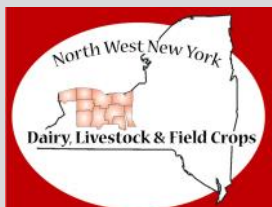




Ag Focus



NWNY Team Hosts Dr. Temple Grandin at Lawnhurst Farms, LLC

By: Libby Eiholzer

On September 17th, the NWNY Team was pleased to host Dr. Temple Grandin in an on-farm workshop at Lawnhurst Farms, LLC in Stanley, NY. Dr. Grandin is a professor of Animal Science at Colorado State University, a world-renowned expert on animal handling and one of the most well-known autistic professionals. More than 100 local dairy and beef farmers, extension educators, and people working in associated industries met in the farm shop to hear Dr. Grandin speak on reducing stress in animal handling.

Prior to the workshop, Dr. Grandin conducted a farm walk-through with Donny Jensen, one of the farm's co-owners. Upon viewing the calf, heifer and milking cow facilities, Dr. Grandin exclaimed about the excellent animal health as well as the clean, modern facilities. A message that she shared passionately then and throughout the day was that with so much bad press about dairy farms in the media, many people who don't grow up on farms come to think mistreatment of animals is the norm. She stressed that farms like Lawnhurst should be blogging, uploading videos to YouTube, and looking for other ways to tell the public the real story behind modern dairy farms.



Nancy Glazier & Libby Eiholzer listen to Dr. Grandin comment on calf condition to Donny Jensen.

Photo source: Meg Gaige

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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.



Photo source: Nancy Glazier

Continued from page 1

Following the workshop at Lawnhurst Farms, Dr. Grandin spoke to an audience of more than 700 at Hobart and William Smith Colleges, a liberal arts college in Geneva. There she spoke about her life with autism and her work in the humane treatment of animals.

If you missed Dr. Grandin in September, you still have another chance to see her in New York this year. She will be the keynote speaker at Farm Bureau's members-only conference on October 29th in East Syracuse titled *Opening the Barn Door: Communicating With the Public About Your Animals and Your Business*. For more information visit <http://www.nyfb.org/>.

An additional opportunity to improve your ability to share your agricultural story with the public will be available through a new course the NWNy Team is hosting on January 13 and 20, 2016: Cow Comfort & Animal Welfare. The first day of the course will feature Dr. Katy Proudfoot of the Ohio State University in a discussion on animal welfare. The second day will feature Beth Meyer of the American Dairy Association to teach you how to craft your farm story for the public, along with Sara Gillette of Upstate Niagara Cooperative to discuss the FARM program and areas for improvement in animal welfare on New York's dairy farms. Stay tuned for more details in upcoming issues of Ag Focus and on our website.



Lawnhurst calves greet Dr. Grandin during her tour of the farm.

Photo source: Meg Gaige

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Dr. Grandin chats with Meghan Hauser, Zeke Roulo and Cathi Book of Table Rock Farms during the farm walk-through.

Photo source: Meg Gaige

Pasture Improvements Begin Now

By: Nancy Glazier

Before the grazing season becomes a distant memory take time to assess how productive your pastures were. Should they be more productive? Are you looking to raise more animals on the same acreage? Are there just too many weeds? Does it 'look bad'? Plans for improvement can begin now for next spring.

November is generally a good month (if no snow is on the ground) to take a walk with your pen and paper and note what you see. Note if pastures have bare patches or plants are in general sparse. Also note what weeds are present and whether they are annuals, biennials, or perennials. Once evaluated an action plan can be developed. If some pastures need renovation, can they be taken out of rotation for a short period?

Under-producing pastures can be due to lots of reasons. The weather issue is out of our control, but should be noted. What species are present, native or improved grasses? What percent legumes? Weeds? You can't change your soil type, but it can be improved with fertility. Take a soil sample, and apply fertilizer or manure and lime to the recommendations. It will take time for lime to react with the soil. Don't apply more than 2 tons to an existing pasture.

