Ag Focus

Is the Armyworm Invasion over?

By: Mike Stanyard

What a strange growing season it has been so far. Even this bug guy is tired of talking about armyworms! As we moved through the first wave of this armyworm invasion by mid-June, should we now prepare for a second generation in July?

Why so many this year? Armyworm moths fly up each year from the southern U.S. on spring storm fronts. In most years, we can find early hot spots in wheat, grass hay fields and larger corn. Rarely do they reach the economic proportions that they have this season. Two things have attributed to this year's widespread invasion. First is the abnormally early warm-up in most of the eastern United States. Moth populations emerged earlier and they headed north about three weeks earlier than usual (remember all the red admiral butterflies that covered our windshields). Secondly, these armyworm moths came northward without some of their natural predators. A major natural enemy is a large parasitic fly that lays a white egg on the back of the armyworm. The emerging maggot burrows into the armyworm, feeds on it and kills it. A second natural enemy is a virus that takes over the armyworm. The virus causes the armyworm to crawl to the top of the plant and then die. The virus then spreads itself as the wind blows the wheat or grass heads around. Both of these natural enemies were not detected in the state until June 7th.

Lifecycle: The female moths search out grassy areas to lay their eggs. When they arrived in early May, grass hay fields and winter wheat fields were the most attractive sites. The larvae hatched and fed unnoticed in the lower canopy. Combined with the fact that they are nocturnal feeders, this pest was almost invisible. The first armyworms were found to the west in Niagara County in late May.

Continued on page 3

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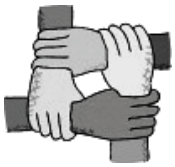

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Mission Statement

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

They were feeding in winter wheat and were at economic levels of over 5 per square foot. The larvae feed for roughly 30 days and pass through seven growth stages. The last stage larvae will be almost 1.5 inches long and become an eating machine.

As scouting increased, the incidence of armyworm populations in wheat, grass, mixed grass/alfalfa seedings snowballed. Erie, Niagara, Orleans, Genesee, and Wyoming counties were hit the worst. As we moved into June, reports of armyworms stripping the leaves of wheat plants, grasses being eliminated from hay fields and small corn plants disappearing filled up my voicemail. Reports of armyworm damage continued eastward across our region and even to Albany.

Management: Those who were able to catch the armyworms before the crop disappeared were fortunate. Many found only stems remaining in the fields. Economic thresholds were established for wheat and grass (5/sq. ft.) and corn (25% of plants damaged). Many thousands of acres were sprayed in time to protect yields. Because our wheat crop was ahead of normal, we had to select our products based on pre-harvest intervals and many were put on by air. If that wasn't enough of a challenge, it was hard to secure many of our well - known pyrethroid products for hay and corn due to lack of supply.

Do we have to worry about a second generation? When the first armyworm larvae are done feeding they will burrow down into the soil and pupate. In 10 to 14 days they will emerge as adult moths, mate and females will begin to lay eggs all over again. In past seasons, we have not seen any economic damage from this second generation. The natural enemies have traditionally built up their populations and the armyworm population is kept in check. But this has been a very non-traditional year so far!

Since the natural enemies came later than usual, more armyworm larvae are probably going to make it to pupation. This means that more adults are going to emerge and lay eggs. When they emerge, the grass hay, pastures and corn fields are going to be most attractive. Second generation moths should start emerging by July 1 which means that we should start scouting for small larvae about July 15. Let's hope their natural enemies are waiting for them!

Summer Checklist for Cattle

By: Jerry Bertoldo

The breeds of cattle common to the Northeast are not well suited for extremes of heat and humidity. Any temperature in excess of 70°F (even with low humidity) requires the adult cow to rid itself of excess metabolic heat. This is particularly the case for dairy animals housed together in confinement. Fans are a start at cooling. Unfortunately, cows do not sweat very much and have a large body mass, so moving air past them does not result in effective cooling as it warms into the 80's. Natural evaporative cooling resulting from sweat evaporation works great for us humans, but has to be artificially applied to cows with sprinkler systems.

