



Ag Focus



Follow Best Practices to Prevent the Bird Flu Or, Don't Kiss Your Frickin' Chickens!

By: Nancy Glazier

Maybe you've noticed the price of eggs in the grocery store, or heard about it from a friend. A deadly strain of bird flu, Highly Pathogenic Avian Influenza (HPAI), has been identified in twenty-one states throughout the country. This strain can infect chickens, turkeys, ducks and a wide variety of birds. It can spread from bird to bird by direct contact as well as through farm equipment, clothing and shoes.

The clinical signs of birds affected with all forms of AI may show one or more of the following: sudden death without clinical signs; lack of energy and appetite; decreased egg production; soft-shelled or misshapen eggs; swelling of the head, eyelids, comb, wattles, and hocks; purple discoloration of the wattles, combs, and legs; nasal discharge; coughing, sneezing; lack of coordination; and diarrhea. The Highly Pathogenic strain can spread and kill an entire flock within days, backyard flocks included.

Fortunately, Highly Pathogenic Avian Influenza (HPAI) has not yet been



found in any birds in New York State and simple precautions can help keep it that way. This virus is not known to be a public health concern.

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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

If you are visiting a poultry farm, follow these procedures:

- Do not enter any farm without permission from the owner.
- Whenever possible, make an appointment prior to traveling to the farm.
- Wear clean clothes and shoes on the day of the visit.
- When you arrive, park your vehicle at the end of the farm drive or on the roadside and use your cell phone to notify the owner of your presence and to receive instructions for entry.
- Let the farm owner know if in the previous five days you have been on another poultry farm or if you've had contact with wild birds. Also let them know if you personally own or care for birds or poultry.
- Observe all of the farm's instructions regarding biosecurity procedures.
- Do not enter animal housing areas without express permission from farm owner.
- Do not touch animals unless that is part of your tasks on the farm.
- Immediately report anything unusual to farm owner, especially sick or dead birds.

New York and many other states have enacted emergency regulations that restrict interstate transport of poultry and add new, more stringent requirements for entry. If you are planning to move poultry across state lines, be sure to check with the

state veterinarian's office in the receiving state to be sure you're meeting all the rules. New York now requires that incoming poultry must have a health certificate and must:

- Come from a source flock in which 30 birds were tested for avian influenza within ten days prior to entry into New York State; or
- Come from a source flock that has been certified by the state of origin as an Avian Influenza Monitored Flock; or
- Come from a source flock certified as clean of HPAI under the National Poultry Improvement Plan (NPIP).

If you have death loss in your home flock, call NYS Department of Agriculture and Markets at 518-457-3502. This number is available 24 hours a day. More information can be found on the website, http://www.agriculture.ny.gov/AI/bird_flu.html or by calling the above number. Your attention to these precautions is critical to protecting bird health and our farm economy!



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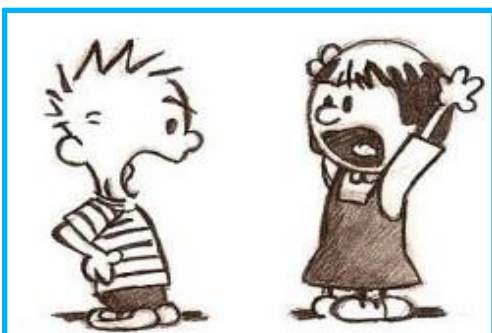
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How to Handle Difficult Consumer Questions

By: Libby Eiholzer

Did you get the chance to share your agricultural story during June Dairy Month? If not, don't



Don't let a conversation get out of control!
Source: www.careergirlnetwork.com

worry, it's not too late. If you haven't done so already, start by putting together your core story to share with people who

have questions about how their food is produced (read *Share Your Agricultural Story* from the June issue of *Ag Focus*). Probably what makes this whole prospect of speaking with people about agriculture scary is the fear that they will disagree or argue with us. And that's not an unfounded fear; we have seen enough undercover videos and general negative press about the dairy industry and animal agriculture to know that not everyone thinks the same way as we do.

Today I'm going to share some tips to help you prepare for the possibility of communicating with someone who has negative views of dairy farming.

- **LISTEN!** When you hear someone expressing negative views about your livelihood, it's easy to get defensive quickly. But you need to fight that urge. If you want the speaker to truly listen to you and give you a fair chance when you speak, you need to start by paying them the same courtesy.
- **QUESTION.** Show the speaker that you want to understand where they are coming from and why they have the opinions that they do. This will also help you gain knowledge to prepare your response.
- **FIND COMMON GROUND.** Easier said than done, I know! But it might be something as simple as the fact that you both care about

animals. From there you can explain *how* your day-to-day tasks on the farm contribute to your goal of providing good care to your animals.

- **BRING UP A SUBJECT OF CONCERN.** If you are the one to bring up a specific topic, you can control the tone of the conversation and gain trust by showing transparency.

Is the conversation getting a little out of your control? Here are four tricks that you can use to help get your idea across in a positive way.