Do the pastures have native grasses? Yes, if they haven't been seeded in the past 10 or more years. They are generally lower yielding than improved varieties. If there aren't many legumes present, grasses would greatly benefit from some nitrogen fertilizer. Pencil out the least expensive form of nitrogen; only apply when the grasses are actively growing to reduce losses from volatility or leaching. It will only pay for itself if you need more forage. If a paddock or two needs to be completely renovated, maybe an application or two of nitrogen will help you get through the season while the others get established.

What about adding species? An option is to frost-seed clovers. White or red clover will supply



A diverse pasture mix with improved legume and grass species is higher yielding.

Photo source: Nancy Glazier

nitrogen to the grasses. Now is the time to make sure there will be bare soil for good seed contact. Pastures can be mowed or grazed short to improve frost seeding success in March. Grass and legume mix could be no-till drilled into the pasture, too. This could be done early spring or late summer. Existing pasture would need to be 'held back' by overgrazing or short clipping. These both require a bit of luck and cooperation with timely rains.

It is also important to look at your plant-animal balance. Utilizing a rotational grazing system is a great start to improving yields. Rest and recovery are critical for regrowth. In general, pastures should not be grazed shorter than 3-4". There are specific reasons to do otherwise, if you are frost or overseeding. If needed, I can provide some resources to help you calculate how many animals your farm can carry.

Weeds are opportunistic, that's why they are weeds. They will fill in wherever there is a bare patch or thin spot. Chances are, you'll have bare areas near gates; those are unavoidable. If at all possible, move water troughs each rotation to prevent problem areas. A short term fix is to reseed bare patches. For long term solution, address the culprit and try to prevent those bare spots.

Know weed species to target control. Timely grazing and clipping are helpful. Annuals and biennials can usually be taken care of with clipping prior to seed set. Perennials may need multiple mowing over years to control. One option would be to clip perennials then spray regrowth with herbicide. The downside of herbicide use is it also controls desirable broadleaves, like clovers and trefoil. Maybe spot spraying is an option. Pay attention to timing if herbicide is used. Read the label, and make sure to keep animals off the pastures for the required time.

Where will you keep your livestock this winter? It could be a paddock that needs to be renovated. The added nutrients will be there from manure and wasted feed. If this is done, try to move hay rings or feeders around the pasture to help distribute the nutrients. Make sure there will be no runoff to any water sources.

A part of a good grazing system is to have a sacrifice area. This can be a barnyard or small paddock where livestock can be moved off pastures and fed stored feed. This can be used any time of the year.

I have seen compaction be an issue in some pastures that are more like grassy exercise lots. This topic will be saved for a separate article.

This is a short overview of some things to think about this winter. If you have questions just let me know.



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Wyoming County and
NWNY Dairy, Livestock & Field Crops Team

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Instructional Support Provided by Alfred State College, WNY Crop Management Association and Holtz-Nelson Dairy Consultants LLC

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- Whole Farm System -Matching Ration to Rotation
- Soil Health Management
- Maximizing Forage Quality & Yield
- Minimizing Forage Pests
- Forage Storage
- Nutrient Management
- On-Farm Demonstrations and practice

November 10, 12, 17& 19th

6:30-9:00 PM

On-Farm Session

November 20th
10am-3pm

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Locations:

- CCE Wyoming County
- CCE Ontario County
- CCE Orleans County

Questions?

From more information or to Register, visit:
wyoming.cce.cornell.edu/dairy-institute or
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Accommodations for persons with disabilities may be requested by calling 585-786-2251 by October 31st (10 days prior) to ensure sufficient time to make arrangements. Requests made after this date will be met when possible. Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with disabilities and provides equal program and employment opportunities

Fall Crop Topics

By: Mike Stanyard

Soil Sampling

Fall is a great time to get some of your soil sampling done. I know soil sampling can be a daunting task, particularly if you have a large number of acres to cover. Ideally, soil sampling should be done every three years and so it is recommended that you sample one-third of your acres each year. This keeps all your acres on a three-year cycle and you won't want to toss your soil probe into the closest pond!

