

# Ag Focus



## Antibiotic Use – Turning Up the Heat

By: Jerry Bertoldo, DVM

In December 2014 the Reuters News Agency issued a special report entitled “Powerful Antibiotic for Cows Often Misused by Farmers”. The antibiotic in question is ceftiofur, more commonly known by the trade names Naxcel, Excenel and Excede. The article states that ceftiofur accounted for one-quarter of USDA drug residue violation reports in 2013. 415 or 76% of those involving ceftiofur were found in dairy animals. According to Zoetis, the major manufacturer of ceftiofur products, “the statistics... were taken from a second component of the residue monitoring system, the inspector generated program. The intent of this program is not to estimate the prevalence of residues, but rather specifically target suspect animals and suspect populations of animals.” In other words, Reuters used statistics from a biased population of animals tested because they were unhealthy looking and most likely to have been treated with antibiotics. According to the article “about 2 million people in the United states are sickened each year by bacterial infections that resist conventional antibiotics and at least 23,000 die”.

A section of the article refers to a study published in 2014 in the Journal of Veterinary Research authored by faculty of several vet colleges. It found a strong correlation between microbial resistance to ceftiofur and ceftriaxone, a cephalosporin used in human medicine, by bacteria isolated from both human

and cattle bowel. Both antibiotics are 3<sup>rd</sup> generation cephalosporins. In cattle the resistance to these drugs returns to pretreatment levels by three weeks post treatment. The worry is that resistant bacteria will contaminate the meat of animals slaughtered before the fading of resistance with the short holdout for ceftiofur.

The preliminary findings of this study compelled the FDA to rule in 2013 that except for the first generation cephalosporin, cephapirin (the antibiotic in Cefa-Lak/Today and Cefa-Dri/Tomorrow) more advanced antibiotics in the family such as ceftiofur were to be used strictly according to label.

*Continued on page 3*

### Focus Points

<i>Produce Quality Milk to Boost Your Bottom Line</i>	4
<i>FAQs about Farm Drones, Part 2</i>	6-7
<i>Calling Beef Producers</i>	8
<i>2014 Farm Bill Safety Net Programs: Crop &amp; Livestock Provisions</i>	10-11
<i>Upcoming Webinars</i>	11
<i>Cornell Beef Farm Account Book</i>	13
<i>NY Corn &amp; Soybean Contest Winners</i>	14
<i>Improving Your Feeder Calf Marketing Strategies</i>	15
<i>Strategic Planning 101, Part 1</i>	16
<i>Step It Up Winter Grazing Conference</i>	17
<i>Bertoldo Receives Educator Award</i>	18
<i>Regional Meetings</i>	Back Cover



**Jerry Bertoldo**  
**Dairy Management**

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



**Libby Eiholzer**  
**Bilingual Dairy Management**

Ontario County  
607.793.4847 (cell)  
585.394.0377 (fax)  
geg24@cornell.edu



**Nancy Glazier**  
**Small Farms, Livestock**

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



**John Hanchar**  
**Farm Business**

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



**Joan Sinclair Petzen**  
**Farm Business Management**

Wyoming County  
585.786.2251 (office)  
716.378.5267 (cell)  
jsp10@cornell.edu



**Mike Stanyard**  
**Field Crops & IPM**

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



**Bill Verbeten**  
**Field Crops & Soils**

Niagara County  
585.313.4457 (cell)  
wdv6@cornell.edu  
<http://billsforagefiles.blogspot.com>



**Ag Focus**  
**Cornell Cooperative Extension of**

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

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

**Contributing Editors:**

Jerry Bertoldo - Libby Eiholzer  
Nancy Glazier - John Hanchar  
Joan Sinclair Petzen - Mike Stanyard  
Bill Verbeten

**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**

2449 St. Paul Blvd.  
Rochester, NY 14617  
585.753.2550

**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*

A veterinarian's privilege to use drugs extra-label (ELDU) was prohibited here. Any use must be restricted to original approval by species, age, dose, frequency, duration, route of administration, organ system and specific pathogens. Preventative use was made illegal as well.

Amidst the factual citations and points about ceftiofur's use, the writers sprinkled in phrases that evoke emotional responses and doubt as to the motives and ethics of producers and pharmaceutical companies. "Protect your cows and bottom line", "keep a sick animal alive long enough to sell it", "the use of ceftiofur is a boon to its largest maker" and "generating \$300 million in revenue per year" are examples of the rather callous benefits gained by using a potential life-saving medication. Nowhere in the article does any animal welfare derived from ceftiofur use enter the discussion.

The Reuters article also insinuates that meat itself becomes contaminated with resistant bacteria merely as a result of antibiotic use. This is only possible if there was a systemic infection or fecal matter contaminated the carcass during processing. Inspectors would routinely condemn septicemic animals and precautions taken when dressing out carcasses to prevent fecal contamination are quite rigorous. There is no mention of the important role that proper cooking temperatures play in destroying the bacteria in question.

Ironically, the day before the Reuters article, the New York Times published an article entitled "Superbugs Kill India's Babies and Pose an Overseas Threat". The severe lack of hygiene, sanitary facilities, waste treatment and the overcrowding in dwellings as well as hospitals has led to India becoming the world's highest per capita user of antibiotics. All antibiotics in India are available over-the-counter! It is easier and far less costly than massive public works projects aimed at sanitation. Within the last 5 years these superbugs carrying a genetic code NDM1 have exhibited resistance to even the most powerful, latest generations of antibiotics. One private hospital claims that 100% of babies referred to them have multidrug resistance. Nationally 58,000 newborns died in 2013 a result of

superbug infections. These bacteria are known to have spread internationally to Europe, Asia, the Middle East and the US. Most worrisome to health officials is the increasingly untreatable nature of tuberculosis, a rampant disease in India.

Can the abuse of antibiotics in India created in the human population with excessive therapeutic and preventative use of advanced antibiotics be compared with low level inclusion of older antibiotics in food animals here? Can the legal therapeutic use and withholding of antibiotics in food animals combined with good management and excellent meat processing facilities impact the human population here as seen in India? Are the MRSA strains in the US created in our food animals or in the hospitals and nursing homes where cost is not an object, sick people are gathered and the latest antibiotics are repeatedly used? Let's hope that these questions can be answered by scientific means and not by media seeking to get the attention of an emotion driven public.



**KERSCH'S AG LIME**  
**Calcium Lime - Magnesium Lime**  
**Gypsum**

**BEST SERVICES - PRODUCTS - PRICES**

**For Sale: New and Used**  
**Lime - Litter - Fertilizer Spreaders**

**KERSCH'S AG LIME**  
**Gainesville, NY 14066**  
**585-734-0003**

**Serving Agriculture For 40 Years**



---

# Produce Quality Milk to Boost Your Bottom Line

By: Libby Eiholzer

While milk prices for 2015 are forecasted to be low, that doesn't mean that it's too late for you to do something about protecting your bottom line. Quality milk is always important, but paying special attention to it in lean years will help your business prosper.