- **Bridging** can help you if you're asked a question about something that you don't feel comfortable talking about. This means finding a way to speak about something that you *are* comfortable with. Don't want to talk about greenhouse gas emissions? Find something related to highlight, such as recycling manure. *"I don't know about that, but something I do know is..."*
- **Flagging** is a great way to end a conversation on a positive note. Recap a few of the most important points that you've touched on or try to summarize your main point in one sentence. *"What it really narrows down to is..."*
- **Hooking** is a way of offering up interesting information to your listener. Tell them something exciting or interesting about animal care, milk safety or land conservation. *"Did you know that milk never touches human hands? Here are some things we do to ensure milk quality..."*
- **Frontloading** means getting an important point across before going directly to the question you are being asked. You can do this by sharing background information on the subject to help the listener better understand your main point. *"Before I answer that, let me explain..."*

What if you're not getting anywhere? Well, just accept the fact that sometimes you have to agree to disagree!

Adapted from Dairy Management Inc.'s "Telling Your Story" workshop, attended by the author during Phase 1 of the Young Dairy Leadership Institute Class 9.

Upcoming Webinars:

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Winter Wheat Harvest, Protection, & Storage

By: Mike Stanyard

2015 at a Glance

Overall, the winter wheat across NWNy looks to be in great shape. Despite lower wheat prices, growers who have been following high management yield practices continued to do so in 2015. I am impressed as more growers and agri-businesses are switching to stream bars for applying their nitrogen. I saw a couple of brown torched fields but not many! Powdery mildew was present in specific varieties but the drier warmer weather kept infections during the early growth stages down to a minimum. Cereal leaf beetle populations were very low this year. I am not sure if was due to natural population cycles or poor overwintering survival. Common armyworms have been a no-show as of mid-June. Yeah!!! Most of our wheat pollinated in late May and the weather was mainly dry and favorable. I saw quite a few sprayers in the field at flowering which means fungicides such as Caramba and Prosaro were being applied mainly for Fusarium Head Scab (FHS). The Fusarium Risk Assessment Tool (<http://www.wheatcab.psu.edu/>) predicted a low risk of FHS infection for WNY through most of this critical flowering stage. This should result in lower levels of vomitoxin in the grain at harvest. These applications also protected the flag leaf from leaf diseases like powdery mildew, rust and fungal leaf blights. The only task left is to get the wheat harvested and in the bin!

Harvest Preparation



Look for bleached heads as a sign of early Fusarium head scab infection

20% and dry it down to 13%. Producers who don't

Know your grain moisture and have the combine prepared to go when it's time to pull the trigger. Weather and field conditions do not always cooperate during harvest. Many producers will start harvesting at

have dryers and rely on field drying, run the greater risk of reduced grain quality. The first harvested wheat will have the best quality. If you had later planted wheat that flowered in the second week of June, vomitoxin from FHS could be a concern. Look for pink coloration and shrunken kernels in the heads. If these conditions are present, set the combine fans to high to try and blow these light kernels back onto the field.

Grain Bin Preparation

Storage facilities should be inspected thoroughly prior to grain fill. Look for openings, leaky vents, fallen supports, and signs of rodents. Bird nests are always a treat to find in the auger or vents. Stored grain insects survive in old grain so a thorough cleaning is the first line of defense. Clean up all remaining grain on the floor of the bin. Take a long-handled broom and remove any grain stuck to the walls, around the door, supports, ladder rungs and in the fan opening. If there are a lot of fines remaining on the floor, clean up with a shop vacuum. It is amazing how many insect eggs and larvae are in a small amount of material. The same is true for grain handling equipment such as augers and drying bins.

After the bin is cleaned out, an insecticide application will help keep the grain mass clean. This can be more helpful the longer you keep the grain in storage. We are very limited when it comes to empty bin insecticide treatments.



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TEMPO® SC ULTRA and STORCIDE™ II (see label for application restrictions) are both labeled. Diatomaceous earth (Dryacide) is a non-insecticidal silica sand that can be applied as a dust in the bin and below the floor.

Spray the floor and walls inside the bin to the point of runoff. Spray some through the fan under the false floor of drying bins. Spray around the outside base of the bin and eliminate any weeds and old grain debris within 30 feet of the bin. Insects and rodents can survive on weed seeds too!



Bill Cox at the annual small grains management field day.

Wheat Yield Prediction

The New York forecast of 115 thousand acres of winter wheat is up 20 thousand acres more than last year. The June 1 winter wheat yield is forecast at 60 bushels per acre which is down 4 bushels from May 1 and 3 bushels less than last year. Production would total 6.9 million bushels which is up 15 percent (NASS USDA Northeast Crop Production Forecast).

At the Cornell Small Grains Field Day in Aurora on June 4, Bill Cox reviewed the past 30 years of weath-

er data to make a yield prediction for NY this year. In years when we have below average rainfall in the early spring, state yield averages are higher. Bill's prediction... 67 bushel state average. Bill felt that the average yield in WNY will be above 70. I hope to hear many stories of fields above 100 bushels!



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Summer Heat Abatement

By: Timothy X. Terry

Dairy Strategic Planning Specialist

As I begin writing this in early April I am looking out my office window as yet another coating of the white stuff is falling and at such a rate that I can barely see beyond the parking lot. Will it ever end!? So it seems kind of strange to be talking about heat abatement strategies when for the last six months we've seen crippling snowstorms (a Snow-venber to remember), weeks of immobilizing, single-digit (or less) temperatures, and keeping the barn thawed and driveway plowed was the order of the day – all day.

However, the sun will climb higher in the sky, the temperatures will rise, the snow will melt, and our flocks and herds will be experiencing some heat stress. The symptoms of heat stress usually show up as increased respiratory rate, body temperature, reduced feed intake, as well as reduced productive and reproductive performance. Moreover, the effects of the excessive heat usually come back to haunt us as an increased incidence of lameness about two months after the fact due to extended standing times and rumen acidosis from slug feeding.