Tips for taking an accurate soil sample:

- Sample to the proper depth depending on tillage. This is usually from 6-8 inches.
- Take 15-20 core subsamples from each sampling area. Take separate samples depending on variation in soil type, topography, and cropping practices.
- Avoid taking samples from areas such as hedgerows, wet or eroded areas and near fences.
- Mix subsamples thoroughly in a clean plastic bucket.
- Dry wet samples at room temperature on cardboard or use a fan for quicker drying. Remove any stones, sticks, and roots from the sample.
- Keep samples separated and labeled with a sample name or number.
- Fill out the sample sheet completely or there will be no recommendations generated. Required information includes soil name, acres, past cropping history and future crops for three seasons, and manure history.



Photo source: Cornell Nutrient Management SPEAR Program



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Fall Weed Control in Wheat

Most of our wheat is planted in WNY. If time and weather permits, the fall is a great time to go after problem weeds that germinate right along with the winter wheat crop. This complex includes corn chamomile, shepherds purse, chickweed, henbit, and purple dead nettle. Buctril should be applied when rosettes are under two inches in diameter. Harmony Extra is effective on a broader spectrum of weeds (wild garlic & chamomile). Ohio State discourages application of 2,4-D to emerged wheat in the fall due to the risk of injury and yield reduction, and most labels do not list this use. Fall application of dicamba has not caused injury or yield loss in their research trials, <http://corn.osu.edu/newsletters/2014/2014-37/late-fall-weed-control-in-winter-wheat>. Annual and roughstalk bluegrass and cheat also emerge in the fall right along with the wheat. Russ Hahn's field research with Osprey shows better control when applied in early spring versus the fall.

It pays to scout your wheat fields and determine the weed species present in your fields. If you plan on frost seeding clover, now is your only chance for weed control. Decreasing high weed populations in the fall helps your wheat crop get off to a better start next spring!



Photo source: Mike Stanyard

Alfalfa Stand Assessment

It is time to determine if older alfalfa fields are going to be kept another year. Usually by the third year stands begin to look a little thin and weedy species

such as dandelion or quackgrass can begin to take over. Herbicides can be applied to take out many of the broadleaf weeds but there might not be enough alfalfa plants to make it an economical choice. The best way to determine if your stand has enough yield potential is to count the number of alfalfa stems in a square foot. Take about five samples throughout the field and if the average number of stems per square foot is lower than 40, it is probably time to rotate.

The reduced forage yields this year may have some influence on whether or not to burn-down borderline fields. A better option might be to wait until next spring, take off first cutting, burn-down with a herbicide and plant back to corn.

Stems/sq. ft.	Yield Potential
55	Optimal
40-55	Some yield loss expected
<40	Significant yield loss - rotate

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Annual Farm Business Summary & Analysis Season Is Right Around The Corner

By: John Hanchar

Summary

- Sound financial planning and control are keys to successfully managing a farm business.
- The next few months present good opportunities to evaluate your business' financial management practices.
- The NWNY Dairy, Livestock, and Field Crops Program has the capacity to work with a variety of producers as they seek to improve their business' financial management practices.

Background

At a recent agricultural event, an agricultural lender from the region and I discussed the current financial environment for farm businesses, noting that numerous farm businesses were facing challenging times. Research and individual experience suggest that implementation of effective financial management practices, including annual farm business summary and analysis, better positions a business for success during challenging business environments.

Effective Farm Financial Management; Some Characteristics

Effective farm financial management emphasizes sound financial planning and control.

Financial planning is using financial information to answer the following questions.

1. Where is the business now?
2. Where do you want it to be?
3. How will you get the business to where you want it to be?

Financial planning practices include

- generating financial statements (balance sheet, cash flow statement, and income statement)
- using results to identify strengths and weaknesses
- developing projections, including those

associated with proposed changes to the farm business

Financial control involves measuring financial condition and performance over time to determine whether or not the business is achieving desired results, and if not asking, "Why not?" to identify and implement needed changes.



