



Ag Focus



Manure Injection vs. Surface Application Followed by Incorporation: Expected Changes in Profit for NY Dairy Farms

By: John Hanchar

Summary

- Owners of dairy farm businesses face numerous challenges as they manage manure to meet financial, environmental, and other farm business objectives; seeking alternatives that best fit their operations.
- Partial budget analysis examining the change to manure injection from surface application followed by incorporation suggests relatively modest expected declines in annual profit that averaged about negative \$5,900 over three farm sizes, 500, 1,000 and 2,000 cows.
- Producers committed to achieving odor control objectives might be willing to accept relatively modest declines in profit.

Background

Owners of dairy farm businesses in New York State make decisions regarding manure rates, timing, location, and application method while attempting to achieve financial, environmental, underlying production, and other objectives given available land, labor, and other resources, and other constraints. Environmental objectives and/or constraints include those related to CAFO regulations, and



those related to producers' desires to control odors. Collaborating farm business owners mentioned odor control as an important objective when considering manure management decisions.

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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

Decisions can be complex, characterized by conflicting objectives, interactions among production factors and others. Producers benefit from better understanding of trade-offs, and of alternatives that best achieve the above objectives. An area of interest relates to manure application method, specifically manure injection versus surface application followed by a separate tillage incorporation pass.

Economic Analysis

A measure that producers use to make decisions regarding a proposed change to the farm business is the expected change in profit, where profit equals the total value of production minus the costs of resources, inputs used. Economic analysis sought to answer the following:

What is the expected change in profit associated with the change to manure injection from surface application followed by incorporation?

Expected change in profit equals the expected change in total value of production minus the expected change in costs. To estimate expected changes in profit, analysts used a partial budget approach, a form of marginal analysis.

Producer collaborators helped to define three representative dairy farm sizes for analysis – 500, 1,000 and 2,000 cows -- with corresponding land base, land use, machinery complement and other characteristics. The 500 and 1,000 cow dairy farms employed a haul, transfer, and spread manure management system, while the 2,000 cow dairy utilized a drag hose application system.

Selected assumptions follow.

- Average future year, marginal, before tax partial budget analysis for profit
- Late 2013, early 2014 prices, values
- Given the on-farm research yield results for corn silage for the collaborating farms, analyses did not reflect an expected change in corn yield attributed to injection when compared to surface application followed by tillage incorporation
- Given the design of the on-farm trials, analyses did not reflect an expected change in fertilizer use

- A leveling pass is required following injection in the spring

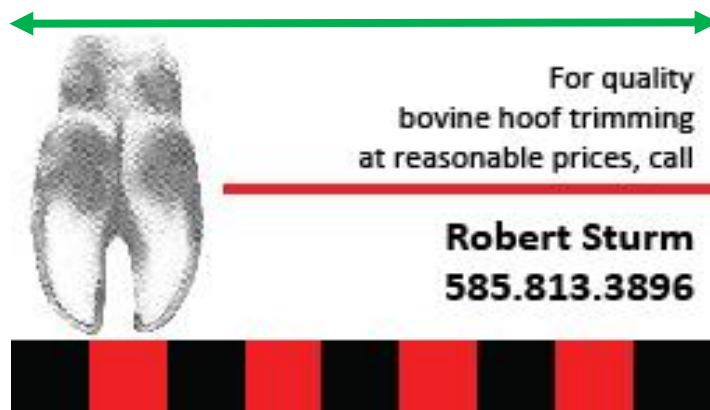
Results

Expected changes in annual profit for each of the three representative farms were negative: -\$7,771, -\$7,245 and -\$2,584 for farm sizes 500, 1,000 and 2,000 cows, respectively. The magnitudes of the expected changes are not large relative to comparable profit levels for each farm size examined. Producer collaborators noted a willingness to likely accept these expected changes in performance, trade-offs, given that producer collaborators emphasized the importance of odor control objectives when making decisions regarding manure applications. Producers note the advantages of manure injection with respect to odor control versus surface applications.

Acknowledgements

This work benefitted from the contributions of Shawn Bossard, SUNY Morrisville, Willard DeGolyer, Table Rock Farm, David Fisher, Mapleview Dairy, LLC, Scott Potter, Dairy Support Services Company, Inc., and David Russell, Southview Farms, LP and Agrinetix, LLC. Project members appreciate the help provided by the collaborators, and funding provided by the New York Farm Viability Institute for the project titled On Farm Research Partnership: Evaluation of Manure Injection Equipment Using Yield Monitoring Technology led by Professor Quirine Ketterings, Cornell University.

For a more complete reporting please visit the teams website at: <http://nwnyteam.cce.cornell.edu/submission.php?id=503&crumb=business|9>



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Ask Extension...