Thermal stress affects cow comfort, nutrition, reproduction and immunity. Increased standing time leads to lameness problems while flies, inability to eat when desired or drink fresh, clean water can add another page to the stress playbook. There are many management considerations that have amplified impact at this time. The carryover of the negative impacts on productivity, conception rate, pregnancy retention and hoof health makes this more of a 5 month ordeal rather than a couple of months of bother during the peak of summer.

Here are some things to think about that are real deal breakers during summer heat stress:

- *Does the feed stay relatively cool throughout the time it is available?* Feed heats with yeast and mold activity. More frequent feeding rates or addition of feed stabilizers can help. Better forage harvest and storage techniques are even better.
- *Do you check weigh backs, cud chewing rates, individual fat tests and stall utilization?* Heat alters behavior patterns. This includes reduced cud chewing, increased slug feeding, more on feet time and in the extreme bicarb losing drooling – all leading to poor rumen performance and compromised performance.
- *Are cows able to drink soon after milking?* Cows will seek water and then feed after being milked. A second try later may not result in equivalent intakes.
- *Are calves given free choice water from the start?* Calves lose water during warm weather through increased respiration rates. Calves experiencing some degree of scours tend to dehydrate as well. Pre-weaned calves are capable of consuming 1-3 gallons per day!
- *Do you keep waste feed, manure piles, liquid organic effluence and standing water to a minimum?* Flies reproduce in various organic matter environments. Think about areas that accumulate such materials that should be addressed. Flies aggravate cattle of all ages reducing growth rates as well as being a vector for pink eye disease.
- *Do you refrain from vaccinating when the temperature could reach 85 degrees?* Increased core body temperatures result in poor response to immunization. Early morning is an ideal time to vaccinate cattle on a day that will be hot.

- *Do you restrict the lock up time for cows for breeding, examination or treatment on hot days?* Cows away from feed and water get anxious and compound the stress associated with high temperatures. Lock up areas should have high priority for cooling fans.
- *Do you keep foot bath management to a high standard?* Infectious hoof diseases thrive with moist conditions prevalent during the summer in confined housing. The softening of the hoof contributes to claw wear and potential problems as well.
- *Do you make sure stall grooming and raking is up to snuff?* No matter if you bed with manure solids, shavings or sand, more humid weather and higher temperatures will promote faster growth of mastitis organisms when the moisture content increases in the bedding. Even fresh sand becomes contaminated with manure and urine at the back of a stall with normal traffic within a few days.

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(1) 2001 & (2) 1999 Mack CL713, E7 460 h.p., eng. brake, Eaton Fuller 8LL trans., air lift 3rd, 4th & 5th axles, 3 steerable, D.F., Camelback susp., 248" w.b., alum. wheels, 2000 MAC 22' alum. box, air assist gate, 2 way dump.

(5) 2001 Int'l 5600i, Cums. ISM 305 h.p., 9LL trans., 135k miles, Haulmax susp., T/A, 20,000# F/A, 46,000# R/A, matching 9 cyl. McNeilus mixers, stk# 3971-74, **$32,900.**

2002 Volvo VHD42B200, Volvo VED12 345 h.p., diesel, 8LL trans., air ride, 214,688 miles, 4.30 ratio, 22.5 on alum./steel, 206" w.b., 20,000# F/A, 46,000# R/A, 16' steel body, stk# 3842, $43,900.

(2) 2008 Peterbilt 365, CAT C13, diesel, 9LL trans., 105,680 miles, Haulmaxx susp., alum./steel wheels, 234" w.b., T/A, 20,000# F/A, 46,000# R/A, stk# 3837/3838, **$86,900.**

2001 Volvo ACL64, Cums. N14 435 h.p., diesel, 8LL trans., eng. brake, Hend. susp., 5.38 ratio, 284" w.b., 22.5 on spoke, triaxle, 20,000# F/A, 58,000# locking R/A, 61,524 miles, 31' of D.F. behind cab, 225" CT, Fasse F380SE boom w/24'6" deck, (boom can be removed), air lift tag behind driver.

1997 Peterbilt 357, CAT C10 300 h.p., diesel, 8LL trans., 172,300 miles, Chalmers susp., 22.5 on all steel, 235" w.b., T/A, 20,000# F/A, 46,000# R/A, stk# 3246, $20,900.