Photo source: Cornell University

As the end of the year draws near, the next few months present good opportunities to examine your business' financial management practices. As a farm business owner, you have financial objectives and goals, written hopefully, or unwritten. These direct your efforts. Do you measure the financial condition of your farm business using the balance sheet? Do you measure financial performance using the cash flow statement and income statement? If you don't measure financial management factors, then how do you expect to successfully manage the business toward achieving desired financial results?

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The statement “If you can’t, or don’t measure it, then you can’t manage it” with its emphasis on measuring outcomes underlies the value and need for sound financial management.

Cornell University Cooperative Extension’s Dairy Farm Business Summary (DFBS) Program

- The objective of the DFBS Program is to allow producers to analyze their production and financial situation, set future goals, and make sound financial decisions.
- The DFBS also allows producers to compare their business performance to that of other dairy producers.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, capital and labor efficiency as well as analyses of the cropping and dairy aspects the business.

The DFBS program is a preferred financial management tool for summary and analysis for dairy farm businesses of all kinds.

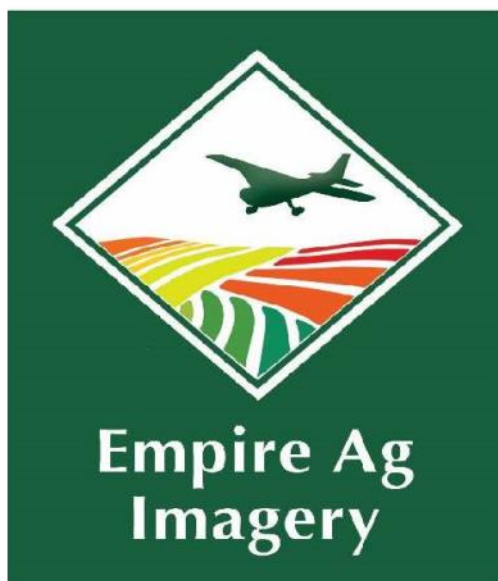
Financial Statements for Agriculture (FISA) Program

- FISA is a computer based spreadsheet program that can be used by all types of farm businesses to achieve an objective similar to the one above for the DFBS Program.

- In practice, FISA’s ability to provide peer to peer comparisons is limited.
- The summary and analysis for each farm includes profitability analysis, balance sheet analysis, analyses of annual cash flows and repayment ability, as well as some capital efficiency measures and analysis. The program does not summarize and analyze production aspects of the business.

Farm Business Summary and Analysis with the NWNY Dairy, Livestock, and Field Crops Program

If you are interested in improving your farm business’ ability to practice sound financial management, then please contact me to learn more about some of the tools available and their value and/or to discuss plans for completing a farm business summary and analysis for 2015. Owners of all types of farm businesses are encouraged to contact me. The NWNY Dairy, Livestock, and Field Crops Program has the capacity, using the above tools, to develop valuable farm business summary and analysis. The NWNY team has the capacity and desire to work with a variety of farm businesses -- dairy (small, medium, and large; conventional; organic; grazing; and others), field crop, livestock, and others.



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68k Miles
20/46 Axles
24' Frame

2006 Kenworth T800, 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

2003Int'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 4900DA, 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 cu. yd. mixer, will separate mixer 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 HL558, (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, 46,000# R/A, 688,321 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, spoke wheels, 220" w.b., 14,500# F/A, 44,000# R/A, clean, heavy spec, wetline, air slide 5th wheel, stk# 4897, \$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 & 4822, \$65,900.