How do I get my grain bin ready for storage?

By: Mike Stanyard

Inspection is the key first step in preventing pest infestations. Take a tour around the outside of the bin. Check for loose bolts and cracks around the base. Look for signs of rodents and woodchuck holes under the bin. Make sure there are no bird nests in the vents and nearby augers. Get inside that bin and inspect for possible openings (light coming in where it shouldn't). Are there areas where moldy grain is stuck to the side of the bin? Go inside your empty bin after a rain storm. Is there any water on the bin floor from a leaky vent? Are there any low spots in the floor where a support has fallen?

After inspecting the structure, sanitation is crucial! Eliminate any weeds growing within 30 feet of the bin. Insects can feed on weed seeds too! Clean up any spilled corn or soybeans around the bin, fan, and augers. This provides a refuge for insects that can eventually move into a clean bin.

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, and in the fan opening. If there are a lot of fines remaining



on the floor, clean up with a shop vacuum. Many fines accumulate in the space below the floor. Removing the floor and cleaning these out is not something you want to do every year! If you are continually having insect problems, seriously think about it.

We are very limited when it comes to empty bin insecticide treatments. 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. If you choose to apply an insecticide directly to the grain, see the updated chart for all stored grains for NYS (<http://nwnyteam.cce.cornell.edu/submission.php?id=502&crumb=grains|3>) provided by Mike Helms from the Cornell Pesticide Management Education Program (PMEP).

4-H Grows Here

By: Barb Sturm, CCE-Genesee County

Genesee County 4-H member Julian Duyssen received advice on developing his life skills and career interests in his personal visit with Dr. Temple Grandin at the Livestock Handling and Farm Tour Workshop sponsored by the NWNY Team on September 17, at Lawnhurst Farms in Stanley.

Julian, a 6 year member in the Genesee Co. Swine Club, is interested in agricultural mechanics. He was urged to start now in developing the skills and knowledge through hands-on experience and practice on small engines.

In her conversation with Julian, Dr. Grandin also



shared tips for being successful in the workforce.

World-renowned animal behavior expert, 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.



Upcoming Webinars:

A Crop & Feed Outlook for the Months Ahead

October 12, 1:00 - 2:00 p.m.

Presented by:

Mike Hutjens, University of Illinois and
Mike Rankin, managing editor of
Hay & Forage Grower magazine
<http://www.hoards.com/webinars>

Technology Tuesday Series: Dairy Farm Bio-Security & Bio-containment Methods

October 13, 8:30 - 10:00 a.m.

Presented by:

John Tyson
Penn State Extension
[http://extension.psu.edu/animals/dairy/courses/
technology-tuesday-series](http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series)

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Estimating Corn Grain Yields

By: Mike Stanyard

Many growers have been asking about estimating corn and soybean yields prior to harvest to see how much the excessive rainfall has affected their crop. Others want to see how good it could be (especially if you entered the state or national corn contests).

Corn: The Yield Component Method (YCM) can be utilized as early as the milk stage of kernel development and therefore, can be utilized to determine if a crop should be allowed to be harvested for grain, or cut for silage.

1. Count the number of harvestable ears in a length of row equal to $1/1000^{\text{th}}$ of an acre. For 30-inch rows, this would be 17 ft. 5 in.
2. Then, on every 5th ear, count the number of kernel rows and number of kernels per row and determine the average. Do not include kernels that are less than half the size of normal sized kernels.
3. Yield (bu/ac) = (# of ears) x (avg. # rows) x (avg. # kernels) divided by 90. The value of 90

represents an average of 90,000 kernels in a 56 lb. bushel of corn. This number can be increased to 95 in years of smaller kernels or decreased to 85 in good years with larger kernels. (85 may be more accurate this year)



4. **Example: (24 ears) x (18 rows) x (30 kernels/row) / 90 = 144 bushels/acre**
5. Repeat this procedure in a couple of areas within the same field for better accuracy. This is truly an “estimate” and many references state that there can be a plus or minus 30 bushels from actual yields.

Pioneer has a handy online corn yield estimator that you can plug in the above estimates and it will calculate the bu/a under poor, average, and excellent growing conditions, <https://www.pioneer.com/home/site/us/agronomy/tools/corn-yield-estimator>.



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Fall Dairy Skills Offerings

By Joan Sinclair Petzen

Plans are in place to offer a basic one-day class for people who mix and deliver feed on the farm at two locations in on October 27 and 28. Starting November 10th, a Quality Forage Production Module will be offered for people actively engaged in the cropping end of dairy businesses. These courses are designed to help farm employees and managers gain a stronger understanding of how they can contribute to the success of the farms for which they work. Each process on the farm needs to be managed effectively to optimize the output of the farm business. Dairy skills training helps participants to understand the science behind the processes employed caring for livestock and growing crops for feed.

