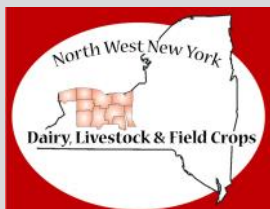




# Ag Focus



## June is Dairy Month: Share Your Agricultural Story

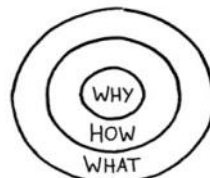
By: Libby Eiholzer

*This year I have the wonderful opportunity to be a part of the Young Dairy Leader's Institute (YDLI) Class 9. In February I attended the first part of this leadership program for young people in the dairy industry, which focuses in part on advocacy for the dairy industry and agriculture.*

More now than ever, people want to know where their food comes from. And lately it seems that more often than not, they aren't too happy about where they think it comes from. As someone who takes pride in being part of the dairy industry, I take it personally when I see negative things in the news or on social media about agriculture. It's frustrating to see how easily people will believe what they hear from sources that to me are clearly biased against agriculture.

After hearing more jabs at modern agriculture in the news this week than usual, I was reminded of some tips I learned at YDLI about advocacy. According to a 2012 study by Edelman on consumer trust, people trust people like themselves and regular employees much more than they do government officials or company CEOs. In fact, consumer research by Dairy Management, Inc. has shown that **54% of people say that they would like the opportunity to speak with a real dairy farmer.**

### The Golden Circle



#### What

Every organization on the planet knows WHAT they do. These are products they sell or the services they offer.

#### How

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#### Why

Very few organizations know WHY they do what they do. WHY is not about making money. That's a result. It's a purpose, cause or belief. It's the very reason your organization exists.

Source: <http://www.appleone.com/Employers/Blog/post/2014/01/06/Great-Leaders-Start-With-Why.aspx>

Intrigued by the Golden Circle? Watch the TED Talk: [http://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action?language=en](http://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action?language=en)

My challenge to you (whether you are a dairy, beef or crop farmer) is to look for at least one opportunity during June Dairy Month to share a positive story

*Continued on page 3*

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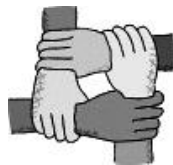
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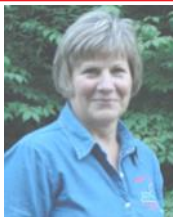
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The NWNy Dairy, Livestock & Field Crops team will provide lifelong  
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- ◆ Enhance the profitability of their business
- ◆ Practice environmental stewardship
- ◆ Enhance employee & family well-being 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

about agriculture with a person who does not come from an agricultural background. People connect with emotion, not statistics, so start by telling them WHY you do what you do, then tell them HOW you do it, and finish with WHAT you do. You will get much further by starting out by telling them how much you care about animals than by saying you farm to earn a living or to make a profit.

Develop a core story: a few sentences that you can use to introduce yourself and lend yourself credibility when speaking to others about agriculture. A friend of a friend makes a comment at the Sunday BBQ about a video showing animal abuse on dairy farms? Let them know *why* you farm (you are dedicated to providing high-quality dairy products, love working with animals, enjoy caring for the land), *how* you farm (you provide cows with a nutritious diet and healthy living conditions), and lastly, *what* it is that you do: you're a dairy farmer. Then address the concern of animal abuse on dairy farms by explaining specific things that you do to provide excellent care to your cows.

### Here is my core story. What is yours?

*I grew up on a dairy farm, am married to a dairy farmer and believe that caring for both the animals and the environment is the right way to provide safe, high-quality milk. Working with dairy farmers is a joy; they are some of the most honest, caring and genuine people you could meet. They give their all every day to provide the best care possible for their animals, protect the environment and produce a nutritious food to help feed the world. I work as an Extension educator for dairy farmers, providing them with opportunities to learn, grow, and become even better at what they do. The industry is constantly striving to find ways to improve and I feel blessed to be even a small part of that greater goal.*

Stay tuned for next month, when I will share some tips about how to deal with difficult consumer questions.

Works Cited: "2012 Edelman Trust Barometer Executive Study". [www.Edelman.com](http://www.Edelman.com). May 5, 2015.



## Still Time To Plant Buckwheat

**Guaranteed Price for this year is \$28.50 per cwt.**

**Buckwheat** is fast growing—70 days from planting to harvest. It can be planted as late as mid-July in many areas, allowing for a double crop after wheat or rye.

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**Buckwheat** needs very little attention during the growing season.

**Buckwheat** makes a great rotation crop.

**Buckwheat** often grows well on low-fertility land.

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### There is still time to plant buckwheat.

So, let's talk. We're looking primarily for full-production, contracted commercial, or, if you are a **certified organic** farm, we'll contract organic buckwheat as well. And, for those not wishing to contract, we also offer both commercial and organic cover crop buckwheat seed.

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# Farm Security and Hiring

By: Timothy X. Terry

Dairy Strategic Planning Specialist

I recently attended a very informative webinar presented by Kay Johnson Smith who is the President and CEO of the Animal Agriculture Alliance ([www.animalagalliance.org](http://www.animalagalliance.org)). The title of the webinar was *Farm Security and Crisis Management: Do's and Don'ts in Hiring*. The webinar may be viewed in its entirety here: [http://www.optimalag.com/webinars/2015-04-13\\_FarmSecurity.wmv](http://www.optimalag.com/webinars/2015-04-13_FarmSecurity.wmv). The webinar lasts about an hour with 20 minutes for questions, but I will try to distill down the salient points of the presentation.

**Fact:** There have been over 80 undercover activist videos distributed to the media, more than 70 of these in the last 10 years.