There are many ways to make sure that things are running smoothly in your parlor. One good idea is to have qualified personnel come in to test your milking system regularly. Incorrect vacuum levels, poor pulsation and milking units that detach too late can all lead to teat-end damage and increased incidence of mastitis. Following a regular schedule to replace inflations, hoses and other rubber parts is also important.

While we don't tend to see spikes in mastitis during the winter months, mastitis problems in spring and summer months are often caused by damage that teats sustain during the cold weather months. Post-dipping is especially important to help prevent mastitis, but making sure that teats are dry when cows exit the parlor on the coldest days of the year (especially those that have to walk outside) will help to prevent chapped or frozen teats. Using a teat dip with added emollients will also keep teats healthier.

Prevention will take you a long way, but you will almost surely have some mastitis cases to deal with. When you do, sampling cows correctly, culturing them to find the mastitis-causing pathogen and then providing pathogen-based treatment is key to controlling mastitis on your farm. This will help to reduce repeat cases of clinical mastitis, which can add up to a huge cost. If you haven't already, you should work with your herd veterinarian to develop treatment protocols for the different mastitis pathogens so that you can make informed treatment decisions.

**"Garbage in, garbage out"** says Dr. Rick Watters, Sr. Extension Veterinarian with the Western Laboratory of Quality Milk Production Services (QMPS). Dr. Watters presented at the first session of



*What happens in the milking parlor can have a huge effect on milk quality.*

the Milk Quality Training in January, discussing proper procedures for taking milk and bedding samples. He says that when taking milk or bedding samples to test for mastitis organisms, cleanliness is essential to getting useful data. Dr. Watters outlined the following procedure for collecting milk from an individual cow:

*Prepare the cow as you would for milking: predip, wipe and forestrip. Use an alcohol pad to disinfect the teat end, forestrip again, and then fill the milk vial, making sure to hold it at a 45 degree angle with the lid up. Immediately refrigerate if you will be submitting the sample within 24 hours, or freeze if it will be longer. Adhering to all of these guidelines will provide you with a cleaner, more useful sample.*

One option to help you keep a closer eye on milk quality is to enroll in QMPS's Bulk Tank Monitoring Program. Participants are entitled to 6 bulk tank milk analyses during a 12 month enrollment period, collected every other month. The samples are conveniently collected through your milk hauler or milk cooperative, and the analyses provide the farm with information on current milk quality and animal health, as well as alert the farm if there are new, recurrent or periodic herd infections. For more information, contact Dr. Paula Ospina at pav@cornell.edu or 607-253-3933.

# If Weather Cuts Yields?

## Corn Silage Crop Insurance Can Help Feed the Cows.



*“Even in years when prices are lower, it helps out.*

*This year the dollars that were being paid per ton of silage were much higher than a few years before and crop insurance keeps up with the changes. So, it works out very well.”*

David Woods  
Saratoga County dairyman  
Charlton, NY,

*Now is the time to look into what corn silage crop insurance can do for you.*

**Call a crop insurance agent today.**

Agent lists are available at your FSA office or on the web at [www.rma.usda.gov/tools/agent.html](http://www.rma.usda.gov/tools/agent.html)

**You have until March 15, 2015 to sign up for or modify crop insurance for most vegetables and field crops.**



New York State Dept. of Agriculture & Markets  
**Crop Insurance Education**  
[www.agriculture.ny.gov/AP/CropInsurance.html](http://www.agriculture.ny.gov/AP/CropInsurance.html)  
or call 800.554.4501



*This institution is an equal opportunity provider.*

Risk Management Agency



---

# FAQs about Farm Drones Part 2

By: Bill Verbeten

This article continues to answer some FAQs about using unmanned aerial systems (UAS), commonly called ‘drones,’ on farms in western NY.

## **What kinds of cameras should a crop scouting UAS have?**

Many types of cameras (also called sensors) are available. Most UAS have come with a visual sensor that takes pictures or video just like traditional cameras and cost anywhere from \$500 to \$2,000. Thermal sensors detect heat signatures and will set you back \$5,000 to \$6,000. Multispectral sensors take pictures of multiple colors at the same time (typical NIR or Red Edge, Red, Green, and/or Blue) in order to make NDVI (essentially a measurement of crop vigor) or other maps and have a \$500-\$4,000 price tag. Generally the higher priced cameras will have better image quality and resolution. All of these camera types (and others) can be useful for scouting crops. We will be testing the ability of visual, thermal, and multispectral sensors, *Figure 1*, to perform a variety of crop scouting tasks in 2015.

## **Which crop scouting tasks can a UAS do?**

Prior to the growing season we will be taking bare soil scans with visual and thermal sensors to attempt to map variations in soil OM, drainage, and use a base layer for crop biomass estimates. Using the visual sensor we will attempt to count corn and soybean populations from the air in commercial fields and in population rate trials. NDVI measurements will be calculated from multispectral scans in corn as part of nitrogen rate trials evaluating GreenSeeker technology. Visual, thermal, & multispectral scans will be used to attempt to detect weed, insect, and disease outbreaks. We will also attempt to use the visual sensor to estimate yields near harvest. Calibration and ground-truthing are critical to figuring out how UAS imagery will be useful and we will be providing updates throughout 2015.

## **Why not just use satellite or airplane imagery?**

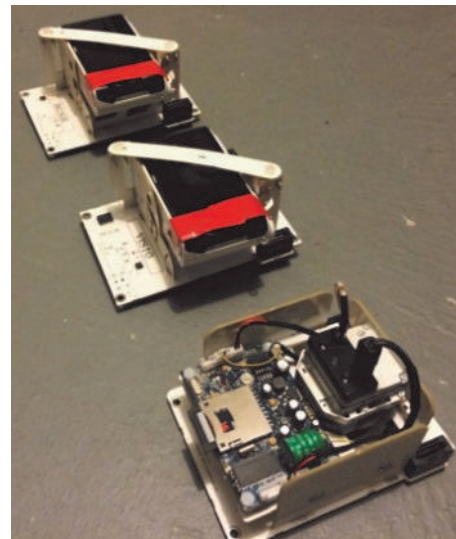
Bottom line: UAS can get higher resolution imagery more often than planes or satellites. Our UAS

sensors have 0.5 cm or 2.5 cm per pixel resolution flying at 50 or 100 m (164 or 328 ft.). Satellites typically are not able to capture imagery more than a few times during the growing season with low resolution (>1 m per pixel),

however companies like Skybox are increasing the frequency and quality of satellite imagery. That being said some satellites can't take a picture through a cloud, but UAS can fly underneath moderate cloud cover. Note 1000 ft. ceilings (clouds are 1000 ft. off of the ground) are required for safe UAS operations. See the latest METARs (meteorological aviation reports), *Figure 2*, for local ceiling levels. Imagery from airplanes will be better for large scale scanning of crop fields. At most a UAS can cover a few thousand acres a day, while a plane can cover tens of thousands of acres. Even though airplane imagery has lower resolution than UAS imagery, it is well suited for use in precision ag applications since variable rate management generally cannot be done beyond every 10 inches. We hope to evaluate some airplane imagery in comparison with UAS imagery to see where each is most appropriate. Airplane imagery typically costs \$5-10/acre/flight.