The Dairy Feeder Class focuses on:

- Overview of importance of feeding: putting the importance of the job in perspective,
- Loading order, mixing time, accuracy. TMR Tracker/software. Calibrations & equipment maintenance,
- Dry matter: what it is and why it matters. Taking a proper sample, testing for dry matter. Feeder math,
- Feeder Safety,
- Bunk face maintenance/uncovering bunk. Any other questions/topics that come up.

Location:

October 27, Emerling Farms, Perry

Nutritionist Bob Kozlowski, Advanced Dairy Solutions

October 28, Hemdale Farms, Seneca Castle

Nutritionist Mark Spoor, Cargill Animal Nutrition

The Quality Forage Production Module will emphasize:

- A Systems Approach to Quality Forage

Production,

- Maximizing Forage Quality and Yield,
- Inventory Management for Year Round Forage Availability
- Harvest and Storage Management Impacts on Quality
- Minimizing Forage Pests in Both Corn and Hay
- Maximizing Milk Production from Forage
- Trends in Forage Feeding

Lecture Locations:

November 10, 12, 17 & 19; 6:30 pm – 9:00 pm:

CCE - Orleans, Ontario and Wyoming Counties

with presenters Tom Kilcer, David DeGolyer,

Mike Stanyard, and Corwin Holtz

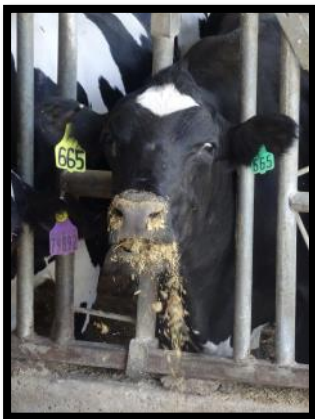
An on-farm session will be held on November 20 at a location to be announced to provide some practical hands on experience.

For more information or to register contact the Wyoming County Dairy Institute at:

<http://wyoming.cce.cornell.edu/dairy-institute>,

e-mail: wcdi.cornell.edu or call 585-786-2251. Jerry Bertoldo, Libby Eiholzer and Sarah Carlson can answer questions you might have regarding dairy skills training.

Later, in Winter and Spring of 2016, modules are being planned on Animal Wellbeing; Antibiotic Stewardship, Machinery Maintenance and Foot Health and Lameness Prevention.



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Bunker Silo Safety Reminder from the OSHA Work Group

By: NYCAMH, NEDPA, NYFB and PRO-DAIRY

Corn silage harvest is fast approaching. Days are getting shorter. Before harvest begins, be sure to get the crew together for a safety meeting. Please review this general list of ideas for a safe harvest season.

A sample of things to cover:

- ◆ Make a list that fits your farm!
- ◆ Rules of the road, speed, specified routes and alternatives to reduce neighbor irritation, beware of complacency- the 28th time at the same stop sign can get boring, but still need to stop!
- ◆ Get a good night's sleep. Tired operators are more likely to make mistakes.
- ◆ Carry water and snacks/stay hydrated.
- ◆ Stay in communication, let others know of hazards when they are observed.
- ◆ Stay in trucks or equipment when waiting. If must exit, radio other operators.
- ◆ No extra riders unless in training.
- ◆ Make sure lighting is adequate for all work performed after sunset.
- ◆ Make sure that staff use the proper personal protective equipment, such as hearing protection in noisy areas.

Pre harvest:

- ✓ Check over trucks and equipment, tires at proper inflation, worn tires changed, lights all functioning.
- ✓ Check field entry routes for wash-outs and culvert problems, especially after all the rain we experienced in places this year.
- ✓ Mark driveways with flags so that drivers do not have to guess where the edge is.
- ✓ Check common routes for road crew activity or other new issues.
- ✓ Consider providing high-visibility clothing for staff. Daily: remind drivers, packers and chopper operators to be safe, use safety belts and take no unnecessary risks.

Filling:

- * If new silage is being added to old silage, mark



Photo Source: Libby Eiholzer

where the two materials are joined: the joint areas can be very unstable during silage removal and can collapse without warning. Extra caution is warranted with any activity in these areas.

- * Avoid putting new silage over the top of existing piles covered with plastic. Major slippage of the top pile can occur during silage removal.
- * Pile height should not exceed the reach of the unloading equipment. Staff should be told the target pile height.
- * Packing tractor(s) should be ROPS equipped, operators belted in.