2008 Kenworth W900L, CAT C15 475 h.p., 13 spd. O/D, eng. brake, air ride, 165k miles, 3.91 ratio, all alum. wheels, 232" wb., T/A, 13,200# F/A, 46,000# R/A, full lockers, southern truck who rust, heavy spec, low miles, stk# 3888, $94,900.

2009 Peterbilt 367, CAT C15 475 h.p., 8LL trans., 364,365 miles, eng. brake, air trac susp., 3.70 ratio, all alum. wheels, T/A, 20,000# F/A, 46,000# full locking R/A, stk# 3874, call.

2005 Freightliner Columbia Day Cab, CAT C15 435 h.p., Jake Brake, 15 spd. manual, 46,000# full locking R/A, 563k miles, $39,250.

2005 Western Star 4900 w/36" Flat Top Sleeper, CAT C15 475 h.p., diesel, 18 spd., eng. brake, Haulmax susp., 545,068 miles, 4.30 ratio, 22.5 on alum., 244" w.b., T/A, 14,600# F/A, 46,000# R/A, stk# 3636, $52,500.

2006 Freightliner CL12064ST Columbia 120, Det. 14L 515 h.p., diesel, 15 spd., eng. brake, 354k miles, air ride, 4.10 ratio, 24.5 on polished alum., 193" w.b., T/A, 14,000# F/A, 46,000# R/A, stk# 3571, $49,500.

1999 Int'l 9400, Cums. N14 460 h.p., diesel, 10 spd., eng. brake, air ride, 706,503 miles, 22.5 on alum./steel, 206" w.b., T/A, 14,000# F/A, 46,000# R/A, stk# 3543, $27,900.

2003 Western Star 4900, CAT C12 410 h.p., 9LL trans., Haulmax susp., 248" w.b., 22.5 on all steel, T/A, 20,000# F/A, 46,000# full locking R/A, 145,295 miles, very clean mixer, 20' off frame behind cab, 153" CT, stk# 3999, $45,000.

1998 Mack RD688S, Mack E7 350 h.p., diesel, 8LL trans., Camelback susp., 667,157 miles, 18' length, 22.5 on alum., 246" w.b., quad axle, 20,000# F/A, 46,000# R/A, alum. body, stk# 3980, $3980.

2006 Sterling LT9522, Det. 14L 515 h.p., diesel, 8LL trans., eng. brake, Haulmaxx susp., 273,552 miles, 16' length, 24.5 on alum./steel, 209" w.b., triaxle, 20,000# F/A, 46,000# R/A, alum. comp., stk# 3981, $58,900.

1998 Kenworth T800, CAT 475 h.p., Jake Brake, 8LL trans., 20,000# F/A, 44,000# R/A, 14,000# T/A, D.F., 25' frame behind cab, 248k miles, current flatbed w/knuckle boom, will separate to make C&C.

1999 Int'l Paystar 5000, CAT 3406E 455 h.p., diesel, 8LL trans., eng. brake, 372,437 miles, Hend. susp., 22.5 on alum./steel, 250" w.b., triaxle, 18,700# F/A, 46,000# full locking R/A, tarp, very clean, stk# 3916, $42,900.

2002 Kenworth T800, C12 CAT 445 h.p., diesel, 10 spd., eng. brake, air ride, 4.30 ratio, 179" w.b., 22.5 on alum., T/A, 13,280# F/A, 46,000# R/A, 456,597 miles, very clean, stk# 3616, $34,500.

2000 Sterling LT9513 w/Fasse 300SE Boom/Lift, CAT 3306 300 h.p., diesel, 8LL trans., eng. brake, 177,289 miles, TufTrac susp., 4.56 ratio, 22.5 on all steel, 278" w.b., triaxle, 18,000# F/A, 46,000# full locking R/A, 25' deck, D.F., 30' of frame, 223" C-T, , stk# 3913, $38,500.