Praemonitus praemunitus

Which is Latin for “Forewarned is forearmed.” We know it’s going to get hot (unless it’s the summer of 1816 all over again). We know that dairy cows are going to be crowded into holding areas or close-quartered stall barns at milking time. We know a lactating dairy cow will produce upwards of 4,500 BTU’s/ hour, so now is the time to begin planning and implementing a strategy to combat heat stress.

1. Maintain What’s Existing – Turn off the proper circuits at the breaker box, then go over every fan blade, motor, and thermostat. Built - up dirt and dust should be removed from the blades and motors with a stiff bristle brush. This will improve efficiency and prolong motor life. On the name plate on the motor under the heading “Enclosure” you will likely see “TEFC.” This stands for “Totally Enclosed, Fan Cooled,” and means that the motor enclosure (housing) is sealed against the elements and is cooled by the air passing over

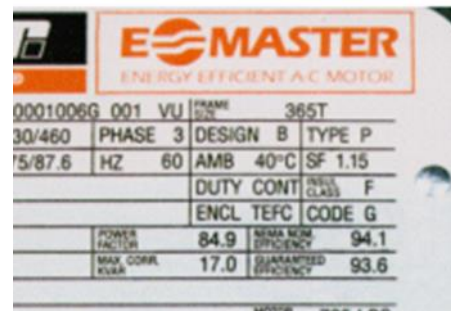
(vs. through) the motor. If the motor is encrusted with dust, dirt, cattle hair, etc. it

can’t be cooled by the air passing over it and may lead to premature failure of the bearings, bushings, and /or brushes. Motor and fan mounts should be tightened at this time, too.

Check each drive belt for the proper tension and replace any that are worn or show signs of flat spots or fraying. Look over each pulley and drive shaft -- tighten all set screws, lubricate all bearings, if applicable. If there is an idler pulley involved, make sure it is adjusted and functioning properly.

Thermostats, especially the sensor coils, need to be clean. Like the motor, if it, too, is encrusted it won’t be as responsive to temperature changes resulting in excessive heat build-up in the facility before the fans engage. An old toothbrush is great for this. It can get into tight places and loosen any build-up. You may wish to remove the cover and blow out any cobwebs inside. The cans of compressed air you buy for electronics work well here.

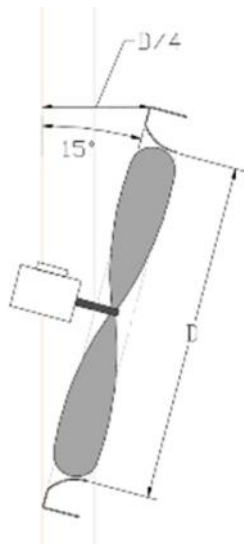
2. Clean the Inlets – You can’t ventilate a Coke bottle. In order for there to be an exchange of air there must be a way for fresh air to get in and stale air to get out. If one or the other is missing or compromised the exchange won’t happen. Freestalls usually have large curtain sidewalls, open ends, and an open ridge so ventilation can happen naturally – warm air rises; cooler, fresher air replaces it. In tunnel ventilated systems, or stall barns using exhaust fans, the inlets need to be clean and properly sized. I was in an 80-cow tiestall in central NY many years ago in response to a call of a “foggy barn.” When I tried to enter the main barn from the milkhouse it was all I could do to open the door. Once inside I noticed four large Vent-O-Matic® fans running full bore



on the opposite wall. Further investigation found all windows closed and what few inlets I could find were undersized and plugged with chaff. Opening the windows and cutting some strategically placed inlets solved the problem.

Similarly, with tube ventilation make sure the fans are up to snuff (see Item #1) and that the tubes are in good shape. If the tube is torn or pinched the fresh air coming out of the holes will not achieve the designed velocity and the air will not properly mix or exhaust.

3. Placement – Ideally, exhaust fans should be placed on the leeward side (away from prevailing wind) of the building – work with nature instead of against it. Circulation fans should be placed over feed alleys and stall sections every 20'-24' and at a height that it won't be hit by cattle or equipment – usually about 8' to the bottom of the fan. This may not be possible in stall barns so fans should be enclosed by a grille. These fans should be tilted down about 15° from the vertical. You won't need a protractor for this. Just take the diameter of the fan and divide it by 4. This is the distance the top of the fan should be tilted out from vertical. (See Fig. 1)



In the holding area maintain the same spacing and height as the circulation fans, but tilt the fans down 30° instead of just 15°. Because of the close quarters, however, you will need to provide a minimum of 1,000 cfm of fan capacity per cow (roughly equal to one 36" fan for every 10 cows).

4. Just Add Water - If you already have sprinklers or misters the nozzles may require service as well. The hard water frequently found in NYS will leave hard mineral deposits on the nozzles that may eventually plug it or at least prevent it from properly atomizing the water droplets. Just

like on the crop sprayer, remove the nozzles and open the supply valve to flush the system. (Just don't get feed or stall beds wet). A dilute acid solution will help remove deposits from the nozzles. Since the nozzles are more than likely to be made of brass a full strength acid bath may cause pitting and / or change the size and shape of the orifice. You may use standard dairy acid diluted to 25% or less (3 parts water: 1 part acid). White vinegar straight from the bottle is usually mild enough, but always use gloves and protective eyewear when handling any of these compounds. A bronze or stainless steel detail brush from the local auto parts store can help remove even the most stubborn deposits. Rinse well and re-install. Don't forget to check the timer, pressure regulator, and line filter (if applicable).