## **Why should I care about the rules? Who's going to catch me? The fines can't be that bad?**

The first priority with any UAS, airplane, helicopter, etc. operation is safety. With proper training you will be able to have enjoyable and (hopefully useful) UAS operations without unnecessarily risking lives and property. The knowledge gained from studying for and passing the private pilot written exam will greatly increase the safety of your UAS operations.



*Figure 1: Multispectral, Visual, & Thermal Sensors*

*Source: Bill Verbeten*

Working with a local Academy of Model Aeronautics club to get some experience on radio controlled aircraft will also improve your operational safety.

The FAA will fine individuals between \$500 and \$1100 for each UAS flight in violation at minimum. Additionally the financial liability can be much larger when something goes wrong. For our UAS research we are required to carry insurance that has: 1) NYS workers compensation insurance 2) \$1,000,000 in combined single limit automobile liability 3) a commercial general liability policy with \$1,000,000 per occurrence and \$2,000,000 aggregate limit, 4) owned aircraft liability of \$1,000,000 5) \$1,000,000 umbrella policy. Standard liability coverage that most farms carry will not cover the costs of damages by illegal UAS operations.

### **Why aren't you flying a quad-copter for your research?**

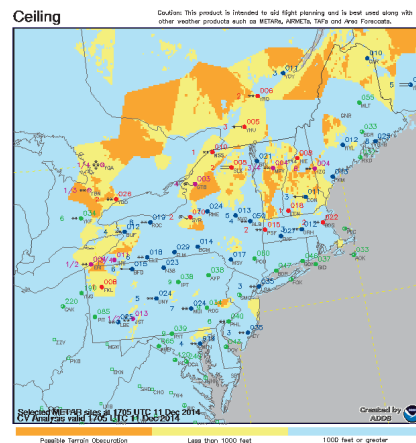
The battery life is very short on rotorcraft UAS, under 30 minutes in most cases. Our UAS can cover about 250 acres in an hour, which is required for our

medium scale evaluations.

Smaller UAS also tend to be more difficult to operate in high winds compared to fixed-wing UAS.

Sensor quality and resolution tend to be lower for

small rotorcraft UAS. As our research evolves we will likely consider UAS that can cover even larger acreage (600 to 700 acres) in an hour in combination with airplane imagery.



**Figure 2: Cloud Ceiling from METAR**  
**Source: Aviation Weather Center**

- **Competitive bids for your old and new crop corn, including on-farm pricing. Payment within 2 days.**
- **Give us a call to discuss our high protein (31%+) Distillers Grain.**
- **Bulk commodity and grain transportation services available through our subsidiary, Shelby Transportation. Give us a call for a transportation quote.**

**Call now for more information:**

**Corn: (866) 610-6705**

**Distillers Grain: (315) 247-1286**

**Shelby Transportation: (585) 734-4747**



# Calling Beef Producers – Large and Small

By: Sandy Buxton and Joan Sinclair Petzen

**A**re you a beef producer? Is your goal to mow your lawn using animals or do you want to grow a profitable business?

The NYS Beef Farm Business Summary is here to help! To help beef producers, large and small, whose numbers are growing across NYS, Cornell University and Cornell Cooperative Extension are working with customized software developed by the University of Minnesota to help beef farms analyze their financial and production numbers.

Using your records and information, you can learn about and track your growth in net worth, cost of production and income per animal. The final personalized report is designed to help quantify and identify strengths and weaknesses on the farm as well as cost

of production. This information, in turn, is valuable to each farmer as they try to pinpoint optimal marketing channels.

Each farm participant will gain a greater understanding on their costs of raising an animal. All of this information will help producers make better financial decisions and identify goals.

For more info on the NYS Beef Farm Business Summary, in the Northwest New York Region, contact Joan Petzen, [jsp10@cornell.edu](mailto:jsp10@cornell.edu) or 585-786-2251 or across the state Dr. Mike Baker, Cornell University, 607-255-5923, [mjb28@cornell.edu](mailto:mjb28@cornell.edu). This project is supported by the Hudson Mohawk RC&D Council, NIFA-USDA Benchmarking grant and the NY Farm Viability Institute.

## MANAGING TRANSITION COWS - DAIRY SKILLS TRAINING

### Topics of discussion include but not limited to:

- the ideal environment of a pre-fresh cow
- postpartum infectious and immunological diseases
- post-calving metabolic disorders
- monitoring and treatments for Transition Cow diseases
- records, protocols, and tracking tools.



**Presenters will include Internationally Recognized Dr. Kathryn Proudfoot, as well as other Transition Cow experts.**

**February 10, 17, 24, March 3<sup>rd</sup>  
6:30-9:00 PM**

**On-Farm Session Date & Time  
to be Announced!**

\* Lunch is included during the On-Farm Session

### Locations:

- CCE Wyoming County
- CCE Ontario County

You can also scan this code with your smartphone to register.



**Cost of this Module is \$150.00.  
Space is limited, register early.**

## Questions?

From more Information or to Register, visit:  
[wyoming.cce.cornell.edu/dairy-institute](http://wyoming.cce.cornell.edu/dairy-institute)  
or call **Anne Wood** at **585-786-2251**



**Cornell University  
Cooperative Extension  
Wyoming County and  
NWNY Dairy, Livestock & Field Crops Team**

Accommodations for persons with disabilities may be requested by calling 585-786-2251 by February 1<sup>st</sup> (10 days prior) to ensure sufficient time to make arrangements. Requests met after this date will be met when possible. Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and individuals with disabilities and provides equal program and employment opportunities.



# *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**  
**BROTHERS, INC.**

**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](http://www.reisdorfbros.com)**

---

# New 2014 Farm Bill Safety Net Programs: *Crop and Livestock Provisions*

By: John Hanchar

*The following article is based upon a USDA/FSA news release, fact sheet, and other reporting on the topic.*

## Summary

- \* New 2014 Farm Bill program provisions replace direct payment, crop programs with new risk management tools for crop, and livestock producers
- \* Advisors strongly encourage farmers to obtain information from the USDA/FSA web site [www.fsa.usda.gov](http://www.fsa.usda.gov), and visit their USDA/FSA office to help with participation decisions
- \* Farmers follow a three step process to participate – update, elect, enroll

## Programs

In a recent news release and fact sheet, the U.S. Department of Agriculture (USDA) reminds farm owners and producers that opportunities to choose between newly established 2014 Farm Bill programs are underway and continue through March 31, 2015. The new programs, designed to help producers better manage risk, usher in one of the most significant reforms to U.S. farm programs in decades.

