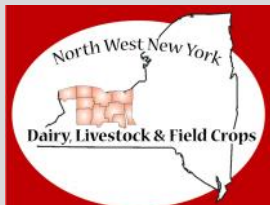




Ag Focus



Economics of Double Cropping Winter Cereals for Forage Following Corn Silage on NY Dairy Farms

By: John J. Hanchar

This article draws from recently published work completed by Cornell University researchers. Please see <<http://blogs.cornell.edu/whatscroppingup/2015/07/>> for a more complete reporting of the work titled "Double Cropping Winter Cereals for Forage Following Corn Silage: Costs of Production and Expected Changes in Profit for New York Dairy Farms." Due to space constraints, the following article focuses on results. For background, methods and other details please see the full article cited above.

Summary

- Economic analysis suggests that double cropping a winter cereal for forage following corn silage has the potential to be an economically attractive, beneficial change in practice for dairy farms in NY. This includes double cropping's role in successfully managing risks related to meeting forage needs of the herd over time. Risks can relate: to variability in forage production due to, for example, weather extremes; and/or to rising forage needs relative to land constraints.
- Costs of production analysis suggests that double cropped winter cereals likely compare favorably to costs and/or values of alternative forages over a range of expected winter cereal yields.



Continued on page 3

Focus Points

2015 NY Corn & Soybean Growers Association Yield Contests	4
Upcoming Webinars	5
Cornell All Forage Fed Bull Test: What Have We Learned in 3 Years?	6-7
Hazard Communication	8-9
Cover Crop Options in 2015	10-11
NY Farmnet Seeks: Senior & Mid-Level Farm Managers for Research Survey	13
Pre-Harvest Field Day	14
Forage Strategies - A Brew of Needs, Weather and Machinery	15
Beef Quality Assurance Training: Empire Farm Days	17
Manure Pit Safety Demonstration: Benton Fire Department	17
Livestock Behavior Expert Dr. Temple Grandin to Visit	18
Beef Quality Assurance - The Right Thing to Do	19
Regional Meetings	Back Cover



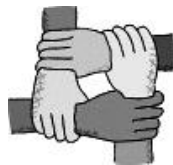
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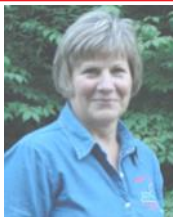
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Ag Focus
Cornell Cooperative Extension of

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

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

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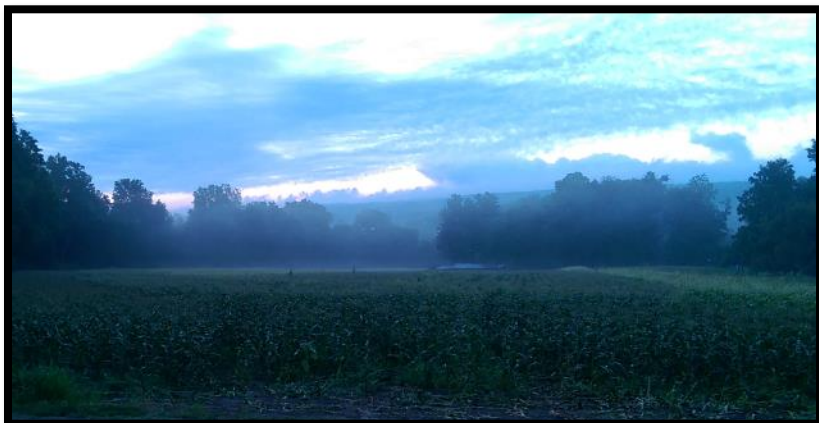
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- ◆ Provide safe, healthful agricultural products
- ◆ Provide leadership for enhancing relationships between agricultural sector, neighbors & the general public.



Continued from page 1

- Partial budget analysis suggests that adoption of double cropped winter cereals as forages could be an economically beneficial change in practice for dairy farms (expected changes in profit exceed zero over a range of key factors).
- Break-even analysis suggests that producers should establish yield goals of around 2 tons dry matter (DM) per acre to ensure that expected changes in benefits associated with a double cropped winter cereal are greater than or equal to the expected changes in costs under the most demanding, least favorable set of assumptions (75 lbs. N/acre at green-up and a corn silage yield reduction of 1 ton DM per acre).
- Results are sensitive to a number of factors including expected winter cereal yield, expected value of forage, spring N addition needed, expected effect on corn silage yield and others.

Economics of Winter Cereals for Forage Following Corn Silage

Economic analysis sought to answer three questions: (1) What are the costs of production associated with double cropped winter cereals for forage following corn silage? (2) What are the expected changes in profit associated with double cropping? and (3) What yield levels ensure that adoption of a double cropped

winter cereal will be a profitable change? For this analysis, five general scenarios were defined: Northern NY, Conventional Tillage, Triticale; NNY, Reduced Tillage, Triticale; NNY, No Till, Cereal Rye; Central NY, Conventional Tillage, Cereal Rye; Western NY, No Till, Triticale. Costs and expected changes in profit are expressed in terms of 2014 dollars.

Costs of production per ton of winter cereal DM varied by scenario and by other key factors, including expected winter cereal yield and N needs for the winter cereal. For scenarios where the winter forage averaged 2 ton DM per acre without the need for extra N at green-up, costs of production estimates averaged \$94 per ton DM and ranged from \$83 for no-till in Northern NY to \$118 per ton DM for conventional tillage scenarios also in Northern NY. When 75 lbs. of N per acre were needed to obtain the same 2 tons DM/acre winter forage yield, costs of production estimates averaged \$122 per ton DM and ranged from \$111 for no-till in Northern NY to \$145 per ton DM for Northern NY conventional tillage scenarios.

Analysts used partial budgeting to estimate expected changes in profit associated with double cropping winter cereals versus no winter crop, and minimum winter forage yields that generate expected changes in profit greater than or equal to zero (Table 1).