**Fact:** The main purpose of these videos is to raise funds for the animal advocacy groups.

**Fact:** The funds are used to promote a vegan lifestyle through misinformation, lobbying, and swaying of public opinion.

**Fact:** These videos can, and have been, obtained surreptitiously; cut, edited, and sound tracked; then posted to YouTube, Facebook, or any other social media site.

Unfortunately, the majority of these videos were obtained by individuals hired by an advocacy group, but who posed as a job candidate and was hired to work on a farm or other agricultural business. They didn't come in with big shoulder mounted video cameras like an action news team, but used their cell phones, specially fitted glasses, button-cams, and/or belt buckle-cams. In a couple of cases camera mounted drones were used to obtain low-level aerial photos and videos.

## Hiring Process

So how do you avoid hiring one of these individuals? Nothing is foolproof but you need to do your due diligence.



1. Thoroughly screen all your job applicants. Know who you're hiring: check their references and do background checks.
2. Require applicants complete a written application, with references
3. Include a statement on the application – that must be signed:  
“All information provided is true and correct under penalty of perjury”
4. Require consent for a background check – have them sign a release for information
5. Verify the applicant's permanent address
6. Note if there are gaps in employment and inquire as to the reason for the gaps
7. Verify that farms they've worked on exist; verify past employment, especially farms/ processing plants
8. Call all references listed
9. Require a signed **confidentiality agreement**
  - State at the opening that if they breach it, they may have to pay your attorneys' fees
  - Include a pledge not to film or photograph without permission by the employer and that all film/photos taken are property of the employer
10. Inform new employees about background checks, certification, false statements, etc. about anything you intend to do in terms of monitoring
  - Make sure they sign the agreement
  - If they refuse to sign, this should be a **red flag** even if they may or may not be an undercover activist

Doing all these things won't prevent you from hiring an activist. However, it puts them on notice that you are a wary and vigilant business owner who will do what is legal and necessary to protect your livelihood – not some clueless hick looking for any warm body to fill a position.

---

## Red Flags

While we're on the subject of red flags, some other things to watch for:

- Unsolicited inquiries – Individuals showing up on the farm when there is no position open or advertised.
- Those who are only looking for temporary work – “I only need to work for a few months to earn enough money for \_\_\_\_\_.” (a vacation, trip to see family abroad, in the area visiting girlfriend/ boyfriend, need some cash, etc.)
- Willing to work for free -- “I’m thinking about starting a dairy / livestock business and I want to get some experience before I make the investment.”
- Out of state license plates on their car – “I just moved to the area because of a girlfriend/ boyfriend and I’m looking for a job.”
- Only providing a college ID for identification. If they just drove up to the farm shouldn't they also have a driver's license? The license is likely to be a more verifiable form of ID. If they leave without providing other ID note the make, model, color, and license plate of the car. Give this info to local authorities and the Animal Ag Alliance.
- Overly or inappropriately educated for the position – Why would an English, Political Science, or Humanities major be looking for a job caring for calves or any other labor intensive activity?

These are only red flags and not definitive criteria for uncovering an undercover activist. Any of the stories could very well be legitimate, and this list is not exhaustive. However, they should make some warning bells go off in your head that mean you need to ask more questions. Questions like, “How did you know this farm was here”, “Why are you here in this small town, rural area looking for work”. The whole idea is to get them talking and the more they talk the more likely they are to contradict their story. Any trained interrogator will tell you it's very hard to keep up a lie. Eventually something will breakdown.

## The Interview

Similarly, if they make it to the interview phase try to give them open ended questions – questions that

can't be answered with a simple “Yes” or “No”. Some good ones to ask are:

1. Have you ever worked or earned a degree under a different name? *If so, what was that name?*
2. Are you currently working for any organization that is paying you or asking you to collect any information related to our company/farm, proprietary procedures, or processes? *If so, please provide the name and contact information*
3. Do you own or possess any equipment, including a cell phone, that you intend to have with you during work that can collect video, audio, or still pictures? *If so, please show us this equipment (and document it).*
4. Have you ever observed an animal being subjected to treatment that you feel was harmful? *Where and when? What did you do about it?*



Again, this is no guarantee that you will be able to ferret out the activist, but it shows them that you are aware, that you are attuned to some of the tactics that are frequently employed, and that makes you a harder target for them to lie to or get away with this sort of subterfuge. The goal here is to get them talking and give you a chance to view their body language as they begin to answer your questions. If they begin to squirm, fidget, give vague answers, and/or avoid eye contact there's a pretty good chance that their answers are BS. The internet is full of additional information on reading body language.



## On a Farm Near You...

### Mikelholm Holsteins

By: Nancy Glazier

Seven years ago, John and Sue Mikel started Mikelholm Holsteins on a field with the goal of running a well-run small dairy. John had recently sold his milking testing business and they had decided to start a farm. They purchased roughly 30 acres with the intent to build a house and barn with a parlor, and purchase the feed.

John and Sue share the day to day work on the dairy. In addition John works a flexible full time job off-farm. They rely on support and assistance from dairy professionals. They work with nutritionist Dan Underhill with Agri-King, Inc. to develop their feeding program. The grazing season ration gets adjusted regularly built from recent and historical forage analyses. Summer ration consists of pasture with some dry hay and corn silage stored in ag bags. They purchase silage corn and hay crops from a custom crop farm. A custom bagger coordinates with the harvesting crew to get the feed bagged for the year in a day's time. Their Registered Holstein herd is 100% A.I. with John handling sire selection. Their milk is marketed by DFA.