Rollover hazard is obvious. Side slope steepness is an important safety concern. There are many factors that influence safe operating gradient. Minimize exterior side slopes as much as practical, beware of soft spots. Safest packing is achieved when driving up and down the pile: some references suggest no more than a 3:1 slope for this type of operation.

Only the most experienced equipment operators should pack. Provide new packing operators with proper training.

Due to tip-over hazard, for hydraulic dump bodies, do not back up onto the pile to dump.

Inform all staff that only authorized personnel should be in the silo filling area; extra people should be kept out. Make sure appropriate signage such as “No unauthorized personnel” and “Danger” is posted visibly.

Covering crew:

- ✓ Conduct safety meeting before going up onto the piles.
- ✓ Designate those who will work near the edge, all others stay away!
- ✓ Make sure workers are not wearing slick surface shoes.
- ✓ Remind workers to watch out for each other and no horseplay on top.

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The Secure Milk Supply Plan – Prepping for the Worst

By: Jerry Bertoldo

Providing an uninterrupted supply of food to a nation during a crisis is always a concern of government. Since the Foot-and-Mouth Disease (FMD) outbreak in England in the late 1990's and the 9/11 attack, the US has had heightened awareness of what a foreign animal disease introduction might mean to both domestic food supply and the economic viability of animal industries.

FMD is a highly contagious viral disease of cattle and other cloven-hooved animals such as pigs, sheep, and goats. It causes ulceration of the oral mucosa, lameness, abortion, teat ulcers and erosions. Naïve animals will experience reduced appetite, loss of weight and decreased milk production and increased mastitis due to teat sores and discomfort during milking.



The last outbreak of FMD in the USA was in 1929. Unlike many of the 100 countries worldwide that have an ever-present problem with FMD, the USA has never routinely vaccinated for it, therefore our cattle are very susceptible to this virus. Vaccination minimizes virus shedding, clinical signs and economic loss, but makes incidence surveillance very difficult. Fortunately, FMD does not affect humans and is not a food safety issue. Pasteurization effectively kills the virus.

Security agencies know that terrorist organizations have FMD in mind as a tactic to economically damage the United States. Simulated computer drills say that introduction of FMD at one location could result in disease spread to over 20 states in a matter of days with a cost of elimination and control running into the tens of billions of dollars.

Should we really be that worried? Well, raw milk, uncooked meats, manure, urine and mucous discharges from a positive animal can harbor the virus which is resilient to drying and temperature

changes. Both inanimate objects and humans can be means of spreading the virus as well. Intentional introduction could be rather easy.

In 2011, a plan was developed funded by USDA-APHIS to establish procedures to safely move unpasteurized milk from unaffected farms within a "movement-restricted area" to processing plants. Circular zones would be established around known positive farms. Any farm identified as infected in a restricted-movement area would automatically be prohibited from having unauthorized persons, livestock and vehicles of any kind enter or leave the farm until animal health officials have tested, eliminated positive animals and certified the farm FMD free. Other farms would have to be designated free of FMD by inspection and bulk tank testing before vehicular, animal or human traffic was permitted.

The obvious most critical need on a dairy is to have milk transported off the premises. Dumping milk poses huge economic as well as environmental problems where feed deliveries, veterinary services and service calls can usually be delayed without major consequences. The Secure Milk Supply Plan was designed to work with a few herds, milk haulers and small processing plants to develop a viable pre-certification process towards eligibility to ship milk from the farm within a movement-restricted area in an FMD outbreak.

New York has joined 10 other states within the Mid-Atlantic Secure Milk Supply initiative. This plan will provide training to dairy service personnel and farms under the supervision of our Dept. of Ag & Markets. Demonstration farms undergoing pre-certification would not be reimbursed for the necessary access lane preparation, truck wash station, equipment and supplies, however. This project will provide a valuable template for controlling the spread of other infectious diseases and hopefully will never be needed for its intended purpose.



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68k Miles
20/46 Axles
24' Frame

2006 Kenworth 1800, CAT C11 335 h.p., 68,000 miles, diesel, 10 spd., eng. brake, Haulmax susp., 5.29 ratio, 22.5 tires, all steel wheels, 264" w.b., 20,000# F/A, 44,000# R/A, Terex Stinger BT2047 crane, double frame, will separate crane from chassis, 188" c.t., 24.6" of frame behind cab, stk# 4928, \$62,900.



600 HP
46k Rears

2001 Mack CL733, Cums. ISX 600 h.p., 687,556 miles, diesel, 18 spd., eng. brake, spring susp., 24.5 tires, all steel wheels, 216" w.b., 16,000# F/A, 46,000# R/A, heavy spec day cab w/dbl. frame, wet line, stk# 4880, \$18,250.