Table 1. Expected change in annual profit and minimum winter forage yield that generates an expected change in profit greater than or equal to zero by spring N application; tillage, harvest system; and expected change in corn silage yield^a.

	Conventional tillage		Reduced tillage, wide swath & merge harvest		No-till		Conventional tillage		No-till, merge harvest	
	Northern NY		Northern NY		Northern NY		Central NY		Western NY	
	Triticale		Triticale		Cereal rye		Cereal rye		Triticale	
Spring N application	Same corn yield	1 ton DM/ac. less corn	Same corn yield	1 ton DM/ac. less corn	Same corn yield	1 ton DM/ac. less corn	Same corn yield	1 ton DM/ac. less corn	Same corn yield	1 ton DM/ac. less corn
	----- Expected change in profit (dollars per acre) ^b -----									
No N needed for winter cereal	175	10	219	54	229	64	226	61	235	70
75 lbs. N/acre at green-up for winter cereal	121	-44	165	0	175	10	172	7	181	16
	----- Breakeven winter cereal yield (tons DM per acre) -----									
No N needed for winter cereal	1.0	1.9	0.7	1.7	0.7	1.6	0.7	1.6	0.6	1.6
75 lbs. N/acre at green-up for winter cereal	1.3	2.3	1.0	2.0	1.0	1.9	1.0	2.0	0.9	1.9

^a Table values represent averages for three farm sizes (100, 500 and 1,000 cows). Nitrogen cost fixed at \$0.57 per lb. of N, and value of winter cereal as a forage fixed at \$180 per ton DM.

^b Winter cereal forage yield fixed at 2.0 ton DM per acre.

2015 New York Corn & Soybean Growers Association Yield Contests

The annual corn and soybean yield contests sponsored by the New York Corn & Soybean Growers Association are underway. See below for the top 5 yields to beat from last year!

The 2015 yield contest rules and entry form can be found and downloaded from the NY Corn & Soybean Growers Association web page at <http://www.nycornsoy.org/>. Entry forms have to be postmarked by Monday, August 17 and sent to Mike Stanyard at 1581 Route 88 N, Newark, NY 14513. Cost is \$30 per entry. This year the grand corn and soybean champions win an all expense paid trip for two to the 2016 Commodity Classic in New Orleans, LA.

The deadline for the National Corn Yield Contest sponsored by the National Corn Growers Association is August 3 and the entry form can be found on their webpage at <http://www.ncga.com/for-farmers/national-corn-yield-contest>. Please remember that



this is a different contest than the state contest sponsored by the NYC&SGA. I would encourage growers to enter both contests. **Applicants in the NGCA contest can use their contest harvest results to fulfill the requirements in the NYC&SGA contest as long as they fill out the entry form and pay the entry fee by August 17.**

Good Luck!



Top Five New York State 2014 Corn and Soybean Yield Contest Entries Conducted by the New York Corn and Soybean Growers Association

Rank	Entrant Name	Town	County	Hybrid Brand	Number	Yield
Corn Contest						
1	Matt Kludt	Kendall	Orleans	DEKALB	DKC 52-04	282.35
2	Bob Pawlowski	Verona	Oneida	Pioneer	P0993AM1	261.53
3	Adam Coots	Savona	Steuben	Pioneer	P0533AM1	255.12
4	Gary Germeo	Holley	Orleans	Invision FS	44R22VT3	248.01
5	Todd DuMond	Auburn	Cayuga	Pioneer	P0216AM	245.16
Soybean Contest						
1	John Mizro	Auburn	Cayuga	Pioneer	92Y51	83.30
2	John Mizro	Auburn	Cayuga	NK Brand	NK-S17	80.06
3	Travis Walton	Linwood	Livingston	Asgrow	2431	74.98
4	Leslie Hamilton	Leicester	Livingston	Asgrow	2431	72.33
5	Arnold Richardson	Red Creek	Cayuga	Pioneer	P19T01R	71.57

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Presented by:

Rick Grant, Miner Institute

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Fall Prevention for Agricultural Producers

August 27, 1:00 - 2:00 p.m.

Presented by:

Dan Neenan, NECAS

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Cornell All Forage Fed Bull Test: What Have We Learned in 3 Years?

By: Nancy Glazier

June 3 brought the conclusion of the third year of the forage-based bull test, a unique university-based test with only forages fed. There were 25 bulls consigned from 10 farms. Weights and body condition scores (BCS) were taken every 28 days. The bulls averaged 2.1 lbs. per gain for the 140 day test. Last year's gain was 1.8 lbs. and the first year was 2.1 lbs.

Feed and refusals were weighed daily to estimate intake by pen. Nutrition modeling software was used to estimate individual intake and project gain. Gain, based on estimated intake from the model was 0.84 lbs/day. We are hoping to work with the software researchers to edit formulas for forage-based diets. This will benefit the dairy industry as well.

Ages varied from 211 to 340 days with the average 260 days. Gain can vary depending on the stage of growth. To account for this, Weight per Day of Age (WDA) is calculated, dividing weight by the age in days. Average WDA was 2.0 for this year, compared to 2.1 last year and 2.4 in 2012-13.

An issue that arose again this year was internal parasite resistance. A couple of the bulls looked a bit unthrifty and were dewormed with Ivomec® pour-on. We decided to take a closer look at all the bulls by taking fecal samples to determine actual parasite loads. Samples were sent to MidAmerica Research, Inc. based in Wisconsin. Samples were collected and nearly all the bulls had high egg counts. They were randomly assigned to two groups based on egg counts and were treated with either Ivomec® injectable or Safeguard® oral drench. Fecals were collected 2 weeks after treatments; bulls treated with Safeguard® significantly provided better control. **See table 1.**

Carcass ultrasound exams were performed June 3. One of the measurements, Ribeye area, averaged 8.65 sq. in with a range of 6.60 to 11.90.