It only made sense to graze the 30-35 cows and youngstock on the remaining land. The 28 acres could not justify owning planting or harvesting equipment. They also knew grazing would provide health benefits to the cows and reduce demands on labor. An added benefit was the reduced bedding costs while the cows are out on pasture.

With limited land availability, careful planning and management need to be done. Pastures can be quickly overgrazed if the carrying capacity is too high and cows are on a paddock for too long. I assisted them with a prescribed grazing plan six years ago to set up the grazing system. Plans are good starting points and provide infrastructure layout. They are developed based on soils, forages, and goals and input of the owner/operator. Genesee County Soil & Water Conservation District provided cost-share for the



*The first day the milking herd was out on pasture, May 8.*

fence and laneway installation.

To highlight their operation, John and Sue will be hosting a pasture walk on the farm Friday, June 26. It will run from 11:00 to 2:00 with a lunch sponsored by Select Sires. Cost of the event is \$10 per person or \$20 per farm/family. Farm address is 6321 E. Bethany -LeRoy Road, Stafford. Contact Cathy Wallace by June 19 to register at 585.343.3040 x138 or cfw6@cornell.edu. Registration is required for an accurate lunch count.

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# Performance of Western NY Region Dairy Farm Businesses in 2014 – Preliminary Results

By: John J. Hanchar and Joan Petzen

## Summary

- While milk sold per cow was relatively stable, milk receipts per hundredweight (cwt.) rose 17 percent to an historical high of \$25.42 in 2014 when compared to 2013.
- In 2014, the operating cost of producing a cwt. of milk was \$17.18, an increase of 5.6 percent relative to 2013.
- As of April 8, 2015, preliminary results suggest that the same 49 Western New York region (WNY) dairy farms in Cornell University Cooperative Extension's Dairy Farm Business Summary (DFBS) Program achieved greater levels of profit in 2014 compared to 2013 -- for example, in 2014, the rate of return on all assets without appreciation averaged 13.7 percent compared to 8.8 percent in 2013.

## Introduction

On April 13, 2015, at the WNY Region's Annual Meeting for DFBS Cooperators, Cornell University regional specialists, and PRO-DAIRY staff presented results compiled by Charles H. Dyson School of Applied Economics and Management staff, Cornell University. The results reported at the meeting and here represent averages for the same 49 WNY dairy farms cooperating in 2013 and 2014.

## Size of Business

- The average number of cows per farm rose from 856 in 2013 to 893 in 2014, an increase of 4.3 percent.
- Worker equivalents per farm rose 6 percent to 19.2 in 2014.
- Total tillable acres increased from 1,575 to 1,622 acres.

## Rates of Production

- Milk sold per cow averaged 25,812 pounds in 2013 compared to 25,485 in 2014.

- Hay dry matter per acre fell 2.6 percent to 3.7 tons, while corn silage per acre rose from 19.1 to 19.8 tons.

## Income Generation

- Gross milk sales per cow increased from \$5,610 in 2013 to \$6,477 in 2014, an increase of 15.5 percent.
- Gross milk sales per hundredweight (cwt.) rose from \$21.73 to 25.42.

## Cost Control

- Dairy feed and crop expense per cwt. of milk rose from \$8.70 in 2013 to \$8.88 in 2014, an increase of 2.1 percent.
- In 2014, operating cost of producing a cwt. of milk was \$17.18, an increase of 5.6 percent relative to 2013.

## Profitability

- Net farm income without appreciation per cwt. of milk averaged \$6.61 in 2014, an increase of about 68 percent compared to 2013.
- Rate of return on equity capital without appreciation rose 63.2 percent in 2014 from 11 in 2013.
- In 2014, the rate of return on all assets without appreciation was 13.7 percent, an increase of 56.6 percent relative to 2013.

## Final Thoughts

Owners of dairy farm businesses cooperate in Cornell University Cooperative Extension's DFBS Program for the purpose of identifying strengths and weaknesses by comparing their results to results of other cooperators. Are you interested in realizing the benefits of DFBS participation? Call John Hanchar – for contact information, please see information at the front of this newsletter.

## Mikelholm Holsteins Pasture Walk

June 26, 11:00 a.m. - 2:00 p.m.

6321 E. Bethany - LeRoy Road, Stafford

John & Sue Mikel started with an open 30 acres & built a small grazing dairy. This will be an opportunity to pick up some pointers.

Discussion topics will include:

- Getting Started
- Fence & laneway layout
- Balancing the ration with grazing
- Parasites on pasture

**RSVP by: June 19**

Cost: \$10 per person or \$20 per farm/family

**To register contact:**

Cathy Wallace

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

**For questions call:**

Nancy Glazier: 585-315-7746 or nig3@cornell.edu

Lunch sponsored by: Select Sires



## Farewell, Bill



I have submitted my resignation from Cornell Cooperative Extension position in order to actively run a New York - based business. There are restrictions on the extent of my public involvement with this business until after June 4th

(my last official day with Cornell) as I am using up my remaining vacation time until then. Per Cornell policy I need to rebuild my contact list so if you would like to stay in touch I can be reached on my personal cell at 608-369-3511 or personal email at bverbeten@gmail.com.

It has been an honor and privilege to serve New York agriculture as a Regional Extension Agronomist these past two and a half years. I look forward to continuing to serve the industry in this new capacity.

*Bill Verbeten*



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# Antibiotic Resistance – the Film, Legislation and Opinion

By: Jerry Bertoldo, DVM

In March the Rochester Institute of Technology (RIT) hosted a public event centered on the message of the film “Resistance” produced by a local filmmaker. The introduction was by U.S. House of Representatives member Louise Slaughter, Congress’ only microbiologist. The film gives support to the Congresswoman’s legislative efforts to address the serious medical problem of multidrug resistance of bacteria to antibiotics. This has become a nightmare for hospitals and nursing homes. The University of Rochester as an example reports 16% of all bacterial infections recorded are multidrug resistant.