Clean 41' Bucket Truck

2005 Freightliner FL112, CAT C7 210 h.p., diesel, 170,066 miles, auto, spring susp., 22.5 tires, all steel wheels, 150" w.b., 10,000# F/A, 17,500# R/A, very clean bkt./service truck, 41' Lift-All bkt., 13' Reading utility body, aux. hyd., pintle hitch, stk# 4807, \$24,900.



16k/46k Wetline

1994 Mack CL713, E7 400 h.p., diesel, 18 spd., eng. brake, spring susp., 206" w.b., 24.5 tires, spoke wheels, 16,000# F/A, 46,000# R/A, 519,790 miles, heavy spec day cab w/2 line wetline & double frame, stk# 4812, \$15,900.



20k/65k
74k Miles
21' Box

2009 Western Star 4900, Det. 14L 515 h.p., 73,999 miles, diesel, 8LL, eng. brake, Hend. susp., 21" AL-FAB haul truck w/triple frame, 12x24 tires, spoke wheels, 244" w.b., tri axle, 18,740# F/A, 65,000# R/A, steel comp., stk# 4882, \$59,900.



76k Miles
20/46 Axles
Allison Auto

2005 Mack Granite CV713, Al 400 h.p., 76,000 miles, diesel, Allison auto., eng. brake, Haulmax susp., 22.5 tires, spoke wheels, 230" w.b., 20,000# F/A, 46,000# R/A, very clean w/double frame, plow & wing mounts & controls, pintle hitch, stk# 4887, \$59,900.



20k/54k
Dbl. Frame
30' Frame

2002 Mack RD688S, E7 400 h.p., diesel, 350,665 miles, 8LL, eng. brake, camelback susp., 12x24.5 tires, spoke wheels, 288" w.b., 20,000# F/A, 54,000# R/A, heavy duty, dbl. frame w/30' of frame behind cab, 200" c.t., Fassi 330SE.24 drywall block crane, can be removed, stk# 4935CC, \$39,900.



94k Miles
Clean Crane

2003 Int'l 4300, DT466237 h.p., diesel, 94,813 miles, auto, spring susp., 22.5 tires, all steel wheels, 187" w.b., 13,000# F/A, 22,000# R/A, very clean, 47' Ateco DM7 crane/auger/pole grabber w/4 stabilizers, aux. hyd., rear hitch w/air & electric hook ups, stk# 4681, \$24,900.



20/46 Axles
515 HP
20' Frame

2007 Western Star 4900A, Det. 14L 515 h.p., 380,730 miles, diesel, 18 spd., eng. brake, rubber block susp., 17" steel drum body, 12x24 tires, spoke wheels, 216" w.b., 20,000# F/A, 65,000# R/A, steel comp., double frame, full locking rears, Tulsa 35 ton winch, tail roller, stk# 4992, \$49,900.



44k Rears
454HP

1996 Mack CL713, E7 454 h.p., 321,236 miles, diesel, 18 spd., eng. brake, camelback susp., 4.35 ratio, 24.5 tires, spoke wheels, 206" w.b., tri axle, 14,000# F/A, 44,000# R/A, heavy spec tractor w/dbl. frame, 18,000# air lift axle, air slide 5th wheel, stk# 4900, \$19,900.



20k/44k
104k Miles
21' Bed

2007 Kenworth T800, CAT C11 335 h.p., diesel 104,396 miles, 10 spd., Neway susp., 4.63 ratio, 22.5 tires, all steel wheels, 240" w.b., 20,000# F/A, 44,000# R/A, southern truck, no rust, dbl. frame, 21" steel flatbed w/winged fold down cage sides, can be removed, stk# 4920CC, \$52,900.



44k Rears
93,000 Miles

(2) 2005 Kenworth T800, 36" flat top spr., CAT C13 410 h.p., diesel, 93,255 miles, 10 spd., eng. brake, Neway susp., 5.29 ratio, 22.5 tires, all steel wheels 200" w.b., 12,000# F/A, 44,000# R/A, very clean, 2 line wet line system, good rubber, stk# 4839, \$35,250.



20k/65k
500 HP

1996 Mack CL713, E9 500 h.p., 293,953 miles, diesel, 18 spd., eng. brake, walking beam susp., 17" steel drum body, 12x24 tires, spoke wheels, 216" w.b., 20,000# F/A, 65,000# R/A, steel comp., double frame, off road tires, stk# 4904, \$34,900.



18k/46k
Lockers
Allison auto.

2008 Freightliner M2 106, Cums. ISC 330 h.p., 249,570 miles, auto., T-Ride susp., 6.14 ratio, 22.5 tires, all steel wheels, 226" w.b., 18,000# F/A, 46,000# R/A, very clean, dbl. frame, stk# 4919, \$44,900.