For livestock producers, the Livestock Forage Disaster Program is a permanent provision of the 2014 Farm Bill that offers compensation to livestock producers who suffer grazing losses for covered livestock on pastureland due to drought. Covered livestock include beef, dairy, buffalo/beefalo, sheep, goats, deer, equine, swine, elk, poultry, reindeer, alpacas, emus and llamas that are produced for commercial farming purposes. Contact your local Farm Service Agency (FSA) office for details, including deadlines.

Direct payments for program crops were eliminated in the 2014 Farm Bill. Crop producers now can participate in the Price Loss Coverage (PLC) program or Agricultural Risk (ARC) programs.



Covered commodities include: barley, canola, large and small chickpeas, corn, soybeans, sunflower seed, wheat and others. FSA Administrator, Val Dolcini notes, "The new ARC and PLC programs provide a more rational approach to helping farmers manage risk by ensuring families don't lose the farm because of events beyond their control."

## Steps & Dates

The 2014 Farm Bill asks producers to make some important and difficult decisions. Producers have until March 31, 2015, to choose the program that best fits their operation. Dolcini notes, "USDA is committed to keeping farm owners and producers well informed on all steps in this process to ensure that they have all of the information that they need before making their coverage choice."

Advisors strongly encourage farmers to follow a three step process to participate -- update, elect, enroll. Industry advisors agree on the importance of obtaining information from the USDA/FSA website, and of working closely with the local FSA office to help with participation decisions. The process will help producers boil information down, understand their options and make the best decision on which program – ARC or PLC – is right for them.

USDA helped create online tools to assist in the decision process, allowing farm owners and producers to enter information about their operation and see projections that show what ARC and/or PLC will mean for them under possible future scenarios. Farm owners and producers can access the online resources, available at [www.fsa.usda.gov/arc-plc](http://www.fsa.usda.gov/arc-plc), from the convenience of their home computer or mobile device at any time.



Dates associated with ARC and PLC that farm owners and producers need to know follow.

- Now through Feb. 27, 2015 -- Farm owners may visit their local FSA office to update yield history and/or reallocate base acres.
- Now to March 31, 2015 -- Producers make a one-time election between ARC and PLC for the 2014 through 2018 crop years.
- Mid-April 2015 through summer 2015 -- Producers sign contracts for 2014 and 2015 crop years.
- October 2015 -- Payments issued for 2014 crop year, if needed.



## Upcoming Webinars:

### ***Nail the Big - Dollar Decisions***

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

*Presented by:* Greg Bethard,  
CFO for Pagel's Ponderosa Dairy & Dairy Dreams  
Hoards Dairyman  
<http://www.hoards.com/webinars>

### ***Technology Tuesday Webinar Series: Heat Stress***

February 24, 8:30 - 10:30 a.m.

*Presented by:* John Tyson,  
Penn State Extension Dairy Team  
<http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series>

### ***Formulating Diets for Groups of Lactating Cows***

February 26, 1:00 p.m.

*Presented by:* Dr. Bill Weiss,  
The Ohio State University  
<http://www.extension.org/pages/29156/upcoming-dairy-cattle-webinars#.VL6jyth0yUm>

## It pays to space seeds with Precision

With precise spacing at planting, you'll make more money at harvest.

**20/20 RowFlow®** makes the most of your variable rate prescriptions – and enhances swath control. **eSet®** and **vSet™** meters make sure that every seed lands where it belongs. **WaveVision™** sees through the dust and debris to make sure you get accurate counts. And **20/20 SeedSense®** with **FieldView™** makes sure you know what's happening in the trench at all times, so you can keep it all under control. **Come in and secure your Precision spacing tools today for a maximum yield this fall. Ask about managing depth and germination, too.**



**GROWMARK FS**

Batavia, NY  
585.343.4622

Finger Lakes, NY  
315.730.4137

Kennedy, NY  
716.487.3224

Caledonia, NY  
585.538.6836

Gainesville, NY  
585.322.7273

Knowlesville, NY  
585.798.3350



**Precision  
PLANTING**



\$\$\$\$\$ 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.caledoniadiesel.com](http://www.caledoniadiesel.com)

**OVER 325 TRUCKS AND OVER 150 PIECES OF CONSTRUCTION EQUIPMENT**

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

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



**340K Miles Pre Emission**  
2004 VOLVO VNL64T670, 400 HP Cummins ISX, 10-Spd. D/O, Engine Brake, Air Ride Susp., 3.55 Ratio, 23" WB, 22.5 Tires, All Alum. Wheels, Tandem Axle, 12,000# F/A, 40,000# R/A, 341,845 Miles, Excellent Condition, Tires @ 95%, Stk. #2499 - \$45,000



**19 ft. Alum.**  
2004 PETERBILT 357, 430 HP CAT C12 Diesel, 8LL Trans., Engine Brake, 19' East Alum. Dump Body w/Coal Chute & Electric Tarp, Air Ride Susp., 4.33 Ratio, 256" WB, 22.5 Tires, Alum/Steel Wheels, Tandem Axle, 20,000# F/A, 46,000# R/A, 599,000 Miles, Stk. #4721 - \$48,900



**2002 PETERBILT 379 DAYCAB**, 450 HP Cummins, Jake Brake, 10-Spd Manual Trans., 12,000# F/A, 46,000# Rears, 796,500 Miles, As Clean As Photo - \$36,900



**92,000 Miles 22' Deck Crane**  
2002 KENWORTH T800, 335 HP CAT C10 Diesel, 10-Spd, Engine Brake, 22' Deck And Manitex MDL 1047 3-Stage 10-Ton Crane, Hendrickson Susp., 5.22 Ratio, 262" WB, 22.5 Tires, All Steel Wheels, Tandem Axle, 20,000# F/A, 44,000# R/A, 92,000 Miles, Very Clean Low Mile Truck, D/F, 90+% Rubber, Will Separate Crane/Bed From Chassis, 25' Of Frame Behind Cab, 186" CT, Stk. #4619 - \$53,900



**475 HP + 46K Rears**  
2004 KENWORTH T800, 475 HP CAT C15 Diesel, 18-Spd, Engine Brake, Chalmers Susp., 4.33 Ratio, 230" WB, 24.5 Tires, Alum/Steel Wheels, Tandem Axle, 14,600# F/A, 46,000# R/A, 253,000 Miles, Low Mileage Clean KW T800 w/Full Locking Rears & PTO, Heavy Single Frame, 20' Behind Cab, 156" CT, Stk. #4372 - \$59,500