Breeding soundness exams were conducted June 4. Twenty-three of the bulls were classified as satisfactory potential breeders, one was deferred due to im-



One of the bulls from the 2015 test with consignor Morgan Hartman. Photo courtesy of James Monahan.

maturity, and one was classified as unsatisfactory due to small scrotal circumference. These results were greatly improved from the previous two years partly due to bulls being a bit older.

So, what have we learned in three years? First, and foremost, for the bull test to be successful it needs to be producer-driven. An advisory group was formed to move the test forward to meet the needs of participating and potential consignors. The test continues to grow in numbers with word spreading across the Northeast and beyond.

Cattle can perform on a forage diet. The three year average gain was 2.0 lbs/day with gains of well over 2 lbs or more seen on dry hay and haylages in the three years of the test. Recent work with the dairy industry looking at forage digestibility 'pools' will also benefit the bull test and beef industry by

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adjusting nutrition models to more accurately account for forage diets.

The test provides an opportunity for consignors to monitor and assess breeding lines in their herds. It has also provided an opportunity to look at other aspects of production with a similar group of cattle. An example is internal parasite resistance, which will benefit producers in the state as well. Vitamins and minerals may be one of our focus areas for the upcoming year.

The past reports are posted to Mike Baker's Beef Cattle Management site here: <http://beefcattle.ansci.cornell.edu/eventsprograms/cornell-all-forage-bull-test/>. We are now planning for the 2016 test. Let me know if you'd like more information. Please page 2 for contact information.

Date *	Treatment		P-value
	Ivomec Injectable	Safeguard Oral drench	
	EP3G		
11-Feb	108.4	108.4	0.9991
11-Mar	38.1	2.4	0.0248
* Fecal samples were taken on February 11. Based on these results bulls were randomly assigned to either Ivomec injectable or Safeguard (oral), which was administered February 25. Second set of fecals were taken on March 11.			



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Hazard Communication

By: Timothy X. Terry

Dairy Strategic Planning Specialist

Effective October 1, 2014 OSHA's Local Emphasis Program or LEP was extended for another year. This means they will be continuing to perform random, unannounced compliance inspections on dairy farms within New York State, and, like last year, they will be focusing their efforts on the "Dairy Dozen." The Dairy Dozen are areas on dairy farms where hazards are frequently identified and/or where citations for violations are often issued.

The Dairy Dozen includes:

1. Manure Storage and Collection Structures
2. Dairy Bull & Cow Behavior / Worker Positioning
3. Electrical Systems
4. Skid Steer Operation
5. Tractor Operation
6. Guarding of Power Take-Offs (PTOs)
7. Machine Guarding - Field/Farmstead Equipment
8. Lockout – Unexpected Energy Release
9. Hazard Communication
10. Confined Space
11. Horizontal Bunker Silos
12. Noise

The area where the most citations were issued last year was #9: Hazard Communication. More specifically, these citations were for poor or nonexistent written hazard communication programs; missing or unavailable safety data sheets; improperly labelled containers; and insufficient or no employee training.

As was mentioned in a recent OSHA webinar, the things the inspectors are primarily going to be looking for are:

- **Hazard Communication Program** – Is there a written, comprehensive program?
- **Safety Data Sheets** – Is there a Safety Data Sheet for each and every chemical used on the farm? Are they accessible? Do the employees know where to find them?
- **Container Labelling** – Can the label tell me

what is in the container? Can the label tell me what the hazard is?

- **Employee Training** - Are the employees being trained? Is there documentation to support (prove) that training?

Where to Start

A good place to start is with a publication from OSHA itself: *Hazard Communication – Small Entity Compliance Guide for Employers That Use Hazardous Chemicals* (OSHA 3695 03 2014), and is available on-line at: <https://www.osha.gov/Publications/OSHA3695.pdf>. This publication presents the requirements of Hazard Communication Standard 2012 (HCS 2012) in a no nonsense, but easy to understand, manner. The appendices in the back provide some templates for writing and implementing a training program that will satisfy HCS 2012.

You should have at least one centrally located, up-to-date file with all the safety data sheets (SDS). However, it may be more practical to also have a readily accessible 3-ring binder in key areas (shop, pesticide storage, dairy, etc.) with SDS for the materials commonly found in that particular area. You might be able to find a bright yellow binder (highly visible) at an office supply store or there are some safety supply companies that offer them specifically for SDS.



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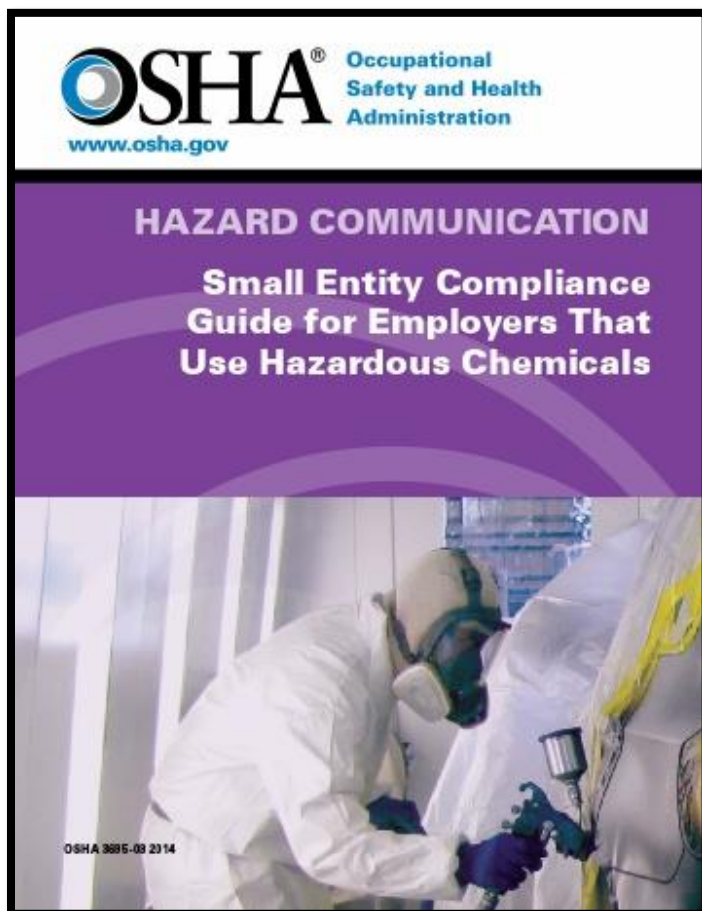
All of the containers should have a legible label on them when you take delivery. If not, your supplier should be able to secure a new one for you along with the SDS.