Cold Weather Diesel Reminder

By: Timothy X. Terry

Dairy Strategic Planning Specialist

Well it's official. The latest issue of the *Farmer's Almanac* has predicted that the winter of 2015-2016 will be just as snowy and cold as last winter – brace yourself for another November to remember. According to the *Almanac* the northeast can expect to have severe cold (<0°F) spells and above normal snowfalls in December, January, AND February. However, animals still have to be fed, manure scraped and/or hauled, and the driveway has to be plowed for the milk truck. All this cold, snowy weather means tougher operating conditions for your diesel engines, and the last thing you need is for one of them to seize up, fail to start, or fuel to gel.

When the temps begin to dip below 20°F you'll want to start using the various cold starting aids recommended by the equipment manufacturer. Glow plugs, common on pick-ups and truck engines, are usually sufficient down to as low as -20°F. Performing a quality check on each of the glow plugs is an excellent preventative measure to do now while it's still somewhat warm. Unplugging the connection at the top of the glow plug and connecting an ohmmeter to the terminals is an easy first check. If the circuit is open (0 ohms) the plug is probably dead. If the truck is equipped with a computer port under the dash a simple hand held analyzer (scanner) may do the same thing only faster. As with anything else, follow the manufacturer's recommended procedures.

Supplemental Aids

At or below -20°F you'll want to start using a block heater, as well. The block heater heats the coolant surrounding the cylinders and makes it easier for the engine to start. You may want to keep this plugged in any time the engine is not running. That way the equipment will always be ready to start as soon as you need it and it will prevent rapid cooling after shutdown.

Another cold weather aid to consider, especially below -20°F, is an oil pan heater. Many engines come with a port designed for a heater plug. If not, there



Photo source: Flickr.com

are stick-on heating pads available that are attached to the sump of the oil pan. This may provide a little heat to the engine, but mostly it keeps the engine oil warm and flowing so that it is lubricating vital engine parts and supplying any hydraulic components (i.e – lifters). This will help the engine to operate properly and avoid seizing.

Block heaters and oil pan heaters frequently come as a kit. Both units are hard wired together to a single 3-prong plug. The lead on this unit is usually quite short which means you will need to use an extension cord. For safety's sake make sure that both the cord and the outlet it's plugged into can handle the amperage drawn by the heaters.

And, of course, there are the ubiquitous, squatty, white spray cans – otherwise known as ether. Ideally, ether should *only* be used as part of a kit that dispenses the material directly into the intake manifold and not via the air filter. While the air filter method is easy it is not safe when using such a flammable material. Moreover, ether should never be used on engines with any other cold starting system – glow plugs, engine, or oil pan heaters.

Operation

Once started, the engine should be allowed to warm up to operating temperature (160° - 180°F coolant temp) before placing it under any significant load.

This ensures that the lubricating and hydraulic systems are ready to go and that the engine components are ready to take the strain. Furthermore, at operating temperature the combustion is more complete and therefore fuel economy is maximized and the risk of carbon deposition is minimized.

At highway or PTO speeds, the cooling fan may be delivering so much cold air that it is impossible to maintain that operating temperature. Your options here may be to install an on/off fan switch, air intake valve, or grille cover. The switch will turn the fan on or off as more or less cooling is required. An air intake valve (a.k.a. - underhood valve) regulates the type of air supplied to the intake – outside air (cold) vs. underhood air (tempered) depending on engine temperature. Similarly, a grille cover will reduce the amount of cold outside air available to the intake. (But I'm probably preaching to the choir, here).

Ounce of Prevention...

Just like we knew the hot weather was coming last summer, we know the cold weather is coming this winter, so a little preparatory maintenance now could save on a big time headache later.

- Measure current fuel quantities and forecast your fuel usages and purchases so that you use up all of the summer blend diesel and can take delivery of the winter blend before it turns really cold.
- Service all fuel filters regularly – on the pumps and on the equipment. As we head into a period of warm days and cool nights condensation may form inside the tanks leading to water deposits in the filters.
- Similarly, keep the equipment fuel tanks as full as possible. This is especially important if the equipment will be shut off overnight or over the weekend. Consider drawing down the tanks on equipment that will sit idle over the winter and make sure the fuel caps are on tight. If you do have to completely drain these tanks next spring before use at least you won't waste as much, and you will have a greater proportion of fresh fuel when you top them off next year. However, ALWAYS check the manufacturer's recommendations!
- Check the intake and air filters daily, especially if

we get a snow storm like last November. The blowing snow can condense and freeze cutting off the intake or plugging the air filter. This is where an underhood valve makes sense.