In the holding area the soaker nozzles should be providing 1 gal. per 150 ft² per 1 minute cycle – equal to a 25 gal./hour rating. A typical on:off cycle is 1:5 or 2:10. However, this can be varied as the temperature rises and falls.

75 - 82° F once every 15 minutes (1:15)
83 - 87° F once every 10 minutes (1:10)
>87° F once every 5 minutes (1:5)

5. Water, Water Everywhere – And while we're on the subject make sure water is available EVERYWHERE – in the barn, out in the pasture, and near the return alley, if possible. If you're using a water jacket or plate pre-cooler direct the out-flowing water to a tank or trough near the parlor exit (careful not to compromise cow flow). Cows exiting the parlor may have been away from water for 30-60 minutes and they will really tank up on the stuff that has had the chill taken off of it. Moreover, this slightly warmer water doesn't seem to have quite the chilling effect on the rumen bugs as water straight out of the plumbing system. Lastly, if the tanks in the barn or out on pasture look more like a failed science experiment than the elixir of life it's probably time to dump / drain them and scrub them out with a little detergent and plenty of elbow grease.

New Veterinary Feed Directive (VFD) Brings Significant Change

By: Jerry Bertoldo

The following article appeared in the June 2, 2015 "Bovine Veterinarian Online" by John Maday. This FDA regulation aimed at "medically important antimicrobials" used in feed and water will impact the beef, swine and poultry world much more than dairy. Calf and heifer management will feel the greatest change. As examples, medicated milk replacers, antibiotic/sulfa containing scour medications added to milk or replacer, AS-700® and Aureomycin® Crumbles will all require a VFD sign off by a veterinarian. No extra label use is permitted. Ionophores such as Rumensin®, Bovatech® and Deccox® and the coccidiostat amprolium (Corid®) are not affected. As an aside, the status of currently available, injectable, over-the-counter (OTC) antibiotics (e.g., oxytetracycline, penicillin G and tylosin) will remain the same according to existing and pending actions.

Over the next year, many livestock producers will need to become more familiar with their veterinarians. Or, if they don't have a veterinarian, find one. This week the FDA's Center for Veterinary Medicine (CVM) announced its highly anticipated [Veterinary Feed Directive \(VFD\) rule](#), which places considerable emphasis on the Veterinarian-Client-Patient Relationship (VCPR).

The VFD rule will end over-the-counter (OTC) sales of medically important antimicrobial drugs intended for use in feed or water, placing their use under the supervision of a veterinarian within the context of a valid VCPR.

The FDA previously issued the proposed VFD rule in 2013, and at the same time published Guidance for Industry 213, which calls on drug manufacturers to voluntarily stop labeling medically important antimicrobials for performance use such as growth promotion. All of the affected makers of these drugs have committed in writing to comply with the guidance. The VFD rule and Guidance 213 serve as the cornerstones of FDA's strategy to promote the judicious use of antimicrobials in food-producing animals.



Simply put, Guidance 213 puts an end to performance-enhancement uses of most feed-grade antimicrobials. Some of the same products, however, are labeled for prevention or control of disease, and the VFD rule places those applications under the control of a licensed veterinarian.

For this purpose, the VCPR does not mean the veterinarian simply is acquainted with the client and the client's animals. The rule specifies that a veterinarian issuing a VFD "operate in compliance with appropriate State - defined veterinarian-client-patient relationship (VCPR) requirements or federally defined VCPR requirements where no applicable and appropriate State VCPR requirements exist." At the basic level, a valid VCPR means the veterinarian must:

1. Engage with the client to assume responsibility for making clinical judgments about patient health.
2. Have sufficient knowledge of the patient by virtue of patient examination and/or visits to the facility where patient is managed.
3. Provide for any necessary follow-up evaluation or care.

The final rule specifies that copies of the VFD and records of the receipt and distribution of VFD feed must be kept for a period of *two years*. This was a change from the proposed rule, which would have required records to be kept for one year. Veterinarians will issue three copies of the VFD: One for their own records, one for their client, and one to the client's VFD feed distributor. The VFD includes information about the number and species of animals to receive feed containing one or more of the VFD drugs. FDA anticipates that about half of the food-animal industry will use electronic VFD generation and recordkeeping over the next three years.

The rule becomes effective 120 days after it is published in the Federal Register, or October 1, 2015. FDA intends to use a phased enforcement strategy for implementation of the final rule as OTC drugs become VFD drugs. First, the agency plans to provide education and training for stakeholders such as veterinarians, producers, feed mills and other distributors. Over time, the FDA plans to engage in risk-based general surveillance, inspections and enforcement, and the rule spells out specific regulations for drug companies, veterinarians, distributors such as feed mills, and producers.

Labels for VFD drugs will include a cautionary statement saying "Federal law restricts medicated feed containing this veterinary feed directive (VFD) drug to use by or on the order of a licensed veterinarian." The veterinarian cannot provide clients with VFD drugs without filing the VFD documents. Producers can feed the VFD drugs to animals only after receiving a lawful VFD issued by a licensed veterinarian. The client is obligated to use the VFD feed as indicated on the VFD and as specified on the product's label. Also, the VFD feed cannot be fed to the animals after the expiration date of the VFD.