In the construction industry they have regular safety trainings, nicknamed “toolbox talks” or “tailgate trainings.” These can be as informal as a safety review of the day’s to-do list during the morning coffee break, or as formal as a supplier or OSHA trainer giving a 45-minute seminar. In either case the training topic and attendees are documented on a form which is kept on file. The form should be set up for the attendee to print **and** sign his/her name as proof of attendance. A sample form can be found here: <http://www.nycamh.org/qdynamo/download.php?docid=648>

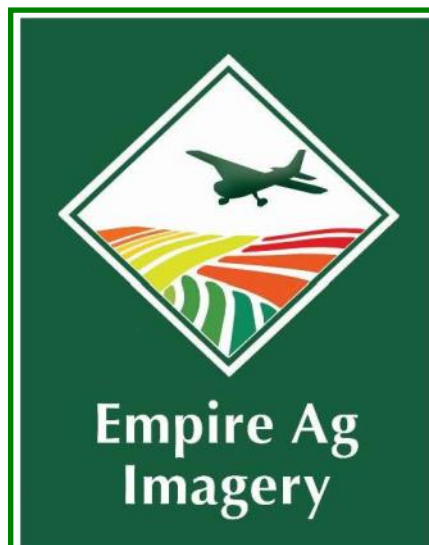
Additional Resources

And while we’re on the subject, the New York Center for Agricultural Medicine and Health (NYCAMH) is now part of the New York OSHA Workgroup. The workgroup has created a set of materials to assist producers in becoming more compliant with OSHA regulations. These materials are available in a downloadable PDF format - <http://nycamh.com/oshan-y-dairy-lep/>. If that’s not enough, there are links to even more materials and programs from other regions of the country. <http://nycamh.com/oshan-y-dairy-lep/useful-links/>

You now have all the tools and materials necessary to assemble a compliant hazard communication pro-



gram. However, implementation of the program and creation of a culture of safety on the farm is up to you. Remember, safety is everyone’s responsibility. Moreover, no one likes to see family or friends injured.



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Cover Crop Options in 2015

By: Mike Stanyard

Winter grain harvest should be just about wrapped up. That leaves a lot of open ground out there to plant some cover crops. We also ended up with quite a few prevented planting corn and soybean acres this spring. Some of that ground will go into winter small grains like wheat, rye and barley this fall. If you do not grow winter grains in your rotation, it is a good opportunity to get that ground covered up. There is also an opportunity to grow some more forage acres. This wet growing season has not been stellar for corn production. Crops like sorghum, forage oats and triticale can help fill in some of those forage losses. The past couple of years have shown us that the first half of August has been the optimal planting window for success of most cover crops.

There has been a huge emphasis on soil health, and cover crops are an important piece of this puzzle. There are a lot of options when it comes to choosing a cover crop species (See table). You have to ask yourself, “What do I want to accomplish?” is it soil conservation, increase organic content, a trap crop for nitrogen, comply with conservation payments or weed control? Some other things to consider is cost (See table). Do you want a species that winterkills or overwinters? Is compaction an issue? Do I need some extra forage? We know that there is a benefit to keeping something growing and covering our fields at all times. It looks like there is also a benefit to planting multiple species together. Mixing tap root and fibrous root species together helps create soil microorganism biodiversity.

We know radishes do a great job of loosening up the soil when there is a compaction issue. However, there is some concern that we may not get the nitrogen back that we put into them. Radishes degrade very quickly in the early spring. Is all the nitrogen gone by the time the corn is ready for it? It might be more beneficial to plant an overwintering species like a winter grain or ryegrass with the radish to pick up that N and keep it around longer so the corn can utilize it when it needs it most.



We have seen cover crops planted with many different drills, air flowed, broadcast and aerially applied. All can be successful; however, proper calibration can be tedious and frustrating. Most planters do not have settings for some of these non-traditional plants. Take the time to work it out! You do not want to waste your time by putting on too little and you do not want to waste money by putting on way too much.

Preventative Planting Acres

If a cover crop is being planted following a planned corn or soybean crop, check herbicide labels if a pre-emerge was applied. Some of the small seeded cover species may not be able to be planted due to plant back restrictions. Penn State has a great herbicide reference table for cover crops, <http://extension.psu.edu/plants/crops/soil-management/cover-crops/herbicide-persistence/herbicide-carryover-table>. The folks at Purdue University have also put out good a reference, “Cover Crops for Prevented Planting Acres,” <https://ag.purdue.edu/agry/extension/Documents/PreventedPlantingCovers2015.pdf>.

Extra Forage

There are a couple of options for the early August planting date. A common choice is spring/forage oats. They are usually in the boot stage by mid-October. I have seen from 1.5 to 2 tons dry matter per acre. You can add annual ryegrass to the mix and field peas or clover if higher protein is desired. Planting winter triticale has become popular after corn silage harvest. It is harvested in May just after flag stage emergence (GS 9). We have seen 2-4 tons of dry matter per acre in NY. See the Winter Triticale Forage factsheet at <http://nmsp.cals.cornell.edu/publications/factsheets/factsheet56.pdf> for specifics.