**Single Turbo CAT**  
2004 PETERBILT 379, 475 HP CAT C15 Single Turbo Diesel, 8LL Trans., Engine Brake, Air Ride Susp., 198" WB, 24.5 Tires, Alum/Steel Wheels, Tandem Axle, 12,000# F/A, 46,000# Full Locking Rears, 489,245 Miles, Clean Daycab, Wetline System, 30N Rubber, Dual Exhaust & Air Cleaners, 16,800# Chassis Weight, Stk. #4767 - \$51,900



**108,000 Miles 20K/44K Axles**  
2000 MACK R0688S, E7 Mack 350 HP Diesel, 8LL Trans., Camelback Susp., 282" WB, 24.5 Tires, All Steel Wheels, Tandem Axle, 20,000# F/A, 44,000# R/A, 108,544 Miles, Carry Clean, Double Frame Truck, 19'6" Of Frame Behind Cab, 190" CT, Auto-Lube System, Stk. #4647cc - \$35,900



**Heavy Duty Hauler**  
(2) 2006 WESTERN STAR 4900SA, 515 HP Detroit 14L Diesel, Engine Brake, Reynolds 21" x 7' H x 102" W Steel Heated Body, Hendrickson Susp., 220" WB, 12,000# F/A, 46,000# R/A, Tandem Axle, 16,740# F/A, 65,000# R/A, Off Road Tires @ 85%, Low Miles, Stk. #4698 - \$34,900  
Stk. #4698 Has 180,180 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, 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 Trap Full Lock), Stk. #4553-46R - \$59,000



**44,000# Rears 176K Miles**  
2002 KENWORTH T800, 410 HP CAT C12 Diesel, 10-Spd, Engine Brake, Air Ride Susp., 5.29 Ratio, 206" WB, 36" Flat Top Sleeper, Tandem Axle, 44,000# Full Locking Rears, 175,138 Miles, LOW MILES!!! ECM 176,000 Miles, Good Running T800 w/Sleeper, Wetline System, Stk. #4748 - \$34,900



**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, 94,813 Miles, Very Clean, Low Mile Truck w/Altoz DM47 Crane/Auger/Pole Grabber With 4 Stabilizers, Also Has Aux. Hydraulics To Run Portable Tools, Rear Hitch w/Air & Electric Hookups, Stk. #4691 - \$32,900



**Heavy Spec 62K Miles**  
1999 INTERNATIONAL 2574, 330 HP Cummins ISM Diesel, 8LL Trans., Rubber Block Susp., 207" WB, 22.5 Tires, Spoke Wheels, Tandem Axle, 20,000# F/A, 40,000# R/A, 62,532 Miles, Clean, Low Mile Cab & Chassis w/Double Frame & PTO, 19' Frame Behind Cab, 126" CT, Stk. #4737 - \$24,900



**500 HP 44K Rears**  
2000 PETERBILT 379, 500 HP Detroit 12.7L Diesel, 10-Spd, Engine Brake, Air Ride Susp., 215" WB, 24.5 Tires, Alum. Wheels, Tandem Axle, 12,000# F/A, 44,000# R/A, 889,870 Miles, Very Clean, Good Running Truck w/Wetline System, Stk. #4554 - \$33,900



**Low Mile Rust Free Clean Pete**  
2004 PETERBILT 379, 430 HP CAT C15 Diesel, 10-Spd. Trans., Engine Brake, Air Ride Susp., 224" WB, 24.5 Tires, Alum. Wheels, Tandem Axle, 12,000# F/A, 36,000# R/A, 409,422 Miles, Very Clean Daycab, Wetline System, Low Miles, Stk. #4738 - \$34,900



**Double Frame 20K/46K Auto.**  
2004 MACK MR500, 300 HP Mack Diesel Engine, 248,900 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. #4555 - \$39,900



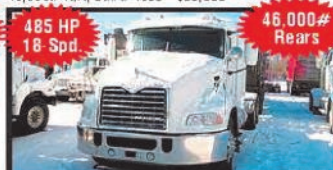
**81,000 Miles Mixer Or Chassis**  
2004 PETERBILT 357, 445 HP CAT C12 Diesel, 8LL Trans., Engine Brake, Haulmax Susp., 220" WB, 22.5 Tires, Tandem Axle, 22,000# F/A, 46,000# R/A, 81,708 Miles, Very Clean Mid West Mixer Truck, Full Locking Rears, Low Miles, We Will Separate The Mixer From The Chassis, 144" CT, 17' Of Frame Behind The Cab, Stk. #4604 - \$49,900



**46,000# Lockers Wetline**  
2006 VOLVO VHD426260, 395 HP Volvo VED12D 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 - \$45,500



**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



**485 HP 18 Spd. 46,000# Rears**  
2009 MACK VISION CX613, 485 HP Mack Diesel, 18-Spd. Trans., Engine Brake, Air Ride Susp., 214" WB, 48" Flattop Sleeper, 22.5 Tires, Alum/Steel Wheels, Tandem Axle, 14,800# F/A, 46,000# Full Locking Rears, 595,200 Miles, Clean & Good Running, Stk. #4766 - \$35,900



**Clean Southern Dump Truck**  
2001 VOLVO W654, 335 HP Cummins ISM Diesel, 8LL, Engine Brake, 17' Tub Style Steel Body, T Ride Susp., 228" WB, All Steel Wheels, Tandem Axle, 20,000# F/A, 46,000# R/A, 74,621 Miles, Double Frame, 29' Of Frame Behind Cab, 220" CT, 8' Frame Center Of Drive To Rear, Very Clean, Rubber 90%, HP Cam Be Raised, We Will Remove The Box, 46K Rears Available, Stk. #4770 - \$41,900



**200,000 Miles 16 Ft. Steel**  
2006 VOLVO VHD426260, 395 HP Volvo VED12D 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 - \$45,500



**550 HP 46K Rears 25 Ft. Frame**  
2006 WESTERN STAR 4964SX, 550 HP CAT 3406E Diesel, 18-Spd., Engine Brake, 25"x36", Air Ride Susp., 284" WB, 22.5 Tires, Alum. Wheels, Tandem Axle, 16,000# F/A, 46,000# R/A, 437,798 Miles, Clean, Good Running Flatbed Truck w/37' Shingle Conveyor, Double Frame, Full Locking Rears, Will Separate Conveyor & Flatbed From Chassis, 25' Frame Behind Cab, 190" CT, Stk. #4758 - \$34,900



**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# F/A, 40,000# R/A, Alum. Composition Stk. #4639 - \$55,900



**High HP Heavy Spec**  
2009 INTERNATIONAL 2574, 370 HP+ N14 Diesel, 8LL, Hendrickson Susp., 288" WB, 22.5 Tires, All Steel Wheels, Tandem Axle, 20,000# F/A, 40,000# R/A, 74,621 Miles, Double Frame, 29' Of Frame Behind Cab, 220" CT, 8' Frame Center Of Drive To Rear, Very Clean, Rubber 90%, HP Cam Be Raised, We Will Remove The Box, 46K Rears Available, Stk. #4770 - \$41,900