NYCAMH to Host Manure Pit Safety Demonstrations at Empire Farm Days

August 11-13, 2015



NYCAMH is excited to announce that we will be having a Manure Pit Safety Demonstration at

our Health and Safety Tent located at the corner of East Pencil Pusher and Sunrise Blvd. The demonstration unit is provided by the National Education Center for Agricultural Safety (NECAS), located in Peosta, Iowa. NECAS travels all over the entire country with this unit to teach farmers and emergency personnel about manure pit safety and rescue techniques. There will be demonstrations with the unit each day during the show. On Tuesday and Wednesday evenings, after the show closes, there will be additional training for firefighters and rescue personnel on conducting manure pit rescues.

For more information, contact:

Jim Carrabba at (800) 343-7527 ext. 2216.



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Marketing Decisions – What Happens If She Can't Get Up?

By: Nancy Glazier

Jerry, Libby and I recently attended the annual Mid-Atlantic Regional Dairy Extension In-service training in Wilkes-Barre, PA. This year's focus was Beef-Not from Steers. There was lots of useful information including dairy beef quality assurance. Darin Matlick, DVM, West Virginia Extension Service Veterinarian, presented on the subject of what to do if she can't get up. He is the interim state coordinator for the WV Beef Quality Assurance program.

There comes a point in every animal's life when decisions need to be made. The goal is to prevent a cow from going down with proper nutrition and healthcare, good walking surfaces, and comfortable bedding. Some of the primary causes why she may not get up are: milk fever/metabolic issues; calving paralysis; mastitis; metritis; musculoskeletal; injury/fall/lameness. Secondary causes could be lying in one position for as little as 6-12 hours; may cause permanent pressure damage to nerve and muscle; getting caught where she doesn't belong.

If she is down where she may become further injured, she may need to be moved; how that occurs depends on where she is. The bucket of a loader or tractor is one way to move her to another area. Another option is the new sling/sled that is available from Double D Family Mat Shop, Inc, in Park, KS, found here: <http://www.ddfamilymats.net/products/>. An animal can be rolled or moved onto the rubber mat that can be used as a sled or sling. Movement should not cause more harm than good. Dr. Matlick mentioned the "60 Minutes" test. How would you act or what would you do if you were being filmed by a news show? This should be considered with all farm activities.

For proper care of a downed cow, she needs proper housing. Things to consider are non-slip surfaces (indoor or out), shade or shelter. She must always have access to feed and water. Once she is in a safer location, what's the likelihood of recovery? Will diagnosis and treatment be prompt? Are standard operating procedures (SOPs) in place? Recumbent cows should be propped into the sternal position. She



Move a downed cow by rolling the animal onto the rubber sling, and either pull the sling out of the sale area as a sled or lift it up as a sling using a skid-steer loader.

should be rolled side to side every 2-3 hours, with her ability to stand assessed frequently - every 1-2 hours for newly treated and daily for recovered animals.

Veterinary care may be critical for recovery. This may include timely medications and fluids. Follow protocols or plans, don't discontinue treatments because she was "looking better." Make her recovery a priority. Any drugs administered need to be recorded with date, dose and withdrawal time. Route of administration of drugs needs to be done properly to be effective.

She could possibly be a candidate for euthanasia if she is in severe pain, has a poor prognosis, fractures, lateral recumbency, or is down for an extended period with no progress. Humane euthanasia is often the only way to end the animal's suffering. Cattle not sound enough to be marketed should be euthanized. It is "better to be a week too early than a day late." Work with your veterinarian to establish standard operating procedures to make these decisions. These SOPs should be available and familiar to employees that routinely work with the cattle. A flow chart could be developed and posted to assist owners and employees with the decisions. With a little extra care, these situations may be minimized, but not eliminated. It is important to know what to do when they arise.

Dusting off the Crystal Ball

By Joan Sinclair Petzen

Risk management in agriculture needs to be an ongoing part of management of farm businesses. Each business has vulnerabilities. As producers it is important to know your financial position in order to evaluate the impacts changes in market conditions will have on your bottom line.

Let's face it, nowadays in the field, crop and dairy businesses in Western New York are affected by the weather in Argentina, the quality of pasture in New Zealand and disease or insect infestations in Brazil. Global events and inventories are big drivers of commodity prices locally.

Budgets are a critical tool in these times. They allow a business to plan for the coming months and then look back and evaluate performance. Knowing when to tighten your financial belt and when you can relax a bit certainly helps a business to negotiate turbulent financial times. A larger producer once told me "If I had managed my business as closely in the good times as I do in the tough times I would be a rich man." What did he mean with that statement? From my perspective, I think he was indicating that during the good times he sometimes made decisions based more on emotion than on objective data.

2015 is another one of those years that requires managers to "watch every penny." I don't have to tell you that margins are thinner for both crop operations and dairies than they were last year. However, livestock producers are enjoying a pretty comfortable year with input prices relatively low and prices for cattle, hogs and poultry relatively high.

Let's talk about poultry for a minute as it relates to risk management. The Avian Flu outbreak has devastated some businesses in the mid-west. That has caused New York poultry operations to tighten up their bio-security measures to protect their businesses. Our Department of Agriculture and Markets is monitoring the situation and gearing up in case the disease makes its way to the Empire State.

In the last couple of years, hog producers were threatened by Porcine Epidemic Diarrhea virus



(PEDv). We have witnessed the rapid response of markets to these outbreaks and the devastation they have caused to individual businesses.