1994 Autocar ACL64FT, Cums. N14 410 h.p., diesel, 18 spd., eng. brake, rubber block susp., 25,043 miles, 5.63 ratio, 24.5 on all steel, 280" w.b., T/A, 20,000# F/A, 46,000# R/A, plate & tail roller, Tulsa 65,000# winch, 90% rubber, needs winch cable, stk# 3977, $37,900.

1987 Mack R688ST, Mack EM6300 h.p., diesel, 5+2 spd., air ride, 246,929 miles, 22.5 on all steel, 178" w.b., T/A, 12,000# F/A, 40,000# R/A, stk# 3732, $13,900.

1998 Volvo ACL64BT, Det. 12.7L 470 h.p., diesel, 18 spd., eng. brake, Hend. spring susp., 256k miles, 4.33 ratio, 22.5 on spoke, 266" w.b., triaxle, 20,000# F/A, 46,000# R/A, 21' length, stk# 3697, $36,900.

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On a Farm Near You...

Westwind Farms

By: Nancy Glazier

One of the best parts of my job is visiting farms. Since I cover small farms, the visits can be quite diverse. Recently I paid a visit to Westwind Farms in Seneca County. Peter DeCloux and his brother Bill, run a multifaceted poultry operation. All their eggs are not in one basket. They have a hatchery, growing farms for birds to sell at 4 weeks and 16 weeks, egg-layer farm, and breeding farm.

I visited Peter at the hatchery. Eggs are placed in incubators only on Mondays and Tuesdays. The day I visited (June 5), 82,000 eggs had been placed to hatch in 21.5 days, June 26. The incubators are automated, climate-controlled. Capacity is 115,200 eggs per day, about 1.8 million per year. Egg numbers are incubated according to orders with a hatch rate of 84%. Temperature control is critical; for the first 10 days, eggs are endothermic (require heat), after that exothermic (give off heat). Temperature upon placement is 100.3° and drops for the first 15 days. Eggs remain in this incubator for 18 days and are then moved to the hatching incubator with the 150 eggs placed in hatching crates. Air flow and humidity is critical as the eggs develop. They are moved quickly (less than 30 minutes) to maintain proper temperature. Upon hatching, chicks are sexed and vaccinated and are then ready to go.

Chicks are available year-round with mail order available March 1 through November 15. The only available birds are ISA Brown, actually a hybrid of Rhode Island Reds and White Leghorns. They are an excellent egg layer in a commercial or small-scale setting with a survivability of 98.5%. They adapt well to all environments and climate. Started birds (4 -week and 16-week) are pickup only.

To provide all the eggs needed for incubation, Westwind Farms has 24,000 hens and 1,000 roosters. The birds are cage free, fed no antibiotics and no animal by-products. The hens lay for about 80 weeks; production declines too much to keep them. They used

to be sold as live birds at a New York City market but the regulations became too restrictive.

All the birds are National Poultry Improvement Program (NPIP) registered. They are Pullorum-Typhoid Free, MG and MS negative and Salmonella enteriditis negative. The development of the NPIP was initiated to eliminate Pullorum Disease caused by Salmonella pullorum which was rampant in poultry and could cause upwards of 80% mortality in baby poultry. The program was later extended and refined to include testing and monitoring for Salmonella typhoid, Salmonella enteritidis, Mycoplasma gallisepticum, Mycoplasma synoviae, Mycoplasma meleagridis, and Avian Influenza.

Feed is contracted from a feed mill in Auburn using the farm's custom mix. The mill gets local ingredients whenever possible. Soybean meal is the one ingredient they are not able to procure in New York.

Peter is interested in growing sales in small steps. He values the relationship with his established customer base and desires to maintain that. He has a unique setup with the quality products available. The farm had become quite large and was not sustainable. After restructuring, they are where they can stay profitable. What I didn't ask Peter was what came first: the chicken or the egg!

Can we be safer and more efficient?

By: Jackson Wright

The rigorous demands of farm life can make it easy to overlook safety precautions. However, this is proving to be a deadly mistake. Often injuries occur on dairy farms due to lack of training, lack of safeguards, or worker fatigue. To address these concerns, farms should consider adopting a formal employee training program that utilizes standard operating procedures and trains every employee on the principles of cow behavior. In addition, implementing safeguards can make many facilities safer and more efficient.