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



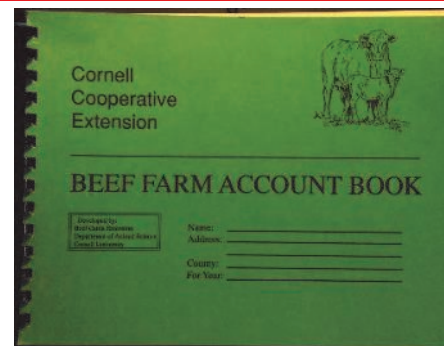
# Cornell Beef Farm Account Book

The Cornell Beef Farm Account Book is once again available. The accounting record book is designed specifically for beef producers. A complete and accurate set of financial records helps producers develop accurate tax returns but as important gives them the data to analyze their business. Using this accounting record book the farm manager will have the data needed to complete the Beef Farm Business Summary. The Farm Business Summary is a confidential analysis of business records to determine the strengths and weaknesses of the beef enterprise. This allows for better decision making to increase farm profitability.

To purchase a copy of the Cornell Beef Farm Account Book, contact Cornell Cooperative Extension Yates County at 315.536.5123 or stop by the office at 417 Liberty St, Suite 1024, Penn Yan. The cost of

the book is \$10.00, which covers the cost of mailing. Nancy Glazier, Small Farms Specialist for the Northwest New York Dairy, Livestock and Field Crops Team also has copies for sale. Her number is 585.315.7746 or email [nig3@cornell.edu](mailto:nig3@cornell.edu).

To learn more about participating in the Beef Farm Business Summary, contact Nancy Glazier or Mike Baker, Beef Extension Specialist, 114 Morrison Hall, Cornell University, Ithaca, NY 14853, 607-255-5923, [mjb28@cornell.edu](mailto:mjb28@cornell.edu).



Cornell University  
Cooperative Extension

## Calf Management Training

**Cornell Cooperative Extension and the University of Vermont are offering a program this February on calf management and care. The program will be available at the Orleans County CCE office via live video conferencing.**

### Program Topics

- ◆ Young Calf Care-the 5 c's of colostrum.
- ◆ Calf Nutrition After Colostrum
- ◆ Calf Disease Control
- ◆ Impact of Environmental Factors-Housing Essentials
- ◆ Group Housing and Feeding Management
- ◆ Monitoring Calf Performance – Dairy Producer Panel

### **Presenters:**

Dr. Kim Morrill, PhD, NNY Dairy Specialist, CCE  
Dr. Julie Smith, DVM, PhD, Univ. of Vermont, Dept. of Animal Science  
Dr. Theresa Taraska, DVM, Dairy Specialist, CCE Lewis County  
Dr. Christine A. Rossiter Burhans, VMD MS, Poulin Grain Inc.

### Dates and Times

**2 day Program**  
**Feb 12 and**  
**Feb 26, 2015**  
**10am to 2pm**

**Cost \$30 per person**  
**Includes lunch**

### Program Location

Orleans County CCE Office  
12690 State Highway 31,  
Albion, NY 14411  
To register contact  
Kim Hazel:  
[krh5@cornell.edu](mailto:krh5@cornell.edu)  
585-798-4265 ext. 26.



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

## 2014 NY Corn & Soybean Growers Association Yield Contest Winners

The annual corn and soybean yield contests are sponsored by the New York Corn & Soybean Grower Association. Congratulations to our 2014 NY Corn Champion, Matt Kludt and our NY Soybean Champion, John Mizro. Both win all expense paid trips to the 2015 Commodity Classic in Phoenix, Arizona in February.

NYS 2014 Corn & Soybean Yield Contest Winners						
Rank	Entrant Name	Town	County	Hybrid Brand	Number	Yield
<b>Corn Contest</b>						
1	Matt Kludt	Kendall	Orleans	DEKALB	DKC 52-04	<b>282.35</b>
2	Bob Pawlowski	Verona	Oneida	Pioneer	P0993AM1	<b>261.53</b>
3	Adam Coots	Savona	Steuben	Pioneer	P0533AM1	<b>255.12</b>
<b>Soybean Contest</b>						
1	John Mizro	Auburn	Cayuga	Pioneer	92Y51	<b>83.30</b>
2	John Mizro	Auburn	Cayuga	NK Brand	NK S17-B3	<b>80.06</b>
3	Travis Walton	Linwood	Linwood	Asgrow	2431	<b>74.98</b>
<b>West &amp; Finger Lakes Regional 2014 Corn Yield Contest Winners</b>						
Rank	Entrant Name	Town	County	Hybrid Brand	Number	Yield
<b>West Region</b>						
1	Matt Kludt	Kendall	Orleans	DEKALB	DKC 52-04	<b>282.35</b>
2	Gary Germeo	Holley	Orleans	FS InVISION	FS 44R22VT3	<b>248.01</b>
3	Ron Gruschow	Lima	Livingston	Pioneer	P0157AMX	<b>243.83</b>
<b>Finger Lakes Region</b>						
1	Adam Coots	Savona	Steuben	Pioneer	P0533AM1	<b>255.12</b>
2	Todd DuMond	Auburn	Cayuga	Pioneer	P0216AM	<b>245.16</b>
3	Norm Vaill	Ledyard	Cayuga	DEKALB	DKC 52-04	<b>241.90</b>
<b>West &amp; Finger Lakes Regional 2014 Soybean Yield Contest Winners</b>						
1st Place	Entrant Name	Town	County	Hybrid Name	Number	Yield
<b>West Region</b>						
Group 0	Dean Macauley	Cuylerville	Livingston	NK Brand	NK 08-G1	<b>48.26</b>
Group 1	Marc Krieger	Lima	Livingston	Hubner	H15-12R2	<b>71.25</b>
Group 2	Travis Walton	Linwood	Livingston	Asgrow	2431	<b>74.96</b>
<b>Finger Lakes Region</b>						
Group 1	John Mizro	Auburn	Cayuga	NK Brand	NK S17-B3	<b>80.06</b>
Group 2	John Mizro	Auburn	Cayuga	Pioneer	92Y51	<b>83.30</b>
Group 3	Mark Lott	Waterloo	Seneca	Asgrow	3030	<b>66.47</b>



# Improving Your Feeder Calf Marketing Strategies

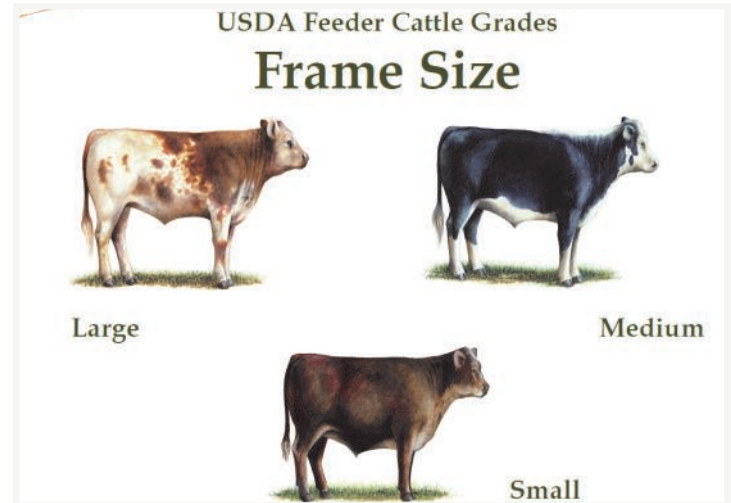
By: Nancy Glazier

Many beef producers rely on the auctions to market their feeder calves. With average herd size at 13 cows, this does not provide an offer much in the way of improving prices. Cattle prices are high, and expected to remain that way for several more years. Are there things that can be done to improve the price received?