Cattle producers, are your businesses immune to these problems? What measures do you have in place to protect your herds should something similar happen? Will you be practicing adequate bio-security to prevent an outbreak from devastating your business?

For those in the crop business, can you predict when army worms will strike or protect your seedlings from slugs? What about diseases like Fusarium Head Blight in wheat? Science has provided us with tools to monitor our crops and predict when insects or disease are likely to be a problem. This allows us to scout and use crop protection measures to protect yields and the financial outcome of cropping enterprises each season.

So, with your crystal ball you can't always see what's coming down the road. However, you can put practices in place to minimize the impact and be on the lookout for early indications of problems that threaten your business. Risk management is about thinking about potential problems and opportunities and preparing to protect your crop, livestock or business to prevent the adverse outcomes from conditions that may arise. Use that crystal ball to anticipate both positive and negative outcomes and be ready to put protection measures in place or jump on that next opportunity.

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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



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Wetline**

1994 MACK CL713, 400 HP Mack E7 Diesel, 18-Spd., Engine Brake, Spring Susp., 206" WB, 24.5 Tires, Spoke Wheels; Tandem Axle, 16,000# F/A; 46,000# R/A, 519,790 Miles; Heavy Spec Daycab w/2-Line Wetline & Double Frame; Stk. #4812 - \$15,900



**44K
Rears**

2005 Peterbilt 379, 435 HP CAT C15 Diesel, 13-Spd., Engine Brake, Air Trac Susp., 4.11 Ratio, 240" WB, 24.5 Tires, Alum. Wheels, Tandem Axle, 20,000# F/A, 44,000# R/A, 561,838 Miles; Very Clean, Good Running Daycab. Ready To Go Stk. #4791 - \$54,900



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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



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**44,000#
Rears**

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460 HP

2004 PETERBILT 357 DAYCAB, 430 HP CAT C13, 8LL Trans.; Hendrickson Haulmax HMX460 Susp.; 221" WB, 22.5 Tires; All Steel Wheels, Tandem Axle; 14,060# F/A, Full Locking 46,000# R/A, 343,316 Miles, 18,286# Empty Weight; Stk. #4814 - \$44,900



**44K Rears
93,000 Miles**

2005 KENWORTH T800, 410 HP CAT C13 Diesel, 10-Spd.; Engine Brake; Neway Susp.; 5.29 Ratio, 200" WB, 36" Flat Top Sleeper, 22.5 Tires; All Steel Wheels, Tandem Axle; 12,000# F/A, 44,000# R/A, 93,255 Miles; Very Clean Truck w/2-Line Wetline & Good Rubber; 17,540 lb. Chassis Weight; Stk. #4839 - \$35,250



**Planetary
93,500 lbs.
Rears**

2000 WESTERN STAR 5900XD, 500 HP CAT 3406 Diesel, 18-Spd.; Engine Brake; Walking Beam Susp.; 262" WB; 14.00x24 Tires; Tandem Axle; 20,000# F/A; 93,500# Planetary Rears; 483,385 Miles; Heavy Spec Cab & Chassis; Double Frame; Stk. #4813 - \$45,900



**46K Lockers
475 HP CAT**

2005 KENWORTH T800, 475 HP CAT C15 Diesel, 18-Spd.; Engine Brake; 8-Bag Air Ride Susp.; 4.30 Ratio; 230" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 13,200# F/A; 46,000# Full Locking Rears; 271,575 Miles; Clean, Low Mile Daycab w/Wetline, Dual Exhaust & Air Cleaners; Stk. #4805 - \$52,900



**46K
Rears**

2006 FREIGHTLINER FL112, 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; 426,238 Miles; Clean, Tandem Axle Daycab w/Full Locking Rears & Challenger Vacuum Pump; Dual Exhaust & Air Cleaners; Stk. #4801 - \$40,500



515 HP

2005 PETERBILT 379, 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; 686,321 Miles; Very Clean, Double Frame Dump Truck w/Dual Intakes & Exhaust; 20,000# Air Lift Axle; Full Locking Rears; Stk. #4817 - \$64,900



**41 ft. Lift
Bucket Truck**

2005 FREIGHTLINER FL112, 210 HP CAT C7 Diesel, Automatic; Very Clean Bucket/Service Truck w/41' Lift-Air Bucket, Spring Susp.; 150" WB; 22.5 Tires; All Steel Wheels, Single Axle; 10,000# F/A; 17,500# R/A; 170,066 Miles; Reading 15' Utility Body; Auxiliary Hydraulics; Pintle Hitch; Locking Rear Axle; Rubber 95%; Stk. #4807 - \$32,900



**20.5 ft.
Alum. Box**

1998 MACK R86BBS, 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



48 ft. Crane

2006 PETERBILT 320; Cummins ISM Diesel Engine; Automatic Trans.; Haulmax Susp.; 24.5 Tires; Alum. Wheels; Five-Axle; 36,000# F/A; 46,000# R/A; 27' Length; Hiab Wireless 210k 4,500#(48" Reach Crane; 280,076 Miles; Stk. #4794 - CALL



475 HP

2005 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; 686,321 Miles; Very Clean, Double Frame Dump Truck w/Dual Intakes & Exhaust; 20,000# Air Lift Axle; Full Locking Rears; Stk. #4817 - \$64,900



