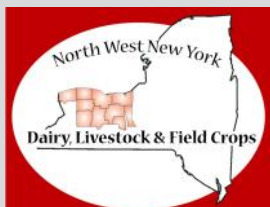




Photo source: Cathy Wallace

# Ag Focus



## Is Your Farm Prepared For a Crisis?

By: Libby Eiholzer

Are you ready for an undercover video to be released depicting animal abuse on your dairy farm? Who *could* be ready for that?

That is the question that was addressed at the American Dairy Association & Dairy Council Inc. Dairy Industry Crisis Drill on December 1-2, 2015 in Albany, NY. Members of the dairy industry from throughout the supply chain were present: producers, cooperatives, processors and retailers, to name a few. The group met to work through a simulated crisis: the release of a video depicting animal abuse on a dairy farm in New York. The scenario isn't actually new: two videos have been released on New York dairy farms. The first was in 2009 by PETA and the second was in 2012 by Mercy for Animals. This type of undercover video has been prevalent across the U.S. since the first was released in 1999 of a Florida dairy farm.

The general consensus was that the question we should be asking ourselves is not *if* there will be another video released, but rather *when* another video will be released. While it's not a popular subject in the dairy industry, it's one that must be dealt with. We need to be better prepared the next time around. And in all reality the next video or crisis could focus on a different aspect of agriculture and reach outside of the realm of dairy.



*Are you prepared for an undercover video to be released of your farm?*

Photo source: Libby Eiholzer

Continued on page 3

### Focus Points

Individual Pig Care, Treatment Protocols & Industry Practices at Annual Meeting	3
Rural Tax Education	4-5
The Calves of Winter - How Are You Doing?	6-7
Study uses farm data to aid in slowing evolution of herbicide-resistant weeds	8-9
Upcoming Webinars	9
Opportunities for Raising Holstein Bull Calves for Beef	10
2016 Corn Congress Agenda	11
New Year's Resolutions & Taking Stock of Your Business Go Hand in Hand	12
Rules of Good Farmstead Layout	16
Statewide Friend of Extension Award	19
Regional Meetings	Back Cover



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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.



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*Continued from page 1*

To start with, we need to remember that with social media, the news cycle is now seconds, not hours or days. When a story breaks, it takes no time at all for it to reach across the world. A farm's response to a crisis needs to be quick in order to do as much damage control as possible. The New York Dairy Crisis Team was developed in order to discuss and prepare for possible crises. The Crisis Team includes Tonya Van Slyke of North East Dairy Producers Association, Jessica Ziehm of NY Animal Agricultural Council, Steve Ammerman of NY Farm Bureau, and is headed by Beth Meyer at the

ADADC. Beth can be reached at 315-472-9143.

In a series of upcoming articles over the next few months we will discuss this topic in depth. February's article will feature information on how to protect your business from an undercover video, March's article will teach you how to respond to the media in a crisis, and April's article will help you develop an on-farm crisis preparedness plan for your business. In the meantime, start thinking about how you would respond if it was your farm that came under attack.

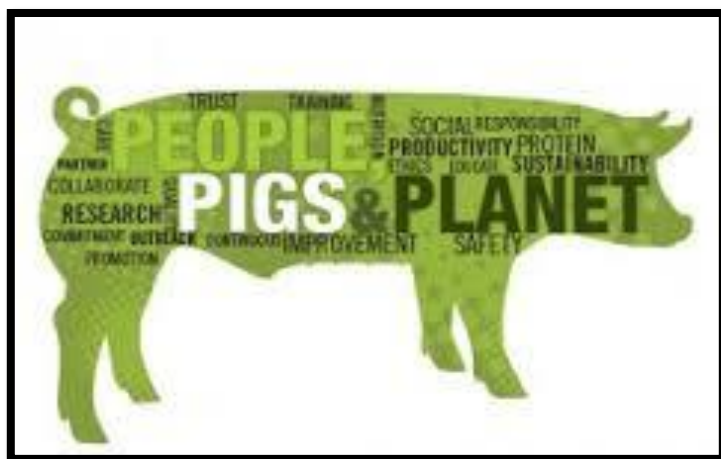
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## Individual Pig Care, Treatment Protocols & Industry Practices at Annual Meeting

On Saturday, January 16<sup>th</sup>, New York Pork Producers will hold its 2016 Annual Meeting at the Holiday Inn in Waterloo, NY. The emphasis this year is on individual pig care, treatment protocols and industry practices. Producers as well as 4-H youth are invited and encouraged to attend.