The film divided its attention as to the cause of the problem between the medical profession and animal agriculture. Mrs. Slaughter’s legislative efforts are solely focused on antibiotic restrictions in food animals. Her colorful introductory commentary included phrases such as “steak soaked in antibiotics” and “chicken dipped in Clorox” to emphasize her perceptions of the state of food animal production and retail meat products.

In 2007 Mrs. Slaughter first introduced the Preservation of Antibiotics for Medical Treatment Act (PAMTA). The purpose of the legislation was to limit the use of antibiotics in farm animals to therapeutic applications and eliminate growth promoting and disease prevention roles. No provisions exist in the bill, however, to address the resistance problem on the human side of the equation. A list of “medically important antibiotics” representing eight classes of these drugs compiled by the World Health Organization is the basis for which antibiotics would be withdrawn from “non-therapeutic” uses unless “a reasonable certainty of no harm to human health due to these uses can be shown.” Few food animal antibiotics used today are missing from this list. To date, no action has been taken on PAMTA, but reintroduction of the bill is a certainty.

It is commonly reported that 80% of all antibiotics sold in the U.S. are used for animal production. A closer look shows that 30% of that total is composed of ionophores such as Rumensin®, Bovatec® and

Cattlyst®. While these are technically antibiotics as well as anti-coccidial agents and growth promoters, they do not have any medical use in human medicine nor claims of bacterial disease control or treatment in animals. As such they would be exempt from any PAMTA regulation. Other anti-coccidial agents such as Deccox® and Corid® would not be impacted either.

The tetracycline class represents a significant 40% of the total antibiotics used in animal production. A high percentage of that is as a non-therapeutic dose of oxytetracycline delivered in feed for growth promotion. Higher therapeutic doses of oxytetracycline and chlortetracycline through feed, water or injection have important roles in disease control and treatment. Of course in the dairy world, no feed added tetracyclines are permitted past 20 months of age.

PAMTA would also forbid the use of neomycin and oxytetracycline in milk replacer. This would be considered a non-therapeutic, disease preventative use. Dry cow treatment would be eliminated unless cultures show the presence of mastitis pathogens by individual cows prior to use. Preventative antibiotics use before or after stressful events such as weaning or shipping would also be prohibited.

In progress at this time is FDA final guidance GFI 209 scheduled to be implemented by December 2016. It is similar in intent to PAMTA, but does allow more flexibility regarding disease prevention use of antibiotics. Both do eliminate growth promotion and feed efficiency use - period. PAMTA needs congressional approval, GFI 209 does not.

Despite the best efforts of animal agriculture and its affiliated support industries, it appears that dramatic changes will be coming down the road concerning the use of antibiotics in food animals. We can only hope that shared responsibility on the medical side will be addressed. A recent White House announcement outlining the 1.2 billion dollar, 5-year National Action Plan for Combating Resistant Bacteria suggests it will. Unfortunately, only 77 million of that will fund for animal studies.

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# June Soybean Comments

By: Mike Stanyard

I did not see many soybeans in the ground the first half of May as corn planting was at a furious pace with good planting conditions. As more soybeans will be up and out of the ground by the end of May, let's look ahead to some potential issues as June arrives.



**Soybean Aphids.** We are still not sure what soybean aphids are going to do yet. The winter was cold but probably not cold enough to kill the overwintering eggs on buckthorn. In most years, I will observe the first winged females flying to soybeans during the first week of June. A high percentage of our soybeans are being treated with a systemic insecticide seed treatment which will reduce the success of this initial flight. This seed treatment will not be effective against later summer flights. Hopefully, natural enemies like lady beetles can take over and keep aphid populations in check. If not, foliar insecticide applications are very effective. The unpredictability of this insect makes scouting your beans even more important! Remember: Treatment threshold is 250 aphids per plant.

**Weed Problems.** Lambsquarters continues to cause producers fits late into the season. Russ Hahn has shown that you get better control of this weed if you spray it when it is smaller than 5.5 inches tall. At this point, we do not have glyphosate resistant lambsquarters.

One weed that I would like you to watch for is maretail/horseweed. I am seeing this weed more and more in all grain crops. Last year was the worst I have seen it and it was very visible in standing glyphosate resistant soybean fields. I sent a couple of samples down to Russ this fall and some of it survived high rates of glyphosate in his greenhouse trials. It looks like horseweed could become our first official glyphosate resistant weed in NY. See chart for burndown recommendations in GR horseweed.

Weed Situation	Product Per Acre	Remarks & Limitations
<b>Problem Weed</b> Glyphosate - resistant horseweed	22 fl. Oz. Roundup PowerMax + 1 pt. of 3.8 lb/gal. 2,4-D LVE + 2 oz. Op-Till <b>OR</b> 2.5 oz. Valor XLT	<b>GROUP 2, 4, 9 &amp; 14 HERBICIDES.</b> Apply Roundup or other glyphosate product with 2,4-D LVE & Op-Till or Valor XLT to horseweed rosettes in spring at least 14 days before planting soybeans. Follow with an appropriate postemergence program if necessary.

Table 1. GR Horseweed burndown/control for zone/no-tillage soybeans

## Upcoming Webinars:

### *Feeding Calves as Groupies: Pro, Cons & Best Management Practices*

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

*Presented by:*

Sandra Godden, University of Minnesota

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

### *Prevention of Heat Related Illnesses to Agriculture*

June 17, 12:00 - 1:00 p.m.