	Drilled	Broadcast	Price/lb.	Winterkill?
Annual Rye Grass	10-20 lbs.	20-30 lbs.	\$.80/lb.	N
Sorghum-Sudangrass	30-40 lbs.	30-40 lbs.	\$.60/lb.	Y
Crimson Clover	12 lbs.	20 lbs.	\$1.46/lb.	N
White Clover	5-9 lbs.	7-12 lbs.	\$4.70/lb.	N
Red Clover	7 lbs.	10 lbs.	\$2.64/lb.	N
Field Peas/Austrian Winter Peas	120/50 lbs.	140/60 lbs.	\$.70/.92?lb.	Y/N
Hairy Vetch	15-20 lbs.	25-30 lbs.	\$2.68/lb.	N
Forage Radishes	8-10 lbs.	12 lbs.	\$2.60/lb.	Y
Forage Turnips	4-7 lbs.	10-12 lbs.	\$2.50/lb.	N
Oats (Spring/Forage)	80-110 lbs.	110-140 lbs.	\$.43/lb.	Y
Triticale	80 lbs.	110 lbs.	\$.52/lb.	N
Wheat	70 lbs.	100 lbs.	\$.33/lb.	N
Winter Cereal Rye	60 lbs.	85 lbs.	\$.30/lb.	N



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NY FarmNet Seeks:

Senior and Mid-level Farm Managers for Research Survey

By: Joan Sinclair Petzen

Middle managers are vital to the success of production agriculture and New York FarmNet is seeking to learn more about the management skills of middle managers. NY FarmNet's Middle Management Survey requires approximately 20 minutes of your time and is available online now through September 7, 2015. The results of this survey will help NY FarmNet develop training programs for middle managers across New York State. The information is also beneficial to employers seeking to develop training programs outside those offered by NY FarmNet.

This research study, specifically focusing on the perceived skills of middle managers, is a first of its kind. "As farms continue to grow in size and add additional employees, the need for highly trained middle managers is increasing," stated Ed Staehr, Executive Director of NY FarmNet. Staehr continued by stating that, "Many middle managers are performing invaluable human resource management functions of

hiring, firing, motivating, and training employees." Success in these areas requires a high level of knowledge, skills, and training. Prior research has revealed that the implementation of these vital skills can impact farm profitability. However, many middle managers lack training in these important areas.

Both middle and senior level managers involved in production agriculture are needed to complete this study. New York FarmNet is committed to furthering and developing agricultural managers, equipped with the necessary skillsets to ensure long-term success and sustainability of the agricultural industry. If you are a senior or middle manager and willing to participate in this important research, you can take the survey directly at:


https://cornell.qualtrics.com/SE/?SID=SV_3CMkV8vcVN7Zav3

All responses are confidential. If you have any additional questions regarding the survey or its use, please e-mail Ed Staehr at aes6@cornell.edu

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Pre-Harvest Field Day

Wednesday, August 26th

Mulligan Farms, 5403 Barber Rd, Avon

10:00 a.m.- 3:00 p.m., No registration necessary

10:00 a.m.- 12:30 p.m.: Under the Tent Talks

Corn Harvest

Maturity, Hybrid Differences, Digestibility, Harvest Considerations

Ev Thomas – Oak Point Agronomics, Hammond, NY

Ev Thomas has worked as an agronomist in Northern NY state for 42 years, first with Cornell University Cooperative Extension, then with the William H. Miner Agricultural Research Institute in Chazy, NY, including managing its 680-acre crop operation.

Conventional Hay Crop and Alternative Winter Forage

Hay-in-a-day, Double Cropping, Triticale and Sorghum, Harvest Factors Affecting Nutrients and Quality

Tom Kilcer – Advanced Ag Systems, Kinderhook, NY

Tom Kilcer is a Certified Crop Advisor and Certified Pesticide Applicator with 34 years of experience as a Cornell Cooperative Extension multi-county Field Crop and Soils Educator. For the past 3 years as private consultant, he has been conducting cutting edge research on forage, plant nutrition, and bio-industrial crops in partnerships with both university and private industry.

Preservation

Inoculant & Bunk Plastic Choices

Todd Ward, Direct Dairy Nutrition Services, LLC, Delevan, NY

Todd Ward serves farms across the North East as an independent dairy nutritionist. He is a registered Professional Animal Scientist and has 25 years of experience working in dairy nutrition.

Poor Fermentation

Mycotoxins, Binders, what to look for in your Silage due to the conditions of the 2015 growing season

Max Hawkins, Alltech, Noblesville, IN

Dr. Hawkins works with the Alltech Mycotoxin Management Team providing Risk Assessment and Technical Support at all levels. He brings years of experience that includes not only mycotoxin management but livestock production, nutrition, breeding and genetics covering all livestock species.

12:30 p.m. - 1:00 p.m.:

Lunch off the grill, hamburgers & hotdogs.

1:15 p.m. - 3:00 p.m.:

Harvest Equipment Displays and Information Presentation

Attendees will have time after lunch to walk around the equipment on display and then each dealer will highlight the features of their harvesting equipment and answer questions. They will inform the audience of the distinctive features of harvesting machinery, processing units, maintenance points, calibration and on-board technology. For more information visit www.nwnyteam.org.

Forage Strategies – A Brew of Needs, Weather and Machinery

By: Jerry Bertoldo

Our frustrating summer weather will add extra challenges to the corn harvest on top of the hay crop woes already in the mix. Maturity figures in heavily towards what nutrient values can be expected at harvest while the dry matter can greatly impact the type of fermentation and the quality of what is fed out.