46k Rears
515 HP

2006 Freightliner FLD12064S, Det. 515 h.p., 14L diesel, 8LL, eng. brake, air ride, 191" w.b., 22.5 tires, alum./steel wheels, 14,800# F/A, 46,000# R/A, 426,238 miles, clean, full locking rears & Challenger vacuum pump, dual exhaust & air cleaners, stk# 4801, \$37,900.



133k Miles
20/46 Rears

(3) 2005 Peterbilt 357, CAT C11 305 h.p., diesel, auto., Haulmax susp., 216" w.b., 22.5 tires, alum. wheels, 22,000# F/A, 46,000# R/A, 133,852 miles, good running, low mile truck w/Michelin 10.5 yd. meter, will separate meter from chassis, 17" frame behind cab, 140" c.t., stk# 4893-4894, \$56,800.



31k ECM
Miles

2004 Freightliner M2 106, MBE-900 280 h.p., 31,007 miles, diesel, 8LL trans., eng. brake, air ride, 3.90 ratio, 22.5 tires, alum./steel wheels, 228" w.b., 16,000# F/A, 40,000# R/A, 17' deck, Weldco Hydrolift HL858, (2) rear outriggers, nice & clean truck, stk# 4641, \$38,900.



Qty. (2)
w/46k Rears

(2) 2004 Kenworth T800, CAT C12 430 h.p., 1,000,000 miles, diesel, 10 spd., eng. brake, air ride, 4.56 ratio, 22.5 tires, alum./steel wheels, 205" w.b., 12,350# F/A, 46,000# R/A, good running, clean, heavy spec, stk# 4902 & 4903, \$27,900.



18k/46k
Chassis

1998 Mack CL713, E7 350 h.p., diesel, 398,243 miles, 8LL trans., eng. brake, camelback susp., 315/80R22.5 tires, all steel wheels, 221" w.b., 18,000# F/A, 46,000# R/A, low mile C&C w/dbl. frame, 166" c.t., stk# 4937, \$22,900.



475 HP
20' Alum.
Clean Pete

2005 Peterbilt 378, CAT C15, 475 h.p., diesel, 18 spd., eng. brake, 206" alum. box, Air Trac susp., 264" w.b., 22.5 tires, alum. wheels, tri axle, 20,000# F/A, 66,321 miles, very clean, double frame dump truck w/dbl. intakes & exhaust, 20,000# air lift axle, full locking rears, stk# 4817, \$59,900.



44k Rears
Camelback

2007 Mack Vision CX613, Al460 460 h.p., 479,294 miles, diesel, 18 spd., eng. brake, camelback susp., 22.5 tires, alum./steel wheels, 220" w.b., 14,500# F/A, 44,000# R/A, clean, heavy spec, wetline, air slide 5th wheel, stk# 4837, \$38,900.



470 HP
20/46
21' Frame

2006 Kenworth T800, CAT C13 470 h.p., ACERT diesel, 18 spd., eng. brake, air ride, 4.10 ratio, 239" w.b., 24.5 tires, alum./steel wheels, 20,000# F/A, 46,000# full locking R/A, 103,302 miles, very clean, low mile C&C w/PTO & pump, 21" frame behind cab, 164" c.t., stk# 4858, \$60,000.



46k Rears
Lockers
2365k Miles

2009 Peterbilt 367, CAT C15 475 h.p., 365,800 miles, 8LL trans., eng. brake, Air Trac susp., 3.70 ratio, all alum. wheels, 224" w.b., 14,000# F/A, 46,000# R/A, super heavy spec, full lockers, dual steer boxes, stk# 3874, \$69,900.



Qty. (2)
60k Miles
20k/44k Tanker

(2) 2008 Kenworth T800, CAT C13 350 h.p., diesel, 10 spd., eng. brake, Neway susp., 22.5 tires, alum. wheels, 214" w.b., pneumatic tank w/3,000 gal. capacity, stainless steel comp., 20,000# F/A, 44,000# R/A, dbl. frame, Texas truck, very clean, will separate tank from chassis, stk# 4821 & 4822, 101 miles, stk# 4821, \$67,736 miles, stk# 4821 & 4822, \$65,900.

Small Farms Happenings

By: Nancy Glazier

October is BQA Month!

I am a member of the New York Beef Quality Assurance Committee and once again we are promoting October as BQA month. It is a national program for beef producers that provides science-based management practices that enhance carcass quality and safety and improve animal care. BQA works to return more profits to producers and to protect consumer confidence in our beef supply. The BQA program is producer based, voluntary and locally led. In NYS it is coordinated through a combined effort of the New York Beef Council, Cornell University and the New York Beef Producers' Association.