**200,000
Miles**

2006 VOLVO VHD42B200, 395 HP Volvo VED12D Diesel, 200,337 Miles, 8LL Trans.; Engine Brake; TuffTrac Susp.; 16' Steel Body, 4.89 Ratio, 24.5 Tires; 232" WB, Tandem Axle; 20,000# F/A; 46,000# R/A; Good Running, Clean Dump Truck w/Electric Tarp; Stk. #4006 - \$57,900



**16 Ft.
Steel**

1993 FORD L9000, 455 HP CAT 3406 Diesel, 8LL Trans.; Engine Brake; 19' Alum. Box; Rubber Block Susp.; 4.56 Ratio; 224" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; Tri-Axle; Box Has Lines & Coal Hute; 20,000# F/A, 20,000# L/R; 46,000# Rears; Stk. #4524 - \$25,900



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Mixer**

1998 MACK DM59DS, 275 HP Mack EM7 Diesel, 8-Spd., 200" WB; Good 22.5 Tires; Spoke Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 177,347 Miles; Very Clean London 9 Cubic Yard Mixer; Stk. #4838 - \$21,900



**20 ft.
Alum. Clean Pete.**

2004 KENWORTH T800, 330 HP Cummins ISM Diesel, 8LL Trans.; Engine Brake; Hendrickson Susp.; 17' Bodwin Steel Body; 4.88 Ratio, 270" WB; 22.5 Tires; Alum./Steel Wheels; Tri-Axle; 18,000# F/A; 46,000# R/A; 358,479 Miles; Good Running, Very Clean Dump Truck w/Double Frame; Tarp 75% Rubber; 20' Frame Behind Cab; 190" LT Stk. #4855 - \$45,900

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Performance of Western NY Region Dairy Farm Businesses in 2014

Preliminary Results for a Group of the Region's Most Profitable Businesses

By: John Hanchar and Joan Petzen

Introduction

On April 13, 2015, at the Western New York (WNY) Region's Annual Meeting for Dairy Farm Business Summary (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 13 WNY dairy farms cooperating in 2013 and 2014 that achieved the highest rate of return on all capital without appreciation, a measure of profitability. We report averages for the region as a whole for comparison. Please see the article in last month's issue of Ag Focus for an article based upon all WNY Region cooperators.

Size of Business

- The average number of cows per farm rose from 1,283 in 2013 to 1,334 in 2014, an increase of 4 percent. Compare these values to 856, 893 and 4.3 percent, respectively, for the region as a whole.
- Worker equivalents per farm rose 6.2 percent to 27.7 in 2014. The percent change was similar to the change for the region as whole.
- Total tillable acres increased from 2,172 to 2,247 acres.

Rates of Production

- Milk sold per cow averaged 26,816 pounds in 2013 compared to 26,558 in 2014. The region as whole averaged 25,812 and 25,485 for the two years. While greater than the average for the region as whole, the average for the most profitable group was less than the average of 28,376 for the region's top quintile of farms when ordered from



highest to lowest pounds of milk sold per cow.

- Hay dry matter per acre fell 7.5 percent to 3.7 tons, while corn silage per acre rose from 18.8 to 20.2 tons.

Income Generation

- Gross milk sales per cow increased from \$5,868 in 2013 to \$6,800 in 2014, an increase of 15.9 percent. Compare these values to values for the region as a whole, \$5,610, \$6,477, and 15.5 percent, respectively.
- Gross milk sales per hundredweight (cwt.) rose from \$21.88 to \$25.60, while the average for the region as a whole rose from \$21.73 to 25.42.

Cost Control

- Dairy feed and crop expense per cwt. of milk fell from \$8.64 in 2013 to \$8.59 in 2014, a decrease of 0.6 percent. In contrast, for the WNY region, dairy feed and crop expense per cwt. of milk rose from \$8.70 in 2013 to \$8.88 in 2014.
- In 2014, operating cost of producing a cwt. of milk was \$16.09, an increase of 2 percent relative to 2013. Compare these values to values for the region as a whole, \$17.18, and 5.6 percent, respectively.
- The group of most profitable businesses achieved costs of production per cow and per cwt. that were less than averages for the region as a whole (Table 1).



**Dairy Farm Business
Summary and Analysis (DFBS)***

Cost of Producing Milk Per Hundredweight	WNY Region Dairy Farms		13 Most Profitable WNY Region Dairy Farms	
	Per Cow	Per Cwt.	Per Cow	Per Cwt.
	--- Dollars ---			
Operating ^a	4,395	17.28	4,273	16.09
Purchased input ^b	4,808	18.91	4,632	17.44
Total ^c	5,404	21.25	5,250	19.77

Table 1. Per Cow and Per Hundredweight Cost of Producing Milk Measures, WNY Region and Most Profitable WNY Region Dairy Farms, 2014 – April 2015 Data.

^a Operating cost of producing milk is estimated by deducting non - milk receipts from total accrual operating expenses including expansion livestock purchased.

^b Purchased input cost of producing milk is estimated by adding depreciation to the operating cost.

^c Total cost of producing milk is estimated as the sum of the operating cost, depreciation, the value of un-

paid family labor, the value of operators' labor and management, plus the interest charge for using equity capital.

Profitability

- Net farm income without appreciation per cwt. of milk averaged \$8.16 in 2014, an increase of about 72 percent compared to 2013. The average for the WNY region was \$6.61 per cwt.
- Rate of return on equity capital without appreciation rose 68 percent in 2014 from 13.6 in 2013.
- In 2014, the rate of return on all assets without appreciation was 18.3 percent, an increase of 62 percent relative to 2013. Compare these values to values for the WNY region, 13.7, and 57, respectively.