- Check all rubber parts (belts, hoses, etc.) on a weekly basis. Summertime heat may have caused them to stretch and weaken, but the wintertime cold could cause them to rupture. While you're at it check the protection level of the antifreeze. Additional water may have been added during the hurry of summer harvest so you may be at something other than a 50/50 mix. Any auto part store should carry an inexpensive bulb tester. With a cold engine, open the radiator cap and pull a little coolant up into the tester. Check to see which of the little balls are floating. This should correspond to a 50/50 to a 60/40 anti-freeze/ water ratio, but never more than a 70/30 because that could actually reduce your level of protection. Also check for rust in the coolant as this may be an indication that the coolant is not providing the necessary corrosion prevention and needs to be changed.
- Give the wiring harness a thorough inspection. Make sure all connections are tight and the insulation is sound. Remember those glow plugs? The plug may be sound but if it's not getting the needed power from the battery it's as good as dead. Moreover, this is all part of the sensing and feedback mechanism that keeps your equipment running at top efficiency. Many of today's engines are so dependent on these systems that they won't even start if something is amiss. It's not unusual for a \$100,000 piece of equipment to be dead in the water because a 25¢ clip has rusted off at a sensor terminal.



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Feed Dealer's Meeting 2015



Friday, November 20th

11:00 a.m. - 2:30 p.m.

CCE Genesee County Office

420 East Main Street, Batavia

Pre-Registration is Requested!

Hot meal & proceedings included

Cost: \$30.00 per person/location

\$25.00 ea. Additional person(s) from same company/farm



CONTACT Cathy Wallace:

585.343.3040 x138 or cfw6@cornell.edu

nwnyteam.cce.cornell.edu



It is the season for the annual Feed Dealer's Meeting for industry personnel and area producers. Drs. Tom Overton and Luiz Ferraretto (Miner Institute) will present some valuable insights into current nutrition and health topics.

These annual meetings provide an interchange of ideas that has been great over the years. ***This is your opportunity to bring critical issues or questions of importance in the industry to our attention.*** Your input is extremely valuable to us in helping both campus and local Extension efforts for the benefit of the dairy industry.

- ◆ Management of Hypocalcemia
- ◆ Fresh Cow Feeding Strategies
- ◆ Monitoring of Fresh Cow Programs
- ◆ Kernel Processing
- ◆ Shredlage
- ◆ Hybrids, Maturity and Ensiling Time

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NY Farms Place High at 2015 World Forage Analysis Super Bowl

By: Mike Stanyard

More than \$22,000 in cash prizes were awarded to top-finishing producers participating in this year's World Forage Analysis Super Bowl. This contest is an annual event held at the World Dairy Expo. Producers submitted 385 entries in seven forage categories, representing 24 states and provinces. The winners were announced September 30.

Dairy samples are judged on lab analysis (60%), visual judging (30%), and calculated milk per ton (10%). Commercial entries are judged on lab analysis (70%) and visual judging (30%). Visual judging consists of analysis of the color, texture, maturity and leafiness, depending on the category.

NY entries won two of the seven divisions and proved that we know how to grow BMR corn silage by dominating the division. Congratulations to all winners!

Grass Hay

- 1st Place – Angel Rose Dairy, Bainbridge, N.Y.

Haylage

- 2nd Place – Co-Vista Holsteins LLC, Arcade, N.Y.

BMR Corn Silage

- 1st Place – Dwi-Bet Farms, Addison, N.Y.
- 2nd Place – Tayl-Wind Farm, Cassville, N.Y.
- 5th Place – Emerling Dairy, Perry, N.Y.