Develop Standard Operating Procedures

Standard operating procedures provide consistency to many routine tasks. Common standard operating procedures include proper handling of cattle, proper milking, identification of sick/injured cattle, proper movement of non-ambulatory cattle, humane euthanasia, proper treatment protocols, newborn calf protocols, routine surgical procedures, and emergency management plans. At a minimum every standard operating procedure should include necessary equipment and supplies, clear objectives, expected results, and a step by step procedure. Combined, these ensure that the proper preparations have been made prior to any action and that all the necessary equipment is available to complete the procedure. In addition, providing clear objectives

improves the likelihood of success. This can streamline many daily tasks on the farm, improve consistency, and increase worker safety.

Train Every Employee on the Principles of Cow Behavior

In addition, about 20% of farm injuries involve animals. This is equal to that of farm machinery; therefore every employee should be trained on the basic principles of cow behavior. Every employee should have a clear understanding that cows are herd animals, therefore when working around cows one should move calmly and deliberately. With that, employees should recognize that isolating cows can greatly increase stress levels, making animals more difficult to handle and increasing the likelihood of injury to both humans and cows. In many cases, a buddy cow can greatly reduce stress and improve overall safety. Similarly, employees should understand the principles of the flight zone, the animal's personal space, and point of balance, which dictates the direction in which you want the animal to move. The size of the animal's flight zone is determined by its past experience; therefore mistreatment of animals can have long lasting negative impacts. Handlers who clearly understand the principles of flight zone will be able to move animals more easily, decreasing stress and improving overall safety. Employees should also recognize that cows have poor depth perception. Often obstacles will cause cows to balk and lower their heads to assess the situation.

Inspecting cow walkways for obstacles prior to moving cows can improve worker safety and lead to a much more efficient, lower stress way to move animals.

Implement Strategic Safeguards

Implementing strategic safeguards on your facility can make a huge improvement on worker safety. Consider strategically locating man-passes along feedbunks and within gates. Man-passes are typically 18" wide, allowing a human to quickly escape a potentially hazardous situation. In addition to improving safety, man-passes can greatly improve the efficiency of many dairy operations by allowing employees to move quickly and easily through a facility without having to open gates or worry about animals escaping. Locating man—passes along the feedbunk can allow employees to easily pass from the feed alley to a pen, simplifying many on farm tasks. Moreover, headlocks can easily be modified to create man-passes, simply by removing the interior bar; just be sure to remove all sharp edges. Finally, strategically installing rubber can facilitate the movement of animals. Installing rubber in the holding area near the entry to the milking parlor, on the floor of the milking parlor, and along the exit lane will facilitate cow movement through the parlor and minimize stress. This combined with calm handling and a consistent milking routine can improve milk-letdown and greatly improve parlor efficiency. Bottom line, implementing safety precautions can benefit worker safety and improve efficiency on many operations.

Have You Heard?

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

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We'll let you know what's happening in agriculture in NWNY!

Our Animal Natures

It is not often that a publication such as the New York Times prints something that is complimentary to animal production in general without taking a shot at GMO's, factory farms or chemical use. The link below takes you to an essay co-written by a professor of cardiology at UCLA who happens to be a consultant to the Los Angeles Zoo. Her experiences have lead her to author a forthcoming book "Zoobiquity: What Animals Can Teach Us About Health and the Science of Healing".

This very interesting piece exemplifies the "One Medicine" concept that has been officially blessed by both the American Veterinary and Medical Associations since 2007. Cornell University has been a leader in "Comparative Medicine" through its Weill Cornell College of Medicine located in New York City. Although research focuses on lab animal models, wild and farm populations are included in this work.

Barbara Natterson-Horowitz is a cardiology professor at U.C.L.A. and Kathryn Bowers is a writer. This essay is adapted from their forthcoming book "Zoobiquity: What Animals Can Teach Us About Health and the Science of Healing," which is told from the doctor's point of view.