Pre-registration is encouraged by January 8th. Everyone who pre-registers will be eligible for the door prize. Please visit [www.newyorkpork.org](http://www.newyorkpork.org) and click the Annual Meeting registration link at the bottom of the webpage, complete and submit the form to register. If you have questions, please call Krista at 716.697.3031 or email [info@newyorkpork.org](mailto:info@newyorkpork.org). PQA Plus certification participants must indicate **PQA** when pre-registering to have a manual and exam ordered for you.

Beginning with registration at 8:30 AM, this free, one-day meeting will feature informational speakers, a silent auction and an excellent pork buffet sponsored by Pork Check Off. The New York Pork Producers' Annual Member Meeting will follow this event. Speakers for this exciting and educational meeting include Mr. Bill Winkelman (NPB Pork Check Off & Antibiotic Update, NPPC Strategic Improvement Program), Mr. Jon Cloud (Marketing and Processing Practices), Mrs. Jennifer Schmidt Rovnan (Individual Swine Care & Treatment Protocols and PQA Plus Certification Training and USDA FSA Administered Programs).



*Photo Source: We Care Initiative*

The silent auction always includes interesting, useful and fun items. A spirit of friendly competition reigns as participants enjoy bidding against each other. All proceeds from the auction go to the Empire Swine Youth Scholarship Contest.

Don't forget to mark your calendar for January 16<sup>th</sup> for the chance to network with fellow producers, "win" something fun at the silent auction, have a delicious free meal and take home some practical advice from these swine industry experts.



# Rural Tax Education at <www.ruraltax.org>

By: John Hanchar

As the end of the year draws near and over the next few months, farm business owners turn attention to an important farm financial management task -- completion of 2015 Income Tax Returns. The website <www.ruraltax.org> can be a valuable source of information as individuals complete returns themselves, or as they work with a tax preparer.

The purpose of the Rural Tax Education website is to provide farmers and ranchers, other agricultural producers and Extension educators with farm related income and self-employment tax information. The home page notes that "Tax issues are important for agricultural operations, because income and self-employment taxes are a major cost and also because more and more USDA programs are being linked to a producer's federal income tax return."

The National Farm Income Tax Extension Committee oversees the website.

Three of several useful items that stand out when you visit the home page of the Rural Tax Education website at <www.ruraltax.org> follow.

- ✓ Webinars
- ✓ Link to [Tax Guide for Owners and Operators of Small and Medium Size Farms](#)
- ✓ Tax Topics

## Webinar Announcements

Visit the Rural Tax Education website to view archived versions of webinars. At the time that I was preparing this article, the website highlighted the webinar "Five Things to Know about Federal Taxes When Starting a Farm Business."

## Tax Guide for Owners and Operators of Small and Medium Size Farms

The thirteen chapters in this guide cover several areas including an overview of taxes, income and deductions, tools to manage tax liability, and buying and selling a farm among others.

## Tax Topics

This section contains fact sheets and articles covering important income tax and self employment tax topics as they apply to farm business owners. Two highlighted

items noted when I visited the site on December 9, 2015 to prepare this article follow.

- Farm, Farming and Who's a Farm for Tax Purposes
- Farm Losses versus Hobby Losses: Farmers Must Plan Ahead to Avoid Adverse Tax Consequences



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## Other Resources

RuralTax.org has a “Related Links” section that contains the webinar archive, and the valuable IRS publication Farmers’ Tax Guide (IRS PUB 225). Links to websites and articles also appear in this section, including a link to the IRS website <<http://irs.gov/>>.