Photo source: World Dairy Expo



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But as tax filing dates approach, it may feel like the most time consuming part of your job. Our tax specialists will help you navigate the complexities of filing your return, including the ever-changing tax regulations of agricultural businesses. And because our experts are well-versed in local, state and federal law, they will ensure that your business gets all of the deductions to which you are entitled. With the help of Farm Credit East, you can be sure that your return will be accurate and timely. Call our tax specialists today to learn how we do our job, so you can do yours — a job we value, because **WE ARE YOU.**

For more information, watch our video at FarmCreditEast.com/Taxes.

The alternative to having crop insurance.



Farming is an inherently risky business.

Crop insurance can help protect you and your family from substantial crop losses. In 2014, there were 1,494 policy holders who received more than \$40 million in payments for their losses.

Crop insurance is a valuable financial planning and risk management tool for your farm.

To learn more about crop insurance, from corn silage to hay to whole farm revenue protection, contact a crop insurance agent. To find an agent, ask a neighbor for a recommendation, call your local Farm Service Agency to get a list of agents or find crop insurance agents on the United States Department of Agriculture Risk Management Agency website at: www.rma.usda.gov/tools/agent.html.

Call an agent today.

Following are enrollment or crop insurance change **deadlines for 2016:**

November 15, 2015 for *Pasture, Rangeland, Forage*; **November 20, 2015** for *grapes, apples, peaches, cherries*; **February 2, 2016** for *Onions*; **March 15, 2016** for *field crops, other vegetables and improved Whole Farm Revenue Protection*; **4th Friday of every month** for *Livestock Gross Margin-Dairy*.



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Calf & Heifer Congress 2015

"Manage What Matters"

PRO-DAIRY

**Presented by: Northwest New York Dairy, Livestock & Field Crops Team
In conjunction with Cornell University/PRO-DAIRY**

The Calf & Heifer Congress 2015 – “Manage What Matters” will take place in East Syracuse, NY on December 15-16 at the Doubletree Inn. The NWNYS Team has once again spearheaded the conference planning and coordination. The program will cover topics pertinent to replacement heifer management from birth to calving. An excellent slate of speakers and outstanding dairy producers will deliver practical information of interest to dairy producers, industry, extension personnel and college staff alike. Numerous conference supporters will be on hand with displays and representatives to visit with attendees and talk about ways to achieve superior results in the heifer enterprise.

Conference topics in chronological order will include:

- ***The Effects of Environment on Calf Health*** – Sheila McGuirk, DVM, Univ. of Wisconsin
- ***Calf Facility Evaluation Research Project in NNY*** – Kim Morrill, PhD, NNYCCE Dairy Specialist
- ***Swine and Poultry Ventilation: It Works for Them, It Can Work for Us, Too!*** – Nevin Wagner, Ag-One Associates, Manheim, PA
- ***Calf Housing Systems That Work: Options & Management*** – Curt Gooch, MS, Cornell University
- ***Virtual Tours and Discussion of Well-Designed Calf Barns*** – moderated producer panel
- ***Antibiotic Stewardship: In Heifer Programs*** – Rob Lynch, DVM, Zoetis
- ***Antibiotic Residues*** – Dwight Bruno, DVM, NYS Dept. of Agriculture and Markets
- ***The Bob Calf Challenge*** – Carol Gillis, NYS Beef Producers Association
- ***Physiologic Changes/Risks Associated with Dystocia*** – Franklyn Garry, DVM, Colorado State University
- ***Strategies/Risk Assessment for Infectious Disease*** – Sheila McGuirk, DVM, Univ. of Wisconsin
- ***Identification & and Management of Calf Scours*** – Franklyn Garry, DVM
- ***A Comprehensive Approach to Achieving the Benefits of Superior Growth*** – Mike Van Amburgh, PhD, Cornell University
- ***Nutrition and Management of the Dairy Replacement from Birth to Calving*** – Bob Corbett, DVM, Dairy Health Consultation, Provo, Utah
- ***Economics of Traditional vs. Intensively Managed Heifer Programs*** – Bob Corbett, DVM
- ***Incorporating Conference Information into My Operation*** – moderated producer panel

For more conference information on cost, lodging, meals and registration details go to <http://www.cvent.com/d/jrq4k0>. You may register with a credit card on-line or print off a form to fill out and mail in with payment by check. If you would like to speak to someone about the Calf & Heifer Congress contact Jerry Bertoldo at 585-281-6816.

