1254 Route 244, Alfred. To register contact: Lynn Bliven at 585.268.7644 x 18 or lao3@cornell.edu
- 10-11 **Calf & Heifer Congress**, RIT Inn & Conference Center, 5257 W. Henrietta Road, Henrietta
- 11 **Late-Season Grazing Pasture Walk**, 3:00 - 4:30 p.m., Angus Glen Farms, 3050 Station Road, Watkins Glen. **RSVP**: Brett Chedzoy, 607.535.7161 or bjc226@cornell.edu

January 2015

- 8 **Milk Quality Training**, 10:30 - 3:00 p.m., for details see page 11.
- 14 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia. For details see page 9.
- 15 **Corn Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo. For more details see page 9.

February 2015

- 4 **WNY Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 5 **Finger Lakes Soybean/Small Grains Congress**, 8:30 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 5 **Milk Quality Training**, 10:30 - 3:00 p.m., for more details see page 11.

March 2015

- 5 **Milk Quality Training**, 10:30 - 3:00 p.m., for more details see page 11.

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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.