Within the IRS website is a section titled “Agriculture Tax Center,” <<https://www.irs.gov/Businesses/Small-Businesses-&-Self-Employed/Agriculture-Tax-Center>>.

Notable items from the “Agriculture Tax Center” section include

- ◇ Tax Tips – Agriculture
- ◇ Tax Law and Regulations – Agriculture
- ◇ Forms and Publications to Assist Farmers


An article in a recent issue of Ag Focus reviewed the topic of farm business summary and analysis. 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 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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# The Calves of Winter – How are You Doing?

By: Jerry Bertoldo

Despite the very mild start, there will most likely be typically cold conditions this winter. This season adds stress to those who have to don extra clothing and work in cold temperatures on the farm. We can go home, take a hot shower, get warmed up and enjoy a satisfying meal before we have to do it again tomorrow. Our calves don't have it quite so lucky. Think about some of the environment realities these little ones face.

- Just born calves have about 18 hours of stored energy for maintenance when the weather is calm and warm. Wet just-born calves in well below freezing conditions may run out of “gas” in a few hours.
- Calves less than 3 weeks of age need to divert energy from growth and immunity to keeping warm below 59°F.
- Calves older than 3 weeks need extra energy for keeping warm below 42°F.
- These threshold temperatures increase with wind and wet conditions.
- Energy requirements increase with wind chill, evaporative cooling (wet legs and belly) and hair coat problems (mud, hair loss, matting/spiking from licking) potentially doubling in extreme conditions
- Smaller calves have greater surface to body mass ratio and chill easier
- Air movement over a dry calf, less than 3 months old, at a temperature under 50°F in excess of 1 MPH or so (> 100 ft/min) is considered a draft.
- Straw insulates better than shavings if not matted and wet!
- Calves like to “nest”. Straw makes this easier, but needs to be at least 4-6 inches deep.

Calves do not like drafts, but need fresh air. Well bedded hutches facing south do this rather well. Calf barns are generally built to naturally ventilate as well as they can in the summer when everything is open. When calf barns are closed up in the winter the ammonia generated under the calves from manure



and urine is a challenge to clear out. If you can smell it, it is too strong. These levels are irritating to the respiratory tract and can predispose the calf to lung infections. The amount of ammonia in the barn is a result of the amount of urine and manure produced per unit of area, the microbial breakdown rate of the waste into ammonia (worse as temperatures increase) and the air exchange rate within the barn. High liquid feeding rates promote more waste and hence more ammonia potential.

- Barns with two rows of pens ventilate more evenly than four row types.
- Wire paneled pens offer better air mixing than ones with solid sides. Pens with solid back panels can easily lead to poor air quality.
- Ridge vents do not work since there is little heat generated by calves to lift stale air upwards and out.
- Fans and power chimneys tend to draw air in a straight line from fresh air openings to the exhaust generally leaving air at calf level undisturbed thus with little exchange.
- Group housed calves generally are fed more and have fewer square feet per individual putting extra focus on the absorptive capacity of bedding.
- Grooved slots in concrete floors draining into covered trenches can work to reduce the need to absorb as much liquid - less liquid, less ammonia production.



- Early pneumonia (first two weeks of age) may be due to malnutrition (poor immune development), inhalation of milk (sloppy tube feeding, excessively large bottle nipples), inhalation of bedding dust or significant pathogen exposure from shedding stressed adults in the calving pen.

Resistance to disease in the young calf in the winter is very much influenced by energy balance and protein availability arguably as important as colostral immunity. Failing to address temperature drops, heat robbing conditions and body size when feeding calves explains why more calves are lost in the cold weather than any other time of year.

- Calves nurse 20-25% of their body weight per day when left on the dam. 8-12% of BW in milk or milk replacer is what we historically hand feed to dairy calves.
- Twice a day feeding makes high feeding rates difficult due to the inability of the gut to efficiently handle such volumes of liquid feed. Feeding on a 12 and 12 instead of a 14 and 10 hour interval basis helps to a degree. Going to 3X feeding is the better choice as long as you space out the feedings more than 2X.