Full article: http://www.nytimes.com/2012/06/10/opinion/sunday/our-animal-natures.html?_r=1&emc=eta1

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Agricultura

By: Libby Gaige

What To Do When "Yes" Means "No"

Although the following anecdote is not a true story, anyone who works with Hispanic employees will probably agree that it very well could be!

As the parlor supervisor at a dairy, it is John´s job to manage the Hispanic employees. He trains new employees, oversees daily routines and deals with any problems that come up. His Spanish-speaking ability is limited, but he feels that between his Spanish, his employees´ limited English, and a fair amount of sign language and Spanglish, they get along just fine. Lately they have had a higher-than-usual somatic cell count and an increased number of clinical mastitis cases. John spends some extra time observing in the parlor and realizes that the employees aren´t all following the same milking procedure. So he holds a meeting with all the employees, reviews the steps that he expects all the employees to follow, then asks for questions. Silence. "Does everybody understand?" Heads nod emphatically as the employees smile and respond with a mix of "Yes" and "Si". Satisfied that he has gotten the message across, John thanks them all for their time and hard work. The next morning as he walks through the parlor, he notices that the milkers are doing EXACTLY what he told them NOT to do yesterday! Either they are blatantly disobeying him…or they didn´t understand. It wouldn´t be the first time! John is frustrated and doesn't know what to do.

> *"Every country has its own way of saying things. The important thing is that which lies behind people's words."*
>
> *- Freya Stark,*
>
> The Journey's Echo

Does this sound all too familiar? If you work with Hispanic employees, you´ve surely experienced your fair share of lapses in communication. But why does this happen so often? In Latin American countries, the culture stresses respect and deference towards elders and anyone in a position of power- be that a boss or a supervisor. Avoiding eye contact and agreeing, even if not in agreement, are both ways to show respect. This cultural barrier alone can lead to misunderstandings, even when a language barrier has been overcome.

Some other common tendencies in the communication style of Latin American cultures are to:

- Strive to maintain the harmony between the employer and employee
- Avoid confrontation
- Imply what is meant instead of stating it directly
- Rely less on what is said verbally, and more on what is said through nonverbal cues and what is implied by the context of the situation

So how can you get around this difficult situation? You probably will not be able to change the way your employees communicate with you overnight, but with some encouragement, over time they may become more open to our American style of direct communication. In the meantime, when explaining procedures, go to the area of the farm where the specific job will be done and *show* them what you want them to do. Then, to make sure that they understand, ask them to show you how they will complete the task. If they make a mistake, correct them. If they do well, praise them.

This approach to communicating certainly takes more time, but in the long run it can prevent many misunderstandings and save you lots of frustration.

Preliminary 2011 Dairy Farm Business Summary (DFBS) Results — WNY Region

Thanks to Linda Putnam, Cornell University, Charles H. Dyson School of Applied Economics & Management, for compiling the DFBS results reported in this issue of Ag Focus

PROGRESS OF THE FARM BUSINESS—RECEIPTS & EXPENSES PER CWT.