*Presented by:*

AgriSafe Network

<http://www.agrisafe.org/events/heat-stress-related-to-agriculture/>



populations quickly but they do not last very long in the field and are pricey. Some producers have tried spraying Lannate at night when slugs are most active. Do not spray too early because it is most effective if sprayed directly on the slugs.

**Slugs.** There are three species that I find in soybeans but the most common is the gray garden slug. This species overwinters in the egg stage and hatches in the spring right when young seedlings are emerging. The young slugs feed on the leaf tissue. They hide where it is moist and cool during the day and will come out in the evening to feed. Their slime trails are a sure sign that they are present. Even a little bit of tillage seems to be enough to disturb their feeding. Many farms are running over their fields lightly with one of the vertical tillage implements and getting good results. Pelletized slug baits containing metaldehyde (Deadline MP) or iron phosphate (Sluggo) can be very effective at reducing slug



**WHERE ARE YOUR NUTRIENTS?**

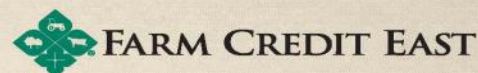
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# June Dairy Month: Dairy Makes Sense...*Trivia Questions*

When it comes to food and healthful eating, it's sometimes difficult to make sense of all of the information available. Did you know that Dairy Makes Sense for a variety of reasons, from its nutrition benefits to its economic value and sustainable production practices? Check out your dairy knowledge by answering the trivia questions below.

1. Milk is America's No. 1 food source for which three key nutrients?
2. On average, how many servings of dairy are Americans consuming per day?
3. What is the average size of a dairy cow herd in the United States?
4. Trying to get back into your summer workout routine? Which dairy product is proven to refuel tired muscles after physical activity?
5. How many states in the U.S. are home to dairy farms?
6. How many major breeds of dairy cattle are there?
7. How much milk does an average dairy cow produce per day?
8. How many nutrients are in milk?
9. How many hours a day do most cows spend chewing their cud?
10. Which nutrient in milk cleanses your taste buds?
11. How many spots are identical on the average dairy cow?
12. What do cows eat?
13. How long does it take for milk to travel from the farm to your store on average?



*Answers on page 19*

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**49K Lockers**  
**475 HP**  
2005 PETERBILT 378; 475 HP CAT C15 Diesel; 18-Spd.; Engine Brake; Air Trac Susp.; 232" WB; 22.5 Tires; Alum. Wheels; 12,000# F/A; 46,000# R/A; 186,149 Miles; Very Low Mile, Clean Daycab w/2-Line Wetline, Auto Lube System & Full Locking Rears; Stk. #4686 - \$53,900



**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



**2003 KENWORTH T800**; 370 HP CAT C12 Diesel; 10-Spd. Engine Brake; Bway Susp.; 5.29 Ratio; 200" WB; 36" Flattop Sleeper; 22.5 Tires; All Steel Wheels; Tandem Axle; 12,000# F/A; 44,000# R/A; 173,590 Miles; Very Clean, Low Mile Tractor w/Headache Rack & Full Locking Rears; 90% Rubber; Stk. #4798 - \$34,900



**475 HP**  
**46K Rears**  
**270K Miles**  
2007 PETERBILT 379; 475 HP Cummins ISX Diesel; 13-Spd.; Engine Brake; Air Trac Susp.; 22.5 Tires; Alum/Steel Wheels; Tandem Axle; 14,800# F/A; 46,000# R/A; 271,113 Miles; Stk. #4779 - \$58,900



**2004 PETERBILT 357**; 430 HP CAT C-12 Diesel; 8LL Trans.; Engine Brake; Air Ride Susp.; 19' Length Body; 4.33 Ratio; 22.5 Tires; Alum/Steel Wheels; 256" WB; Tri-Axle; 20,000# F/A; 599,792 Miles; Stk. #4721 - \$57,900



**2004 PETERBILT 357 DAYCAB**; 430 HP CAT C18; 8LL Trans.; Hendrickson Haulmax HM460 Susp.; 22" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 14,860# F/A; Full Locking; 46,000# R/A; 343,316 Miles; 16,288# Empty Weight; Stk. #4814 - \$44,900



**1999 KENWORTH W900**; 425 HP CAT 3406E Diesel; 18-Spd.; Engine Brake; 8-Bag Air Ride Susp.; 3.30 Ratio; 200" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 12,000# F/A; 44,000# R/A; 618,802 Miles; Very Clean Daycab w/Headache Rack, Dual Exhaust & Intakes; 17,500 lb. Chassis Weight; Stk. #4802 - CALL



**2006 PETERBILT 378**; CAT C15 475 HP; 18-Spd.; Engine Brake; Air Ride Susp.; 172" WB; 22.5 Tires; Alum. Whls.; Tandem Axle; 12,000# F/A; 40,000# R/A; 380,024 Miles; Very Clean; Low Mile Daycab; Full Locking Rears; Stk. #4553 - \$48,900



**1998 PETERBILT 379**; 460 HP Cummins N14 Select Diesel; 13-Spd. Trans.; Air Ride Susp.; 4.11 Ratio; 22.5 Tires; Alum/Steel Wheels; 208" WB; 12,000# F/A; 44,000# R/A; Clean, Good Running Daycab w/Wetline System; Stk. #4563 - \$26,900



**2004 PETERBILT 357 DAYCAB**; 430 HP CAT C18; 8LL Trans.; Hendrickson Haulmax HM460 Susp.; 22" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 14,860# F/A; Full Locking; 46,000# R/A; 343,316 Miles; 16,288# Empty Weight; Stk. #4814 - \$44,900