- Increasing the amount of replacer powder per measure of water can result in serious digestive upsets including clostridial enteritis. Keep solids concentration even. Increase volume not dry matter!
- Whole milk provides 25% more energy than most milk replacers on a volume basis.
- Calves do not digest starter as well in the first three weeks of life as they do after that. Remember, calves do not have the ability to break down starch from grains until their rumens begin developing. Plant proteins cannot be digested until the calf reaches 2 ½ weeks of age or so.
- Forcing calves to eat starter early at the expense of milk/replacer intake not only slows growth potential, but is stressful to the calf, the undigested nutrients feed the bad bugs and is biologically counterproductive.

Calves are bovine infants. The characteristic early-to-their-feet toughness belies the susceptibility they have to stress, subpar nutrition and weather extremes.

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# Study uses farm data to aid in slowing evolution of herbicide-resistant weeds

*By: Stephanie Henry, University of Illinois*

The widespread evolution of herbicide-resistant weeds is costing farmers, especially through decreases in productivity and profitability. Although researchers and industry personnel have made recommendations to slow this evolution, an understanding of the patterns and causes of the resistance has been limited.

Diversifying the herbicide mechanisms of action (MOAs) has been recommended to stop the spread of herbicide-resistant weeds. MOAs refer to the biochemical interaction that affects or disrupts the target site in the weed. Two common methods of diversifying MOAs involve rotating herbicides—from season to season or within the same season—or by using a mix of herbicides in the same tank. The question has been which of these methods is the most effective.

A recently published study by weed scientists at the University of Illinois and USDA-ARS, looking at glyphosate-resistant waterhemp, is providing valuable evidence that points to management practices as the driving force behind herbicide resistance, and that herbicide mixing, as opposed to herbicide rotation, is the most effective tool in managing resistance.

Pat Tranel, a U of I weed scientist and a co-author on the study, said this is not the first time researchers have presented evidence that herbicide rotation is not the best resistance management strategy. “This paper is valuable because these conclusions were obtained doing our experiment in a more ‘real-life’ fashion,” Tranel said. “This study confirmed previous conclusions that farmers should use herbicide mixing rather than rotation.”

During the study, the researchers evaluated glyphosate-resistance incidences, as well as landscape, soil, weed, and farm-management data from 105 central Illinois grain farms, including almost 500 site-years of herbicide application

records. Having this data, collected between 2004 and 2010, helped the researchers identify relationships between past herbicide use and current glyphosate-resistance occurrences.

Tranel said when glyphosate-resistant waterhemp was first reported in Illinois in 2006, researchers working at the site saw some fields that were infested with waterhemp, but adjacent fields that were free of the weed.

“We asked, ‘what is different between these two fields? Is it what the farmers are doing?’ We asked a retail applicator to let us review all the management practices data from 100 fields—50 that have resistant waterhemp and 50 that don’t,” Tranel said.

“We took the results of what farmers have already done, and asked what is different in the fields that have resistance versus the ones that don’t,” he added.

After collecting the management data, sampling waterhemp from the fields, and screening seeds from the field for resistance back in their greenhouses, the researchers analyzed that data for management factors most associated with resistance. Overall the researchers examined 66 variables related to environment, soil, landscape, weed community, and weed management.

“We looked at every factor we could think of in terms of management and landscape,” Tranel said. “We found that it was management factors that are the most important. It doesn’t matter whether you’re next to a water course that might bring in new seed, what the waterhemp density of your field is, etc. It’s what you did in your field that matters.”

Aaron Hager, a U of I weed scientist and co-author on the study, explained that the occurrence of glyphosate-resistant waterhemp was greatest in fields where glyphosate had been used in over 75 percent of the seasons included in the analysis, where fewer MOAs were used each year, and where herbicide rotation occurred annually. “Simply rotating



herbicide MOAs actually increased the frequency of resistance,” he said.

On the other hand, Tranel said that the farmers who were using multiple herbicides per application were least likely to have resistance. “When using an average of 2.5 MOAs per application, you are 83 times less likely to have resistance compared to if you used only 1.5 MOAs per application,” he explained.