The growing conditions will most likely change the corn maturity timeline, kernel starch characteristics, fiber digestibility and increase the risk of mycotoxins. How your particular hybrid selection will feed out of the bunk, silo or grain bin can be influenced by the harvest date and processing used. Dry matter, kernel harness and stover lignification will change the preservation and feed out characteristics of corn whether it is processed or not, what type of processor is used, what the length of cut is or how “tight” the processing is set.

Hay crop is not a once a season event like corn. This year has made putting up haylage dicey and making dry hay a bad word. Hay-in-a-day with its wide swathing, unconventional times of cutting and out of the box processing ideas may have been the best answer to making haylage in these weather conditions.


Relentless attention to packing, inoculant use, organic acid application and quick covering with plastic (especially oxygen barrier ones) will help level out the negative impacts inherent with variations from ideal harvest conditions.



Potential forage shortages will spike interest in alternative crops such as fall planted triticale and integrating forage sorghum both capable of providing high yields and competing with traditional hay crop species and corn respectively


The NWNY Team in cooperation with area farm equipment dealers and agriservice specialists has organized a Pre-Harvest Field Day to help producers sort out these issues and opportunities. This will be an excellent opportunity for farm employees and owners/managers alike to come out and hear from some of our top regional experts on what they can do to ensure that what goes into storage will come out as high quality feed as possible. Hope you can join us!





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**454 HP
44K Camelback**
1996 MACK CL713, 454 HP Mack E7 Diesel, 18-Spd. Engine Brake, Camelback Susp.; 4.35 Ratio; 206" WB; 24.5 Tires (99%); Spoke Wheels; Tri-Axle; 14,000# F/A; 44,000# R/A; 321,256 Miles; EXPORT PRICING \$HOWN!!! Heavy Spec Tractor w/Double Frame; 18,000# Lift Axle; Air Side 5th Wheel; Stk. #4900 - \$19,900



**46K Lockers
470 HP**
2007 KENWORTH W900, 460 HP CAT C13 Diesel, 13-Spd. Engine Brake; Air Ride Susp.; 3.73 Ratio; 222" WB; 24.5 Tires; Polished Alum. Wheels; Tandem Axle; 12,000# F/A; 46,000# R/A; 526,133 Miles; Very Clean Daycab w/2-Line Wetline; ECM Matches Dash; Stk. #4836 - \$54,000



**65K Rears
Engine Rebuilt**
2008 WESTERN STAR 490DA; 515 HP Detroit 14L Diesel; 8LL Trans.; Engine Brake; Hendrickson Susp.; 21" Body; 12.00 x 24.5 Tires; Spoke Wheels; Tandem Axle; 18,740# F/A; 65,000# R/A; 83,574 Miles; Stk. #4833 - \$52,900



**16K/46K
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; 12,000# F/A; 44,000# R/A; 561,838 Miles; Very Clean, Good Running Daycab. Ready To Go Stk. #4791 - \$54,900



**Engine Work
w/Paperwork**
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



**Heavy Spec
18 ft. Frame**
2003 KENWORTH T800; 410 HP CAT C12 Diesel; 18-Spd. Engine Brake; Chalmers Susp.; 240" WB; 24.5 Tires; Alum. Wheels; Tandem Axle; 16,000# F/A; 46,000# Full Locking R/A; 246,235 Miles; Clean, Good Running Dump Truck w/18' Frame Behind Cab & 160" CT; Dual Air Cleaners & Exhaust Stk. #4859 - \$42,900



**Big CAT
44K Rears**
1999 KENWORTH W900B; 425 HP CAT 3406E Diesel; 18-Spd. Engine Brake; 8-Bag Air Ride Susp.; 3.90 Ratio; 200" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 12,000# F/A; 44,000# R/A; 153,302 Miles; Very Clean Daycab w/Headache Rack, Dual Exhaust & Intakes; 17,530 Lb. Chassis Weight; Stk. #4802 - CALL



**515 HP
20K/46K**
2007 WESTERN STAR 490FA; 515 HP Detroit 14L Diesel; 18-Spd. Engine Brake; Rubber Block Susp.; 286" WB; 24.5 Tires; Alum/Steel Wheels; Tri-Axle; 20,000# F/A; 46,000# Full Locking R/A; 380,730 Miles; Clean, Low Mile Tractor w/Double Frame; 185" CT; Stk. #4892 - \$55,900



10 ft. Steel Dump
2003 INTERNATIONAL 7400; 210 GP DT466 Int'l Diesel; 8LL Trans.; 10' Steel Dump; Spring Susp.; 160" WB; 22.5 Tires; All Steel Wheels; Single Axle; 14,000# F/A; 23,000# R/A; 227,922 Miles; Clean, Good Running Dump Truck w/Flow & Sander Controls; Electric Tarp & Rear Hitch; Stk. #4883 - \$24,900



46K Rears
2004 PETERBILT 357 DAYCAB; 430 HP CAT C13; 8LL Trans.; Hendrickson Haulmax HM460 Susp.; 221" WB; 22.5 Tires; All Steel Wheels; Tandem Axle; 14,000# F/A; 46,000# R/A; 46,000# R/A; 343,316 Miles; 16,288# Empty Weight; Stk. #4814 - \$44,900



**44K Rears
93,000 Miles**
2006 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 2-Line Wetline & Good Rubber; 17,540 Lb. Chassis Weight; Stk. #4893 - \$35,250



**Planetary
93,500 lbs. Rears**
2000 WESTERN STAR 6900KD; 600 HP CAT 3406 Diesel; 18-Spd. Engine Brake; Walking Beam Susp.; 282" 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



**20K/46K
166K Miles**
2006 KENWORTH T800; 475 HP CAT C15 Diesel; 18-Spd. Engine Brake; Neway Susp.; 4.10 Ratio; 256" WB; 36" Flat Top Sleeper; 24.5 Tires; Alum. Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; Clean, Low Mile Cab & Chassis w/Full Locking Rears; Stk. #4857 - \$54,500