There is a project underway to provide a marketing opportunity for New York's many small beef farms. There has been lots of research to demonstrate the correlation with lot size and price. This could be done by commingling similar calves. This can be a concern for the buyer and seller; a buyer is looking for uniform lots or units, and combining can be stressful on the calves.

Strategies exist to reduce these concerns. Health and nutrition management are critical. Ideally, producers follow the same weaning and vaccine protocols. West Virginia has adopted this strategy and serves to be a model for New York. My November article reviewed their pooled sales.

So what about uniformity? A group of extension educators (myself included) were recently trained in cattle grading by a USDA grader. Cattle are graded based on muscle, frame and thriftiness. When this system is used, a buyer can have a good idea what the cattle are, sight unseen.



The goal is to begin pooling feeder calves in groups around the state. I will be looking to find 2 or 3 producers interested in improving their prices received for feeder calves and willing to make some changes on the farm to improve the bottom line. There will be some growing pains the first year, but the objective will be to increase feeder calf price of \$0.10-0.15 over the sale barn price for cattle sold the same day. Now is the time to learn about this project and consider positive changes to your operation. Contact me if you are interested: [nig3@cornell.edu](mailto:nig3@cornell.edu) or 585.315.7746.

**NACHURS®**

**WHERE ARE YOUR NUTRIENTS?**

Since 1946, NACHURS® has been America's leading brand of in-furrow liquid starters and foliar, helping maximize nutrient efficiency. NACHURS products offer:

- New Bio-K™ Technology
- Quality, precision placement
- Increased yield potential
- Clean, non-corrosive, easy handling solutions
- Equipment Rebates up to \$3000

visit us online: [www.nachurs.com](http://www.nachurs.com)

Wayne Oosterhoff  
NACHURS DSM  
716-248-0188  
[oosterhoffw@nachurs.com](mailto:oosterhoffw@nachurs.com)

**bio-K™**

**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](http://www.futureforestproperties.com)  
585-374-6690

---

# Strategic Planning 101 – Part 1

By Timothy X. Terry,  
*Dairy Strategic Planning Specialist, Harvest NY*

## Strategic Planning 101

I've been handing out a number of business cards in recent weeks as I reconnect with many of the people and organizations of the western NY region. A quick review of the card is usually followed by a quizzical jerking back of the head, a furrowed brow, and/or scratching of the head. "What's a strategic planning specialist?" is often the next question. Many of you are probably already doing strategic planning, just not in such a formal manner or with the big, fancy title.

## What It Is Not

Perhaps the best way to explain what strategic planning is, is to first minimize any confusion with what it is not. First, it does not answer the question, "How?"

- How will a certain task be accomplished?
- How will business resources be allocated?

Second, it is not the tactics or day-to-day decisions you make. Although the strategic plan will certainly exert some influence here.

Rather, strategic planning answers the question, "What?":

- **What** will determine the nature and direction of our organization?
- **What** policies and key decisions will have a *major* impact on our financial performance?
- **What** decisions will involve significant, irreversible resource commitment?

Ideally, then, the strategic plan will help you take a systematic approach: *first* you set the direction, and *then* you develop the day-to-day tactics to get there. For example, if we had to go to Albany to see our legislator from western NY our strategy would be to head east. Our tactics then would probably be to select the car or pick-up truck, get to I-90 east, get off in Albany, and then take Western Ave. to the capitol

building. (Oversimplified, I know, I've been in downtown Albany, but you get the idea.)

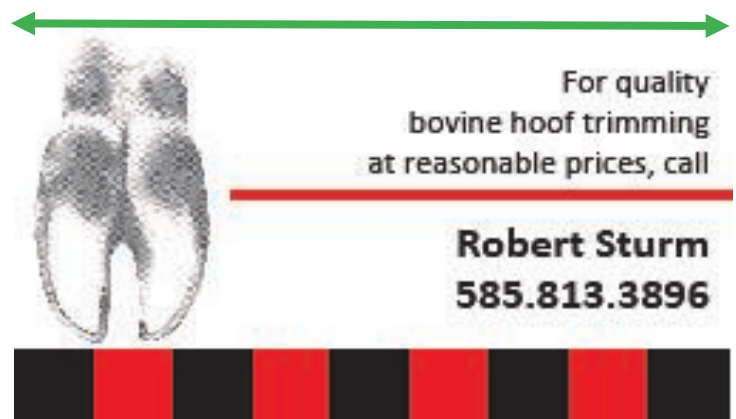
## Plan Origins

The strategic plan should flow quite naturally out of your mission statement, and, for a quick review, your mission statement should be answering questions like:

- Why do we exist? or Why do we do what we do?
- What is our business?
- How does the family fit into the business / the business with the family?
- Who are our customers?
- What do our customers value?

Now if you're a veg cropper or a cheesemaker and you're direct-marketing through a roadside stand or farmer's market these last two questions might be easier to answer than if you're a dairy or dairy goat farm shipping to a creamery. However, if you think about it a bit, the creamery is your customer -- if your milk doesn't meet specifications (cleanliness, antibiotics) it gets dumped; if it exceeds spec's (components, SCC) then you may receive a premium.

**Next time:** Bob & Weave





# Step it Up, 2015: Improving Management

2015 will be the sixth year of the Step It Up - Winter Grazing Conference. The agenda will focus on primarily topics of interest for dairy producers. 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!

## Milking Efficiencies with Pasture Based Herds

*Dr. Rick Watters, Sr. Extension Associate, Quality Milk Production Services*

## Business Side of the Grazing Dairy Business

*Bruce Rivington, Red Gate Farm*

## Grain vs. No-Grain - What's Profitable?

*Karen Hoffman, Grazing Dairy Nutritionist, NRCS*

## Matching Cow Numbers to Your Land Base

*Nancy Glazier, NWNy Team*

## Farmer/Speaker Panel

### Keynote Speaker: Bruce Rivington



Bruce and Nancy Rivington, along with their family, own and operate Red Gate Farm, which is located in the southern hills of Madison County. The colourful herd of Ayrshire and cross bred cows calve seasonally each spring so that they give most of their delicious milk while receiving fresh grass twice daily during the growing season. Almost two decades of rotational grazing experience enable them to keep the lush paddocks of their all grass farm at their best. All young stock also live on this fine grass throughout the summer. The Rivington family's passion for grazing is evident throughout the hill and valley fields of their beautiful farm. Bruce was also a member of Prograssinators, a national grazing discussion group.