Same 53 Western New York Region Dairy Farms, 2010 & Preliminary 2011

	2010	2011	
Number of Cows	602	614	
Pounds Milk Sold per Cow	25,152	24,969	
Number of Worker Equivalents	12.87	13.25	
Cows per Worker	47	46	
Number of Tillable Acres	1,068	1,096	
Debt per Cow	$3,019	$2,870	
Percent Equity	66	71	
Accrual Operating Receipts	Per Cwt.		Difference
Milk	$17.85	$21.69	$ 3.84
Dairy Cattle	1.32	1.38	0.06
Dairy Calves	0.10	0.18	0.08
Other Livestock	0.04	-0.02	-0.06
Crops	0.77	0.37	-0.40
Miscellaneous Receipts	0.43	0.52	0.09
TOTAL	$20.51	$24.12	$ 3.61
Accrual Operating Expenses			
Hired Labor	$ 2.64	$ 2.81	$0.17
Dairy Grain & Concentrate	5.06	6.20	1.14
Dairy Roughage	0.48	0.47	-0.01
Professional Nutritional Services	0.01	0.01	0.00
Machinery Hire/Lease	0.40	0.37	-0.03
Machinery Repair	0.71	0.88	0.17
Fuel, Oil, & Grease	0.57	0.78	0.21
Replacement Livestock	0.04	0.12	0.08
Breeding	0.21	0.21	0.00
Veterinary & Medicine	0.63	0.70	0.07
Milk Marketing	0.92	0.89	-0.03
Bedding	0.38	0.40	0.02
Milking Supplies	0.33	0.37	0.04
Cattle Lease	0.01	0.01	0.00
Custom Boarding	0.35	0.37	0.02
bST Expense	0.27	0.22	-0.05
Livestock Professional Fees	0.07	0.07	0.00
Other Livestock Expense	0.07	0.08	0.01
Fertilizer & Lime	0.33	0.41	0.08
Seeds & Plants	0.34	0.37	0.03
Spray & Other Crop Expenses	0.17	0.20	0.03
Crop Professional Fees	0.04	0.04	0.00
Land & Building Repair	0.34	0.45	0.11
Taxes	0.22	0.21	-0.01
Real Estate Rent/Lease	0.27	0.30	0.03
Insurance	0.17	0.17	0.00
Utilities	0.39	0.38	-0.01
Interest Paid	0.51	0.44	-0.07
Other Professional Fees	0.07	0.09	0.02
Miscellaneous	0.11	0.11	0.00
TOTAL	$16.12	$18.10	$1.98
Net Farm Income w/o App. /Cwt.	$ 3.06	$ 4.55	$1.49
Return on Assets w/o Apprec.	8.2%	11.1%	
Labor & Mgmt. Income/Operator	$174,734	$268,827	

PROGRESS OF THE FARM BUSINESS

Same 53 Western New York Region Dairy Farms, 2010 & Preliminary 2011

Selected Factors	Average of 53 Farms 2010	Average of 53 Farms 2011	Percent Change
Size of Business			
Average number of cows	602	614	2.0
Average number of heifers	522	547	4.8
Milk sold, lbs.	15,135,139	15,319,398	1.2
Worker equivalent	12.87	13.25	3.0
Total tillable acres	1,068	1,096	2.6
Rates of Production			
Milk sold per cow, lbs.	25,152	24,969	-0.7
Hay DM per acre, tons	3.8	3.5	-7.9
Corn silage per acre, tons	20.2	16.5	-18.3
Labor Efficiency & Costs			
Cows per worker	47	46	-2.1
Milk sold per worker, lbs.	1,176,001	1,156,181	-1.7
Hired labor cost per cwt.	$2.64	$2.81	6.4
Hired labor cost per worker	$37,245	$38,929	4.5
Hired labor cost as % of milk sales	14.8%	12.9%	-12.8
Cost Control			
Grain & concentrate purchased as % of milk sales	28%	29%	3.6
Grain & concentrate per cwt. milk	$5.06	$6.20	22.5
Dairy feed & crop expense per cwt. milk	$6.43	$7.68	19.4
Labor & machinery costs per cow	$1,434	$1,605	11.9
Total farm operating costs per cwt. milk sold	$16.12	$18.10	12.3
Interest costs per cwt. milk	$0.51	$0.44	-13.7
Milk marketing costs per cwt. milk sold	$0.92	$0.89	-3.3
Operating cost of producing cwt. of milk	$13.57	$15.72	15.8
Capital Efficiency(average for the year)			
Farm capital per cow	$8,640	$9,461	9.5
Machinery & equipment per cow	$1,480	$1,576	6.5
Asset turnover ratio	0.62	0.67	8.1
Income Generation			
Gross milk sales per cow	$4,489	$5,417	20.7
Gross milk sales per cwt.	$17.85	$21.69	21.5
Net milk sales per cwt.	$16.93	$20.81	22.9
Dairy cattle sales per cow	$331	$344	3.9
Dairy calf sales per cow	$24	$44	83.3
Profitability			
Net farm income without appreciation	$462,984	$697,502	50.7
Net farm income with appreciation	$563,849	$867,371	53.8
Labor & mgt. income per operator/manager	$174,734	$268,827	53.9
Rate of return on equity capital w/o appreciation	10.4%	14.4%	38.5
Rate of return on all capital without appreciation	8.2%	11.1%	35.4
Financial Summary			
Farm net worth, end year	$3,555,401	$4,361,788	22.7
Debt to asset ratio	0.34	0.29	-14.7
Farm debt per cow	$3,019	$2,870	-4.9
Debt coverage ratio	2.20	3.07	39.6