There are classroom and chuteside portions required for Level 1 certification in NY. For Level 2 certification, a producer needs to have a working relationship with a veterinarian and have a signed Veterinary Client Patient Relationship (VCPR) form. I will be leading three trainings in the NWNY region. Mike Baker, Beef Cattle Extension Specialist, will be leading the training at Shoff Farms with Barb Jones taking registration. By attending a training a participant can become Level 1 certified. Cathy Wallace is handling registration. Contact her at 585.343.3040 x138 or cfw6@cornell.edu a week prior to the training. Manuals may be purchased for \$10 at each location. Details are listed below.

October 10, 9 am – 12 pm

Classroom and chuteside at Shoff Farms,
2296 Havens Corners Rd., Penn Yan

To register:

Barb Jones, 607-255-7712, bjj6@cornell.edu.

October 17, 10 am – 3 pm

Classroom portion at CCE Ontario,
480 N. Main St., Canandaigua.

Chuteside is at a nearby farm. Lunch provided.
\$15 registration fee.

October 23, 6 – 9 pm

Classroom and chuteside at Paul Strobel Farm, 3690



Dr. Steve Yousey assisting at a BQA training last year.

Coomer Rd., Newfane.

Light supper provided by the farm.

\$5 registration fee.

October 24, 10 am – 2 pm

Classroom and chuteside at McCormick Cattle Co.,
1878 Stedman Rd., Bennington.

Lunch provided. \$5 registration fee. Training sponsored by the New York Beef Producers' Association Western Region.

On-farm Manure and Silo Gas Safety Training Set for October 7 in Dundee.

Never would I have imagined a small grant for manure gas safety would have such a snowball effect. Some farms in Yates County use gypsum for bedding and alleys in their dairies. Dangerously high levels of hydrogen sulfide gas have been reported during

An advertisement for NACHURS bio-K liquid fertilizers. The top half shows a green tractor pulling a tillage implement in a field. The bottom half is a white box with the NACHURS logo and text. The text includes the slogan "WHERE ARE YOUR NUTRIENTS?", a description of the product as a leading brand of in-furrow liquid starters and foliar fertilizers, and a list of benefits: New Bio-K™ Technology, Quality, precision placement, Increased yield potential, Clean, non-corrosive, easy handling solutions, and Equipment Rebates up to \$3000. Contact information for Wayne Oosterhoff, NACHURS DSM, is provided along with a website link: www.nachurs.com.

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agitation of manure storages. Tom Eskildsen from Yates County Soil & Water Conservation District, Chris Warriner from Yates County Emergency Management and I applied for a grant to offset costs of 24 gas monitors for farmers and manure haulers and more sensitive meters for 3 fire departments.

The work group has conducted trainings covering manure gas safety and monitor use. These have been attended by farmers and firefighters. Tom has collected readings from farms using gypsum products that have pegged the monitors at 200 ppm. According to exposure limits from US Department of Labor, 100 ppm is 'Immediately Dangerous to Life and Health.' There are always hazardous gas risks associated with manure agitation, but there is a much greater risk with gypsum use.

In August we had a training at the Benton Fire Hall with Dan Neenan, Director for National Education Center for Agricultural Safety (NECAS). He brought a confined space demonstration trailer to Empire Farm Days and with help from Jim Carrabba with New York Center for Agricultural Medicine (NYCAMH), Dan made a stop at Benton Fire Hall

with the trailer. Eighty-five people attended and half the participants surveyed wanted an on-farm training in Dundee.

We will be providing the follow-up training Wednesday, October 7. Meeting time will be at 6:30 pm at the Dundee Fire Department, 12 Union St., to car-pool. The training will occur at the farm of Leonard Nolt, 5031 Jessup Rd. Leonard will agitate his pit and readings will be collected. A simulation rescue will be conducted by Emergency Management and the fire department. We will also take a walk around the farmstead for other safety discussions and head to the buggy shed for refreshments and Q & A. With corn silage harvest winding down and bunks covered and silos filled, silo gases can become a concern and the topic will also be covered.

If you have any questions regarding the above events, please give me a call! My cell number is 585.315.7746.

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MPP Dairy Registration Deadline Extended

Agriculture Secretary Tom Vilsack announced on September 22, 2015 that the deadline to enroll for the dairy Margin Protection Program for coverage in 2016 has been extended until Nov. 20, 2015. The voluntary program, established by the 2014 Farm Bill, provides financial assistance to participating farmers when the margin – the difference between the price of milk and feed costs – falls below the coverage level selected by the farmer.