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.

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2015**

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Ken Ferrie, Crop-Tech Consulting, Inc.
Brad Beutke, Crop-Tech Consulting, Inc.
Isaac Ferrie, Crop-Tech Consulting, Inc.

TOPICS FOR DISCUSSION:

1. Optimizing variable rate seeding in NYS
2. Managing your fertility economically and environmentally.
3. Hybrid Characteristics' affects on performance.
4. Soybean growth stages and yield response to stress.
5. Yield monitor performance.



Producer Involvement Crucial to Precision Agriculture Research Success

By: Savanna Crossman

New York farmers know the challenges of growing grains on the highly varied soils of the State. Extreme changes in moisture, fertility, elevation, and acidity within a single field can make management decisions challenging for producers. The NYCSGA has set out on a mission to make these decisions easier for our producers by utilizing the technologies available on most modern equipment.

Recent technologies such as split and variable rate planters, tractor mounted GPS, and yield monitors have given producers the ability to collect an extensive amount of information about their fields and crops. Until

now, the research to utilize these data has lagged behind the rapidly developing technologies.

NYCSGA has partnered with several other organizations and companies including Pioneer, Cornell, and New York Farm Viability Institute to conduct this research here in New York. This research will focus around variable rate seeding, hybrid/variety selection, and their performance based on field soil properties. We are working closely with Cornell to develop a predictive model for New York State growers. The model will allow growers to select hybrids and create variable rate seeding prescriptions based on field specific soil properties, climate, and terrain.

To create this model, we are depending on grower participation to build the data set from. In the first two years of the project we have collected field scale trial data from over 2700 acres. In this coming season we aim to meet and exceed these numbers. Increased acreage allows for a more accurate representation of the interaction between environment, hybrid/variety selection, and seeding rate across the State. This analysis is crucial to utilizing agricultural

technologies to increase crop performance and thus, producer profit.

Producers who choose to participate will work with the NYCSGA's Research Coordinator to create a variable rate seeding prescription for all fields involved in the experiment (Figure 2). After the producer plants and harvests the crop, the data is downloaded from displays by a research assistant and used for analysis. During the growing season, the crops will be monitored by the assistant to validate populations as well as scout for pest, disease, or water pressures. Other data such as elevation, soil classification, and soil fertility properties are also collected throughout the season.

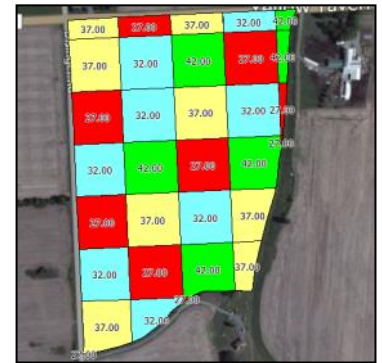
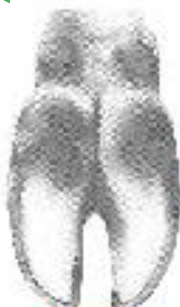


Figure 2: Example of an experimental variable rate seeding prescription in corn (kds/ac).

The NYCSGA aims to work with the agricultural community and further develop this research into long-term benefits for the State. Producer participation is crucial to the continuation of these investigations. As we think ahead to the 2016 season, we are seeking more producer participants. If you are interested in becoming involved or would like the full report, please contact Savanna Crossman at (802) 393-0709 or savanna@nycornsoy.com.



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- 15-18 ***Seneca County Fair***, www.senecacountyfairny.com
- 16 ***Aurora Farm Field Day***, 9:00 a.m. - 3:00 p.m., 1256 Poplar Ridge Rd., Aurora. DEC & CCA credits will be available. For more information contact: Jenn Thomas-Murphy: 607-255-2177 or jnt3@cornell.edu
- 21-25 ***Genesee County Fair***, www.gcfair.com
- 21-25 ***Hemlock Fair***, www.hemlockfair.org
- 21-25 ***Ontario County Fair***, www.ontariocountyfair.org
- 27-31 ***Orleans County Fair***, www.orleans4-hfair.com

AUGUST 2015

- 1 ***Orleans County Fair***, www.orleans4-hfair.com
- 5-9 ***Niagara County Fair***, www.ccenigaracounty.org
- 6-9 ***Monroe County Fair***, www.mcfair.com
- 10-15 ***Wayne County Fair***, www.waynecountyfair.org
- 11-13 ***Empire Farm Days***, Rodman Lott & Son Farms, 2973 State Route 414, Seneca Falls. Free Admission, Parking \$10
- 11 ***BQA in a Day at Empire Farm Days***, in the Beef tent. Contact: Carol Gillis: 315-339-6922
- 15-22 ***Wyoming County Fair***, www.wyomingcountyfair.org
- 20 ***NY Corn & Soybean Crop Tour***, Swede Farms, LLC, Pavilion

SEPTEMBER 2015

- 19 ***BQA in a Day at Runnings***, 10:00 a.m. - 2:00 p.m., 3191 Eastern Blvd., Canandaigua. Contact: Nancy Anderson: 585-394-3977 x427
- 19 ***Livingston Co. Farm Fest***, 10:00 a.m. - 3:00 p.m., Noblehurst Farm, Craig Road, York
- 26 ***Fun on the Farm***, 11:00 a.m. - 4:00 p.m., Black Brook Farm, 4556 Kyte Road, Shortsville

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