The Common Question – Armyworms and Animal Health

By: Jerry Bertoldo

Lots of grass intended for making hay and haylage has been harvested with armyworms. The consensus is that for dry hay there is little concern. The armyworm caterpillars do not remain on dry forage, instead they seek succulent grass or corn to munch on. Armyworms are not known to contain any toxins, so accidental grazing or including of some in baled hay is not a problem.

Ensiled hay crop contaminated with armyworms may pose a different situation. Unfortunately, there is little information as to what can be expected when you chop up these pests and put them up in some form of haylage storage. It is known that haylage with high numbers of caterpillars becomes dark, slimy and smelly in a short period of time. Whether this "animal" protein leads to dangerous bacterial growth during storage is not certain. Similar ensiling of animal carcasses can lead to botulism risk. General clostridium growth in haylage is common to high protein legumes when put up too wet (<30% DM) and where the pH does not drop to 5.0 or lower. Haylage put up in air tight bags or upright silos at 40% DM or greater has less risk of this abnormal bacterial growth even though the pH does not drop to an ideal level.

The Kentucky abortion problem in horses some time ago has been tied to tent caterpillars, a very different species. Here the intestinal inflammatory reaction to the caterpillar hairs creates a compromise in the ability of the gut to keep bacteria and gut toxins out of the blood stream. This is what led to the mysterious abortion issues. Armyworm caterpillars are hairless hence no concern.

In summary, armyworms either accidently consumed with pasture or in dry hay are not a worry. Ensiled ones might be a concern. Shoot for the dry matter appropriate for the storage method used. If a haylage looks and smells bad, don't feed it. Mark any baleage or AgBags that might have caterpillar contaminated haycrop included and check it before feed out. If you have layered a bunker silo with contaminated material, it will be more difficult to assess what you have. The amount of dangerous bacteria needed to cause health problems can be very small. That is known. How much risk is there for them to be present is the big question.

Are You Ready For The Cameras?

Re-printed from: Dairyherd.com

Animal rights activist groups are increasingly using undercover videos as a tactic to support legislation that regulates dehorning and other common animal—care practices. While this legislation can appear well-meaning to general consumers, it often is not based on science, and can threaten to drive food production overseas. These videos often are heavily edited and the undercover activists pose as individuals in need, but are in fact trained to provoke comments from other employees and capture inflammatory images.

In the most recent issue of Cornell University's PRO-DAIRY e-Leader newsletter, NY dairy producers who have dealt with these undercover videos offer the following advice:

Identify a spokesperson **Maintain industry connections**
Be proactive in your community **Review your hiring practices.**
Open the farm to the community

Find this article at:
http://www.dairyherd.com/dairy-resources/calf-heifer/Are-you-ready-for-the-cameras-158180165.html?ref=165

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Save the Date...

July, 2012

2-6 Dairy Youth STEMP Camp, 9:00 a.m.—5:00 p.m., CCE-Wyoming/Camp Wyomoco
10-14 Yates County Fair, Old Route 14A, Penn Yan, Contact: 315.536.3830
11-15 Monroe County Fair, 2695 E. Henrietta Road, Henrietta, Contact: 585.334.4000
16-21 Seneca County Fair, 100 Swift Road (Corner of Swift & North Road), Waterloo, Contact: 315.539.9140
17-21 Genesee County Fair, 5056 E. Main Street, Batavia, Contact: 585.344.2424
17-21 Hemlock Fair, 7370 Water Street, Hemlock, Contact: 585.367.3370
17 Cornell Weed Science Field Day, 9:00 a.m. - 3:00 p.m., Musgrave Research Farm, Aurora
18 Aurora Farm Field Day, 9:00 a.m. - 3:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora
24-28 Ontario County Fair, 2820 County Road #10, Canandaigua, Contact: 585.394.4987

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
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

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