"The fall harvest is a busy time of the year for agriculture, so this extension will ensure that dairy producers have more time to make their choices," said Vilsack. "We encourage all operations to examine the protections offered by this program,

because despite the very best forecasts, markets can change."

Vilsack encouraged producers to use the U.S. Department of Agriculture's Farm Agency Service (FSA) online Web resource at <http://www.fsa.usda.gov/mpptool> to calculate the best levels of coverage for their dairy operation. The secure website can be accessed via computer, smartphone or tablet.

He also reminds producers that were enrolled in 2015 that they need to make a coverage election for 2016 and pay the \$100 administration fee. Although any unpaid premium balances for 2015 must be paid in full by the enrollment deadline to remain eligible for higher coverage levels in 2016, premiums for 2016 are not due until Sept. 1, 2016. Also, producers can work with milk marketing companies to remit premiums on their behalf.

To enroll in the Margin Protection Program for Dairy, contact your local FSA county office. To find your local FSA county office, visit <http://offices.usda.gov>.

Payments under the program may be reduced by a certain percentage due to a sequester order required by Congress & issued pursuant to the Balanced Budget and Emergency Deficit Control Act of 1985. Should a payment reduction be necessary, FSA will reduce the payment by the required amount.

The Margin Protection Program for Dairy was made possible through the 2014 Farm Bill, which builds on historic economic gain in rural America over the past six years, while achieving meaningful reform and billions of dollars in savings for the taxpayer.

Source: USDA News Release No. 0263.15



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OCTOBER 2015

Save the Date...

- 7 **On-Farm Manure & Silo Gas Safety Training**, 6:30 p.m., Dundee Fire Dept., 12 Union St., Dundee. For more details see page 13.
- 10 **BQA in a Day**, 9:00 a.m. - 12:00 p.m., Schoff Farms, 2296 Havens Corners Rd., Penn Yan. For registration contact: Barb Jones at 607-255-7712 or bjj6@cornell.edu
- 13 **Managing our Milking Center for Profit**, 10:00 a.m. - 3:00 p.m., Bohn's Restaurant, 5256 Clinton St., Batavia, Lunch provided, **RESERVATION REQUESTED!** To register contact: Quality Milk Production Services at: 877-645-5522
- 15 **SafeTalk Suicide Prevention Trainings**, 8:30 a.m. - 12:00 p.m. (morning session) or 12:30 p.m. - 4:00 p.m. (afternoon session), Clarion Hotel, 8250 Park Road, Batavia. FREE to attend, but registration is REQUIRED. Contact: Racheal Bothwell at rap29@cornell.edu
- 16 **Cover Crop & Reduced Tillage Workshop for Organic Vegetable Growers**, 10:00 a.m. - 3:30 p.m., USDA-NRCS Big Flats Plant Materials Center, 3266 State Route 352, Big Flats, For questions contact: Paul Salon at: 607-562-8404 or paul.salon@ny.usda.gov. To register: <http://events.constantcontact.com/register/event?llr=fzz4ttqab&oeidk=a07ebazbqlv59c0ed3d>
- 17 **BQA in a Day**, 10:00 a.m. - 3:00 p.m., CCE - Ontario County, 480 North Main St., Canandaigua, & a nearby farm. For registration contact: Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu. For more details see page 12.
- 23 **BQA in a Day**, 6:00 p.m. - 9:00 p.m., Paul Strobel, 3690 Coomer Rd., Newfane. For registration contact: Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu. For more details see page 12.
- 24 **BQA in a Day**, 10:00 a.m. - 2:00 p.m., McCormick Cattle Co., 1878 Stedman Rd., Bennington. For registration contact: Cathy Wallace at 585-343-3040 x138 or cfw6@cornell.edu. For more details see page 12.
- 27-28 **Dairy Feeder Class**, 10:00 a.m. - 2:00 p.m., RSVP by: October 20, For more details see page 7.

NOVEMBER 2015

- 6 **Cover Crop & Soil Health Workshop and Tour**, 9:30 a.m. - 3:30 p.m., Big Flats Community Building, 476 Maple St., Big Flats, \$10 to cover lunch. For additional information contact: Paul Salon at: 607-562-8404 x103 or paul.salon@ny.usda.gov, To register: <http://events.r20.constantcontact.com/register/event?oeidk=a07eban6peya1a81ef5&llr=fzz4ttqab>, DEC & CCA credits applied for.
- 10 **Quality Forage Production Module**, For more details see page 7.

October is BQA Month!

Details for trainings can be found on the New York Beef Council website: www.nybeef.org or in Cattle-men's Corner (www.nybeef.org/bqatraining.aspx) or contact the NY Beef Council at: 315-339-6922 or email Carol Gillis at cgillis@nybeef.org

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