**QTY. (2) 1998 VOLVO ACL54**; 400 HP Detroit 12.7L Diesel; 8LL Trans.; Engine Brake; 18" Alum. Body; Hendrickson Susp.; 24.5 Tires; All Steel Wheels; Quad Axle; 18,000# F/A; 44,000# R/A; 538,310 Miles; (3) Good Running Quad Axle Dump Trucks; #4787 - 823K Miles; #4788 - 698K Miles; Stk. #4786, 4787, 4788 - \$29,900 EACH



**2001 MACK RD688S**; 350 HP Mack Diesel; 9-Spd.; 24" Body; Air Ride Susp.; 244" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 16,000# F/A; 44,000# R/A; 461,707 Miles; Very Clean Southern Trucks; Double Frame; Air Ride Cab; Good Rubber; Stk. #4783 - \$29,500



**1999 Freightliner FLD132SD** Classic XL; 500 HP Cummins N14 Red Top Diesel; 10-Spd. Trans.; Engine Brake; Air Ride Susp.; 262" WB; 72" Condo Sleeper; 22.5 Tires; Alum/Steel Wheels; Tandem Axle; 12,000# F/A; 40,000# R/A; Clean, Good Running Classic Double Bunk Sleeper, Ready To Go; Recent Engine Work; Stk. #4763 - \$17,750



**2006 FREIGHTLINER FLD120SD**; 515 HP Detroit 14L Diesel; 8LL Trans.; Engine Brake; Air Ride Susp.; 191" WB; 22.5 Tires; Alum/Steel Wheels; Tandem Axle; 14,600# F/A; 46,000# R/A; 426,233 Miles; Clean, Tandem Axle Daycab w/Full Locking Rears & Challenger Vacuum Pump; Dual Exhaust & Air Cleaners; Stk. #4801 - \$40,500



**QTY. (4) 2005 DSHKSH F2346**; 330 HP Cummins ISM Diesel; Allison Auto; Chalmers Susp.; 4.29 Ratio; 21" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 23,000# F/A; 46,000# R/A; 67,697 Miles; Clean, Low Mile 505 Cab & Chassis w/18" Frame Behind Cab; 152" CT; Full Locking Rears; Stk. #4659 4666 - \$45,900



**2006 WESTERN STAR 4900EX**; 515 HP Volvo VED120 Diesel; 18-Spd.; Engine Brake; Air Ride Susp.; 222" WB; 24.5 Tires; Alum. Wheels; Tandem Axle; 12,000# F/A; 46,000# R/A; 528,344 Miles; Very Clean Heavy Spec Truck With FULL LOCKING 46,000# Rears And Wetline; Stk. #4702 - \$49,500



**1998 MACK R868S**; 350 HP Mack E7 Diesel; 18-Spd.; Engine Brake; 20"6" Alum. Dump; Camelback Susp.; 250" WB; Tri-Axle; 20,000# F/A; 44,000# R/A; Nice Dump Truck w/Pintle Hookup; Stk. #4821 - \$33,000



**2006 PETERBILT 320**; Cummins ISM Diesel Engine; Allison Auto; Haulmax Susp.; 24.5 Tires; Alum. Wheels; Five-Axle; 36,000# F/A; 46,000# R/A; 27" Length; High Wheelers 210K - 4,500# w/48" Reach Crane; 280,676 Miles; Stk. #4794 - CALL



**2006 PETERBILT 378**; 475 HP CAT C15 Diesel; 18-Spd. Trans.; Engine Brake; 20"6" Alum. Box; Air Trac Susp.; 264" WB; 22.5 Tires; Alum. Wheels; Tri-Axle; 20,000# F/A; 46,000# R/A; 688,321 Miles; Very Clean, Double Frame Dump Truck w/Dual Intakes & Exhaust; 20,000# Air Lift Axle; Full Locking Rears; Stk. #4817 - \$54,900



**2006 VOLVO VHD42B200**; 395 HP Volvo VED120 Diesel; 16 Steel Body; 4.89 Ratio; 24.5 Tires; 292" WB; Tandem Axle; 20,000# F/A; 46,000# R/A; Good Running, Clean Dump Truck w/Electric Tarp; Stk. #4006 - \$57,500



**2000 WESTERN STAR 4964SX**; 550 HP CAT 3406E Diesel; 16-Spd.; Engine Brake; 25x36"; Air Ride Susp.; 286" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 16,000# F/A; 46,000# R/A; 437,796 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. #4753 - \$34,900



**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



**2002 VOLVO VHD46B200**; 275 HP Volvo VED Diesel; Allison Automatic Trans.; Engine Brake; Haulmax Susp.; All Steel Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 65,150 Miles; McNeilus Rear Packer; Low, Low Miles! Will Separate Packer From Chassis; Stk. #4828 - \$36,500

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# Contract Grazing Opportunities

*By: Joan Sinclair Petzen*

**I**n an area where farmland is at a premium, contract grazing offers opportunities for growing livestock efficiently and cost effectively. Whether one wants to grow dairy heifers or beef stock, rotationally managed pastures can provide most of the essential nutrients these livestock require for six to eight months each year. Contract grazing offers livestock owners the chance to move some animals off site for the pasture season and save valuable feed for other groups of animals. The contract grazer is able to utilize land for grass production without having to own equipment to make hay or tie up capital in livestock ownership.