46K Rears
2006 FREIGHTLINER FL120; 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



**Qty. 3
133K Miles**
QTY (3) 2005 PETERBILT 357; 305 HP CAT C11 Diesel; Automatic; Haulmax Susp.; 216" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 22,000# F/A; 46,000# R/A; 133,852 Miles; Good Running, Low Mile Truck w/McNeilus 10.5 Cu. Yd. Mixer. We Will Separate Mixer From Chassis; 17' Frame Behind Cab; 140" CT; Stk. #4893-4894 - \$56,500



**2-Line Wetline
455 HP**
2013 PETERBILT 335; 455 HP Paccar MX13 Diesel; 10-Spd. Engine Brake; Air Leaf Susp.; 190" WB; 22.5 Tires; Polished Alum. Wheels; Tandem Axle; 12,000# F/A; 40,000# R/A; 371,074 Miles; Clean, Good Running Daycab w/2-Line Wetline; Rubber 90%; Stk. #4864 - \$53,900



20.5 ft. Alum. Box
1998 MACK R86BBS; 350 HP Mack E7 Diesel; 18-Spd. Engine Brake; 20.5' 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



**465 HP
20K/46K**
2007 VOLVO VHD54F200; 465 HP Volvo VED12 Diesel; 13-Spd. Engine Brake; T-Ride Susp.; 3.91 Ratio; 224" WB; 22.5 Tires (75%); Alum. Wheels; Tandem Axle; 20,000# F/A; 46,000# R/A; 253,587 Miles; Low Mile, Heavy Spec Day Cab w/Heavy Frame; Air Side 5th Wheel; 2-Line Wetline; 17' Frame Behind Cab; Stk. #4898 - \$41,900



**475 HP
20 ft. Alum. Clean Pete**
2005 PETERBILT 378; 475 HP CAT C15 Diesel; 18 Spd. Trans.; Engine Brake; 206" 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 - \$64,900



**Clean Pete
Service Truck**
2006 PETERBILT 335; 240 HP Cummins ISC Diesel; 8LL Trans.; Air Ride Susp.; 4.3D Ratio; 180" WB; 22.5 Tires (95%); All Steel Wheels; Single Axle; 141,155 Miles; Low Mile Service Truck w/14' General Tool/Utility Body; Air Compressor; Work Lights; Lift Gate; Locking Rear Axle; Stk. #4878 - \$34,900



**470 HP
20K/46K**
2006 KENWORTH T800; 470 HP CAT C13 ACERT Diesel; 18-Spd. Engine Brake; Air Ride Susp.; 4.10 Ratio; 239" WB; 24.5 Tires (95%); Alum/Steel Wheels; Tandem Axle; 20,000# F/A; 46,000# Full Locking R/A; 103,302 Miles; Very Clean, Low Mile Cab & Chassis w/PTO & Pump; 21' Frame Behind Cab; 164" CT; Stk. #4858 - \$60,000



**Qty. 2
20K/46K Rears**
QTY (2) 2004 PETERBILT 357; 300 HP CAT C10 Diesel; 8LL Trans.; Haulmax Susp.; 220" WB; 22.5 Tires; Alum. Wheels; Tandem Axle; 22,000# F/A; 46,000# R/A; 142,597 Miles; Good Running Truck w/low Miles; 10.5 Cu. Yd. McNeilus Mixer; We Will Separate Mixer from Chassis; 16.5' Frame Behind Cab; 147" CT; #4896 Has 157K Miles; Stk. #4895-4896 - \$49,900



Southern Mixer/Chassis
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; 15,000# F/A; 46,000# R/A; 358,479 Miles; Good Running, Very Clean Dump Truck w/Double Frame; Tarp 75% Rubber; 20.6' Frame Behind Cab; 190" CT; Stk. #4855 - \$45,900

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Register Now for:
Beef Quality Assurance Training
Empire Farm Days

Tuesday, August 11, 4:00 - 7:00 p.m.

This 3 hour BQA training opportunity includes classroom & chute-side training with Cornell University Beef Extension Specialist Dr. Mike Baker.

“This new training opportunity at Empire Farm Days is a great way to expand on the cattle handling education demonstrations and provide added value to the beef producers attending the show,” says NY Beef Council ED Carol Gillis.

The 4:00 - 7:00 p.m. program will conclude with beef sandwiches for participants. To receive certification, BQA program participants will need to demonstrate their ability to give a subcutaneous injection.

To register for this special training opportunity, contact Carol Gillis at 315-339-6922 or cgillis@nybeef.org

Manure Pit Safety Demonstration
Benton Fire Department

Monday, August 17, 7:00 p.m.

NECAS Agricultural Safety Director Dan Neenan will offer the 2 hour safety education demonstration while Tom Eskildsen, Soil & Water and Nancy Glazier, CCE's NWNy Team, will discuss the county's current availability of monitoring and training, in particular the concern of the high levels of Hydrogen Sulfide with Gypsum bedding.

Attendees will learn critical information about the hazards of working around manure pits, the importance of air quality monitoring, and the need to know how to properly use breathing apparatus, harnessing, and rigging.

For more information, please contact Office of Emergency Management at 315-536-3000 or e-mail Tom Eskildsen at teskildsen@rochester.twcbc.com.



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Livestock Behavior Expert Dr. Temple Grandin to Visit Ontario County

Speaking events open to farmers, autism advocates,
and general public

Thursday and Friday, September 17 & 18, 2015

World-renowned animal behavior expert Dr. Temple Grandin will speak at several locations in Ontario County, on September 17 & 18, 2015. An ardent advocate for the humane treatment of animals and one of the most widely-recognized autistic professionals in the country, Grandin is a noted speaker and author of many books including *Humane Livestock Handling* and *Animals Make Us Human*. She is a professor of Animal Science at Colorado State University and also designs livestock systems that more closely match the natural instincts of livestock, reducing stress and unintended injuries.