Connecting the Dots in Heifer Raising

By: Jerry Bertoldo

There has been significant interest and indeed notable improvement in the area of young calf rearing in the last ten years. Leading this shift has been a wider agreement that intensified feeding, or in reality more natural levels of feeding milk or milk replacer, in this age group is necessary to achieve the animal's true biological potential. As a result there are many new facilities with feeding systems that help accomplish the delivery of the ideal level of nutrients. Unfortunately, in too many instances this paradigm change and necessary investment to calve in an outstanding heifer with super production and few transition issues does not pan out.

The farms that do get significant increases in first lactation performance compared to their past all have ratcheted up the total management of replacements all the way through to the calving pen. This goes beyond balancing diets to include ventilation, heat abatement, minimizing social interactions, tightening up on reproduction, keeping body condition in line, addressing comfort and engaging good people in the process.

Here are two examples of common stumbling blocks found on dairies. It is not hard to find newly designed calf and heifer transition barns that are plagued with respiratory problems. In our climate, an ideal ventilation system in the winter can be a disaster in the warmer months. Just fans, or positive pressure tubes or natural ventilation alone may not do the trick depending on calf density, barn dimensions, barn location to other structures and the topography of where it is built. Corn silage may fit well in heifer diets prior to breeding age, but with metabolic changes that occur with the onset of estrus a haylage/hay based diet (and forage not too high in relative feed value) may be essential to avoid over conditioning.

Some pointed questions asked by advisors of the farm can unearth some of the missing link opportunities. Do calf/heifer care employees receive any training? How adept are they at disease assessment and treatment decision making? What kind of record

keeping goes on including recording heights, weights, treatments, feed changes and dramatic weather events? Are there goals set for growth, disease incidence, breeding performance and culling? Are the costs known for each stage of growth? Are heifers treated for respiratory problems noted, assessed and subject to removal from the herd? Where are breeding age heifers located? If distant from the main farm do they get the heat detection and breeding intensity they should? How do springing heifers join older herd mates as prefresh animals?

These are all bits of information that are known and addressed by the top heifer raisers. The journey a newborn heifer takes on her way to the milking string is long, filled with disease potential, includes several distinct timeframes of nutrient needs and can be boo-by trapped with stressful events presented by pen mates, people or the environment.

This year's Calf & Heifer Congress will shed light on this comprehensive approach to raising the next generation of milk producers on the dairy. Hope to see you there!



Photo source: Flickr.com



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Save the Date...

- 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.
- 9 ***An Update on Repro Technologies & Protocols*** (webinar), 1:00 - 2:00 p.m., <http://www.hoards.com/webinars>
- 10 ***Technology Tuesday Series: Group Calf Update*** (webinar), 8:30 - 10:00 a.m., <http://extension.psu.edu/animals/dairy/events/group-calf-update>
- 10 ***Quality Forage Production Module***, For more details see page 5
- 20 ***Feed Dealer's Meeting***, For more details see page 14

DECEMBER 2015

- 15-16 ***Calf & Heifer Congress - "Manage What Matters"***, For more details see page 18

Upcoming Webinars:

An Update on Repro Technologies & Protocols

November 9, 1:00 - 2:00 p.m.

Presented by:

Scott Poock, DVM

University of Missouri

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

Technology Tuesday Series: Group Calf Update

November 10, 8:30 - 10:00 a.m.

Presented by:

Dan McFarland, Penn State Extension

<http://extension.psu.edu/animals/dairy/events/group-calf-update>

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