Looking at the nutrient requirements of growing livestock and the nutrients available from a rotationally managed pasture show a strong correlation between what is needed by livestock and what is available from pasture. Rates of gain on rotationally grazed, with limited supplemental grain, dairy heifers averaged 1.7 pounds per day in studies in New York, Wisconsin and Minnesota. Kilmer and Tranel, Iowa State Extension dairy specialists, found “Raising heifers on intensively managed pastures offers an opportunity to reduce heifer raising costs 12 - 15% while at the same time raising bred heifers on pasture may give added postpartum health and milk production benefits as well.” Gains of two pounds per head per day can be achieved by medium frame beef steers with rotational grazing. Please see chart on page 17.

In this system, the contract grazer provides the land and manages the livestock while they are on pasture in return for payment for their services. A good contract that addresses price of services and payment schedules, arrival and departure dates, livestock growth expectations, a plan for providing supplemental feed if the growing season does not provide adequate growing conditions for pasture, trucking, fencing and handling systems, veterinary care, vaccinations, parasite control and breeding costs, insurance requirements, death losses, notice required to terminate contract and dispute resolution is critical.

The contract should also address co-mingling of livestock from multiple owners and provisions for winter rates if year round boarding is included.

Contract grazing offers new farmers an opportunity to get started farming with limited capital. In many areas, underutilized lands can be rented for pasture. The major capital requirement for a grazer using rented land will likely be installation of fencing, water and livestock handling systems. The grazers’ experience in managing pasture and livestock is important to the success. The grazer must be able to manage livestock gain at rates acceptable to the owner.

In addition to contract grazing, there are opportunities for livestock owners to add a satellite farm in another region when land is more readily available and hire a manager to graze cattle in season and harvest and store forage for winter feeding at that location. These enterprises will likely only need to grow hay crops or could hire a custom cropper to deliver corn silage to their storage and harvest their hay crop. An inexpensive building like a poly-covered structure would provide adequate winter shelter for the four to five months it is needed each year. Perhaps this is a chance for a farm whose growth potential is limited by access to land to grow part of their business at a new location or help a young farmer, who can provide these services, assistance with start-up of a business providing growing services.

Custom grazing affords farmers opportunities to reduce feed costs and maintain industry standard rates of gain in both growing beef and dairy cattle. Communication between the livestock owner and grazer is critically important to the success of this business arrangement. A contract should be executed to outline the key responsibilities and obligations of each party. Investment in infrastructure allows the grazer to efficiently track gains, treat or sort livestock in a pasture setting. Lastly, custom grazing offers opportunities for land limited farms to grow by moving some groups of livestock off-site to a location where land is more readily available.

## *Nutrient Requirements of Growing Cattle & Availability from Pasture Forages*

	Body Weight lbs.	Average Daily Gain lbs.	Dry Matter Intake lbs.	Crude Protein %	Crude Protein lbs.	Total Digestible Nutrients %	Total Digestible Nutrients lbs.	Calcium %	Phosphorus %
<b>Growing Cattle Nutrient Requirements<sub>1</sub></b>									
Beef Med. Frame Steer	500	2.5	13.0	12.5	1.6	74.0	9.6	0.56	0.27
Beef Med. Frame Steer	800	2.5	18.5	9.8	1.8	74.0	13.6	0.35	0.21
Beef Heifer	500	2.0	11.8	11.4	1.5	77.0	9.1	0.45	0.24
Beef Bred Heifer	800	1.9	17.5	9.3	1.6	66.1	11.6	0.35	0.21
Dairy Heifer	500	1.7	12.0	12.0	1.6	66.0	7.9	0.41	0.30
Dairy Bred Heifer	900	1.7	21.0	12.0	2.5	61.0	12.8	0.29	0.23
<b>Average Feed Nutrient Availability from Pasture Forages<sub>2</sub></b>									
Grass Pasture				15.4		60.9		0.53	0.30
Mixed Mostly Grass Pasture				18.0		63.5		0.59	0.33
Mixed Mostly Legume Pasture				23.2		64.3		0.94	0.38
Legume Pasture				25.7		67.9		1.25	0.36
<small><sub>1</sub> EB Rayburn, Nutrient Requirements for Beef Cattle, West Virginia University; AJ Heinrichs, LA Swarts, Management of Dairy Heifers, Pennsylvania State University</small>									
<small><sub>2</sub> Forage Analysis Results for Accumulated Crop Years: 5/1/2000 - 4/30/2014, Feed Composition Library, Dairy One</small>									

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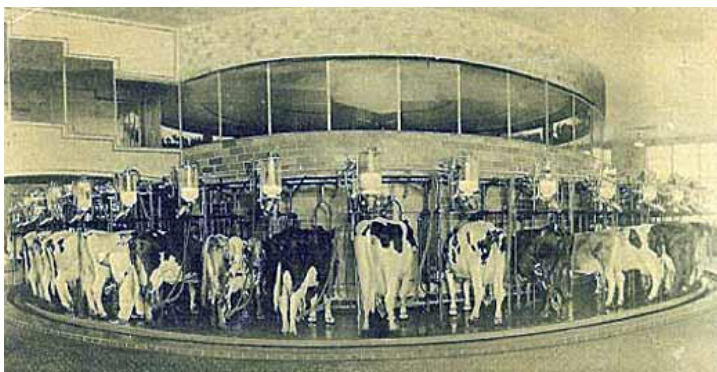


# Looking Back at the Future – Walker-Gordon Farm

By: Jerry Bertoldo

It is not too difficult to think about a 50 cow rotary parlor capable of 4 ½ turns per hour, milking 1600 cows three times a day where you can watch the operation from a glass enclosed observation room located above the cows. Many dairies have such a set up that can be visited today. On top of the list as an example might be Fair Oaks Dairy in Indiana.