### Cost:

**\$45.00**, not enrolled in NWNy Team \*\*

**\$35.00**, if enrolled in NWNy Team

**\$30.00**, additional person from same farm/business

\*\* If you do not receive the monthly newsletter Ag Focus either by mail or email you are **NOT** enrolled in the NWNy Team

Please make reservation by: **FEBRUARY 18** by contacting:  
Cathy Wallace: 585-343-3040 x138 or cfw6@cornell.edu



## Bertoldo Receives Educator Award

Jerry Bertoldo recently received the Extension Educator of the Year award from the NY Beef Producers Association. He has been involved in NY agriculture for 35 years starting his career working as a veterinarian. He became a bovine vet with Attica Veterinary Associates. He left the practice and took a position with Agway. In 2004 he started with Cornell Cooperative Extension as a Dairy Specialist on the NWNY Team, covering a 10-county region.

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. Jerry serves on the instructional staff for the Wyoming County Dairy Institute helping to develop course outlines and providing both lecture and hands-on training through eleven different workforce development modules for the dairy industry workers.

Bertoldo worked with leaders from across the world to bring calf 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 Calf Congress, held annually to share advancements in calf raising technology.

His 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. Jerry 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.



FARM CREDIT EAST

## TAX PREPARATION IS NOT YOUR JOB

800.362.4404  
**FarmCreditEast.com**

But as tax filing dates approach, it may feel like the most time consuming part of your job. Our tax specialists will help you navigate the complexities of filing your return, including the ever-changing tax regulations of agricultural businesses. And because our experts are well-versed in local, state and federal law, they will ensure that your business gets all of the deductions to which you are entitled. With the help of Farm Credit East, you can be sure that your return will be accurate and timely. Call our tax specialists today to learn how we do our job, so you can do yours — a job we value, because **WE ARE YOU.**

*For more information, watch our video at [FarmCreditEast.com/Taxes](http://FarmCreditEast.com/Taxes).*



**30th ANNUAL**



**2015 NY FARM SHOW**

# **Indoors and Outstanding**

**New York State Fairgrounds  
Syracuse, NY  
February 26, 27, 28, 2015  
Thursday, Friday & Saturday  
8:30am To 4pm Daily**



- **6 BUILDINGS**
- **The Spring Planning Show of the Northeast**
- **Over 400 Exhibitors**
- **Latest In Farming Technologies**
- **Robotic Milker**
- **Forestry Workshops**
- **Daily Beef Seminars**

**Together ... Let's Build The Northeast Agricultural Future**

Robert Watson Memorial Toy Auction  
LeClar Bros. Auction Service  
Friday, February 27, 2015 5:00pm  
Building 2, Arts & Home Center  
For More Information Contact Scott Grigor - 315.457.8205  
[www.newyorkfarmshow.com](http://www.newyorkfarmshow.com) / [sgrigor@ne-equip.com](mailto:sgrigor@ne-equip.com)

**Tickets Available From Your Local Northeast Equipment Dealer**

Co-sponsored by American Agriculturist Magazine and The Northeast Equipment Dealers Association

**Cooperative Extension Association of Livingston  
NWNYS Dairy, Livestock & Field Crops Team  
3 Murray Hill Drive  
Mount Morris, NY 14510**

Nonprofit Org.  
U.S. POSTAGE

**PAID**

Permit No. 298  
Rochester, NY

**Postmaster Dated Material  
Please Expedite**

## February 2015

**Save the Date...**

- 10 **Dairy Skill Training: Managing Transition Cows**, 6:30 - 9:00 p.m., See page 8 for more details.
- 12 **Calf Management Training**, 10:00 a.m. - 2:00 p.m., CCE-Orleans Co., 12690 State Highway 31, Albion. To register contact: Kim Hazel: 585-798-4265 x26 or krh5@cornell.edu. See page 13 for more details.
- 17 **Dairy Skill Training: Managing Transition Cows**, 6:30 - 9:00 p.m., See page 8 for more details.
- 24 **Dairy Skill Training: Managing Transition Cows**, 6:30 - 9:00 p.m., See page 8 for more details.
- 26 **Calf Management Training**, 10:00 a.m. - 2:00 p.m., CCE-Orleans Co., 12690 State Highway 31, Albion. To register contact: Kim Hazel: 585-798-4265 x26 or krh5@cornell.edu. See page 13 for more details.
- 26 **Step It Up in 2015 - Winter Grazing Conference**, 10:00 a.m.-3:00 p.m., Byrnclyff Resort & Conference Center, 2357 Humphrey Road, Varysburg. To register contact: Cathy Wallace: 585-343-3040 x138 or cfw6@cornell.edu. See page 17 for more details.
- 26-28 **NY Farm Show**, 8:30 a.m. - 4:00 p.m. See page 19 for more details.

## March 2015

- 3 **Dairy Skill Training: Managing Transition Cows**, 6:30 - 9:00 p.m., See page 8 for more details.
- 17 **Herd Health & Nutrition Conference**, Holiday Inn, Liverpool/Syracuse. Registration information contact: Heather Darrow: 607-255-4478 or hh96@cornell.edu
- 17 **Pesticide Training & Exam**, 12:30 p.m. - 4:00 p.m., CCE-Wayne County, 1581 Route 88N, Newark. For additional information contact: 315-331-8415
- 18 **NYS Dry Bean Meeting**, 9:00 a.m. - 3:00 p.m., LeRoy Country Club. DEC & CCA credits will be available. Registration information contact: Carol MacNeil: 585-394-3977 x426 or crm6@cornell.edu
- 19 **Pesticide Training & Exam**, 12:30 p.m. - 4:00 p.m., CCE-Wayne County, 1581 Route 88N, Newark. For additional information contact: 315-331-8415

### **Winter Dairy Management - 2015, "Increase Milk Components Profitably"**

**March 2, CCE-Ontario County, 480 Main Street, Canandaigua**

**March 9, CCE-Genesee County, 420 East Main Street, Batavia**

*10:00 - 2:30 p.m. Hot lunch & proceedings included*

*Reservations contact: Cathy Wallace: 585-343-3040 x138 or cfw6@cornell.edu*

**\$40.00 not enrolled in NWNYS Team**

**\$35.00 enrolled in NWNYS Team & \$30.00 for each additional person from same farm/business**

*Building Strong and Vibrant New York Communities*

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.