Temple Grandin will speak at three different events during her visit to the region:

Livestock handling talk and farm walk-through

Thursday, September 17, Noon – 3:30 PM

Lawnhurst Farms, LLC, 4124 County Rd. 5, Stanley

This event is designed for dairy and beef farmers to help them improve livestock handling. There will be time after the program for questions and book signing.

Cost: \$25 per person, includes a BBQ Beef lunch. Space is limited & lunch will be guaranteed only for those who pre-register. Please **register by September 10, 2015** at www.nwnyteam.org or by writing out a check payable to CCE and mailing it with names of attendees to CCE-Genesee Co., Attn: Cathy Wallace, 420 E Main St. Batavia, NY 14020.

Public lecture

Dr. Temple Grandin: My Life with Autism & the Livestock Industry

Thursday, September 17, 7:00 PM

Vandervort Room

Hobart and William Smith Colleges, Geneva

This event is free and open to the public. Dr. Grandin will have time to meet participants and sign copies of her books.

2015 Happiness House Autism Conference “Thinking Across the Spectrum”

Friday, September 18, 8:30 AM

Keynote address by Dr. Temple Grandin

Crosswinds Wesleyan Church

3360 Middle Cheshire Rd., Canandaigua

A conference on autism for families and professionals presented by Happiness House in Canandaigua. Conference details available at: www.happinesshouse.org

These events are independently hosted by Cornell Cooperative Extension Northwest New York Dairy, Livestock and Field Crops Team and Happiness House, with support from the Northeast Dairy Beef Quality Assurance Contract through the Beef Checkoff, Hobart and William Smith Colleges' Global Initiative on Disability, Finger Lakes Institute, and Upstate Niagara Cooperative, Inc.

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Beef Quality Assurance – The Right Thing to Do

Training Opportunities Available

By: Nancy Glazier

Beef Quality Assurance is a national program that provides training to beef cattle producers in food safety, proper cattle handling techniques, handling of animal health products, injection sites, and record keeping. The goal of this program is to maximize consumer confidence and acceptance of beef by focusing the producer's attention to daily production practices that influence the safety, wholesomeness, and quality of beef and beef products. Many beef cattle buyers, feeders, packers, and retail outlets are requiring that the beef they purchase be produced by BQA certified cattle producers. Also, many "added value" sale opportunities for feeder and stocker cattle require BQA certification.

The NWNY Team is working with the NYS BQA committee to conduct A BQA in a Day training during Empire Farm Days. The training will take place in the Beef Tent from 4 – 7 pm and will include the classroom and chuteside portions. Upon completion, all participants will become level 1 certified. After submission of the Veterinary Client Patient Relationship form signed by your vet, you will become level 2 certified. To register contact Carol Gillis, Executive Director of the NY Beef Council at 315.339.6922 or cgillis@nybeef.org. Only those registered are guaranteed a free beef dinner!



Chuteside training in Orleans County during last year's BQA month.

The state committee is again planning October as BQA Month! Though it won't be October yet, our kick-off event will be A BQA in a Day training at Runnings, 3191 County Rd 10, Canandaigua on Saturday, September 19. The event will run from 10 am – 2 pm and include a free lunch for those registered, thanks again to our sponsors. This will be a unique opportunity for the public to learn about beef production, too, where they can stop by and watch and talk to industry experts to get their questions answered. To register for this event, contact Nancy Anderson, CCE Ontario at 585.394.3977 x427 or nea8@cornell.edu.

I will be conducting trainings during October and am looking for sites around the 10 counties. One is already planned in Bloomfield, Ontario County and possibly 2 in Yates County. If you are interested in becoming certified or hosting, please let me know! This could also include a Dairy BQA. My contact information is 585.315.7746 or nig3@cornell.edu.



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AUGUST 2015

Save the Date...

- 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**, 4:00 - 7:00 P.M., (in the Beef tent). Contact: Carol Gillis: 315-339-6922 or cgillis@nybeef.org. See page 17 for more details.
- 15-22 **Wyoming County Fair**, www.wyomingcountyfair.org
- 17 **NYCAMH Manure Pit Safety Demo**, 7:00 p.m., Benton Fire Hall, Benton Center. Contact: Nancy Glazier: 585-315-7746. See page 17 for more details.
- 20 **NY Corn & Soybean Crop Tour**, Swede Farms, LLC, Pavilion
- 26 **Pre-Harvest Field Day**, 10:00 a.m. - 3:00 p.m., Mulligan Farms, 5403 Barber Road, Avon. For more details see page 14.

SEPTEMBER 2015

- 2 **Soil Health Field Day**, 12:30 p.m. - 6:00 p.m., Dueppengiesser Dairy Company, 7835 Butler Road, Perry. **RSVP** by: August 19. Contact: Wyoming Co. SWCD: 585-786-5070 or wcsxcd@frontiernet.net
- 17 **Temple Grandin Visit**, 12:00 - 3:30 p.m., Lawnhurst Farms, LLC, 4124 County Road #5, Stanley. **RSVP** by: September 10. For more details see page 18.
- 17 **Dr. Temple Grandin: My Life with Autism & the Livestock Industry**, 7:00 p.m., Vandervort Room, Hobart and William Smith Colleges, Geneva. Free and open to the public. For more details see page 18
- 18 **Happiness House Autism Conference "Thinking Across the Spectrum"**, Keynote Speaker: Dr. Temple Grandin, 8:30 a.m., Conference details at: www.happinesshouse.org
- 19 **BQA in a Day at Runnings**, 10:00 a.m. - 2:00 p.m., 3191 County Road #10, 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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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.