It might be a surprise to know that the first such dairy to feature a rotary parlor with an eye towards attracting the public was introduced in November 1930! Walker-Gordon Farm of Plainsboro, NJ, located within three miles of Princeton University, was an established progressive dairy when purchased by the Borden Company in 1929.



*The 50 cow Rotolactor in the lactorium of Walker-Gordon Farm showing glass enclosed observation room built in 1930.*

To advance the concept of efficient and hygienically produced milk, Borden went forward with a then 15 year old concept for milking cows with machines on a rotating platform. The design and construction amounted to \$200,000, a whopping sum at the time. The system was called the Rotolactor. It was housed in a building called a “lactorium”. In addition to the exclusive use of cutting edge milking equipment technology, cows were automatically washed before milking, milkers were stationed to perform individual tasks and milk production was weighed and recorded by cow at each of the three daily milkings. Milk was never to be exposed to air throughout the process, a concept to prevent spoilage from air borne contaminants and oxygen. Since Walker-Gordon produced unpasteurized “certified milk” (today referred to as

“raw milk”) they also built a bottling plant on the premises to reduce bacterial growth. The elapsed time from cow to refrigerated retail milk was just a matter of a few hours at most.

The public response was so great after the facility’s completion that Borden built another Rotolactor as a working display at the 1939 New York World’s Fair. Crowds could watch the 150



“fair cows” being milk twice a day. The ad agency for Borden prompted by inquiries as to which one of the herd was the company’s cartoon ad cow led to the search for alive ambassador. So it was that Elsie, a Jersey from the herd, was brought to life as the icon still known today. Rated as the #1 attraction at the fair, she went on to appear at private parties, county fairs and even a movie in short order.

Walker-Gordon Farm continued as a dairy operation until 1971. Today the property is still known by the same name, but is now a 355 single family home community. At its peak, the farm had 160 employees, grew crops on 2500 acres, milked 1650 cows, housed 520 dry cows, 650 young stock and 22 bulls. The true legacy of Walker-Gordon is the focus on quality milk production. From its founding in 1891 in a day before pasteurization, the operation strove to supply disease free, wholesome milk in every step of the process. Sound like a familiar quest for the 21<sup>st</sup> century?



*1940’s aerial view of the Walker-Gordon Farm complex which included a pasteurization and bottling plant.*

Questions from page 14

1. Calcium, potassium and vitamin D.
2. 2 servings
3. 196 cows.
4. Chocolate milk
5. All 50 states
6. 7 breeds including Jersey, Brown Swiss, Guernsey, Ayrshire, Milking Shorthorn, Holstein and Red & White Holstein.
7. 6 to 8 gallons of milk per day.
8. There are nine key nutrients in milk, including calcium, potassium, phosphorus, protein, vitamin A, vitamin D, vitamin B12, riboflavin and niacin.
9. 10 hours a day.
10. Casein.
11. None.
12. 100 lbs./day - hay, grains, silage, protein supplements, vitamins & minerals.
13. 48 hours.



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## **JUNE 2015**

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- 4 & ***Small Grains Management Field Day***, 9:30 - Noon, Musgrave Research Farm, 1256 Poplar Ridge Rd., Aurora, NY. DEC CCA credits available. For more information contact: Jenn Thomas-Murphy at [jnt3@cornell.edu](mailto:jnt3@cornell.edu) or 607-255-2177
- 9 ***Preparing Cattle for Market to Optimize Value***, 6:00 p.m. till dusk, Ellis Farm, 9423 West Centerville Rd., Houghton. Cost: \$10/person. For more information or to RSVP contact: Lynn Bliven at 585-268-7644 x18 or [lao3@cornell.edu](mailto:lao3@cornell.edu)
- 26 ***Pasture Walk***, 11:00 - 2:00 p.m., John & Sue Mikel, 6321 E. Bethany - LeRoy Rd., Stafford. Cost: \$10/person or \$20/farm or family. **RSVP by: June 19** to Cathy Wallace: 585-343-3040 x138 or [cfw6@cornell.edu](mailto:cfw6@cornell.edu). Lunch sponsored by Select Sires.

## **JULY 2015**

- 7-11 ***Yates County Fair***, [www.yatescountyfair.org](http://www.yatescountyfair.org)
- 15 ***NY Weed Science Field Day - Field Crop Weed Control***, 12:00 p.m. - 5:00 p.m., Musgrave Research Farm, 1256 Poplar Ridge Road, Aurora, NY.
- 15-18 ***Seneca County Fair***, [www.senecacountyfairny.com](http://www.senecacountyfairny.com)
- 21-25 ***Genesee County Fair***, [www.gcfair.com](http://www.gcfair.com)
- 21-25 ***Hemlock Fair***, [www.hemlockfair.org](http://www.hemlockfair.org)
- 21-25 ***Ontario County Fair***, [www.ontariocountyfair.org](http://www.ontariocountyfair.org)
- 27-31 ***Orleans County Fair***, [www.orleans4-hfair.com](http://www.orleans4-hfair.com)

## **AUGUST 2015**

- 1 ***Orleans County Fair***, [www.orleans4-hfair.com](http://www.orleans4-hfair.com)
- 5-9 ***Niagara County Fair***, [www.cceniagaracounty.org](http://www.cceniagaracounty.org)
- 6-9 ***Monroe County Fair***, [www.mcfair.com](http://www.mcfair.com)
- 10-15 ***Wayne County Fair***, [www.waynecountyfair.org](http://www.waynecountyfair.org)
- 15-22 ***Wyoming County Fair***, [www.wyomingcountyfair.org](http://www.wyomingcountyfair.org)

***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.