Hager pointed out that this strategy will work only if each component of the tank mixture is effective against the target species. “Effective, long-term weed management will require even more diverse management practices,” he added.

Another piece of good news for farmers is that the researchers did not find an association of proximity between neighboring fields and resistance. “The good thing is not only does management matter, it’s what you do in your own field that matters. Even if a neighbor’s resistance moves, it’s at a small frequency. If you’re doing the right thing it will stay at a small frequency,” Tranel said.

Although there may be some concerns with herbicide mixing, Tranel said it is still the best tool to manage resistance. “We don’t say that mixing is the end-all solution. What we saw from this study, if success for farmers is measured by lack of resistance or lower frequency, then successful farmers use multiple herbicides per application.”

## Upcoming Webinars:

### ***An Update on Feed Additives: Probiotics, Yeast and Niacin***

January 11, 1:00 - 2:00 p.m.

*Presented by:*

Mike Hutjens, University of Illinois

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### ***Technology Tuesday Series: Feed Bunk Management & Design for Results***

January 12, 8:30 - 10:00 a.m.

*Presented by:*

John Tyson, Penn State Extension

<http://extension.psu.edu/animals/dairy/courses/technology-tuesday-series>

### ***Technology Tuesday Series: Ag Digesters 101***

February 9, 8:30 - 10:00 a.m.

*Presented by:*

John Tyson, Penn State Extension

<http://extension.psu.edu/animals/dairy/events/ag-digesters-101>

### ***Technology Tuesday Series: Heat Stress Abatement for Transition Cows & Heifers***

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

*Presented by:*

John Tyson, Penn State Extension

<http://extension.psu.edu/animals/dairy/events/heat-stress-abatement-for-transition-cows-heifers>





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# Opportunities for Raising Holstein Bull Calves for Beef

*By: Nancy Glazier*

The NWNy Team recently hosted a workshop covering the topic. JBS USA sponsored the event. They are looking for dairy steers for their facility in Nicholville in northern NY. They are currently sourcing loads of 700-800 lb steers from out of state and are looking for the possibility to purchase them in NY.

Fed (finished) dairy steers make up 15-20% of the beef in the US. Nearly all bull calves born on dairies in the NWNy region go out of state either raised for veal or fed out.

A critical component to dairy beef is proper record-keeping for both finances and animal health. The question to ask yourself, what would it cost me to raise these animals? All costs related to production including feed, interest, and labor need to be included in budgeting. With the current purchase price range of bull calves and the selling price of feeders, the economics may not be there.

Treatment records need to be maintained to adhere to withdrawal times for residue prevention. Tom Gallagher, Livestock Specialist with Capital Area Agriculture and Horticulture Program reviewed some of the important points from the Dairy Beef Quality Assurance program.

The key to good dairy beef is feeding a high concentrate diet in order to increase muscle mass. According to presenter Mike Baker, Beef Cattle Extension Specialist at Cornell University, this is very achievable with Holstein steers. Holsteins do marble easily; if measured side by side with a beef steer of the same level of backfat, the Holstein steer would actually have more intramuscular fat, a good thing in the beef industry. Baker does cite some negatives to using Holsteins for beef: their rib eye muscling tends to be oblong instead of the round shape that consumers prefer, they generally have a lower dressing percentage (the difference between live weight and carcass weight) due to lower overall muscle mass, and they also use feed less efficiently than beef animals. If they aren't put on a high energy diet, Holsteins end

up big and lanky: not ideal when marketing for beef. Baker ran some feed ration scenarios; those that included well managed pastures were the most profitable.

If you have the facilities, calves can be raised with heifer calves, at least through weaning. They can then be raised to feeder weight (700-800 lb) on pasture or refusals or finished to market weight. An important consideration is whether you have the capacity to raise animals separately for finishing or if you would prefer to sell them as feeder calves; this would be an opportunity to partner with another farmer, if the economics penciled out. Raising calves to 400 pounds or so and then selling them at a local livestock market is also an option.

Larry Rose from JBS reviewed provided an overview of the company and what they are looking for. They will be offering contracts for producers to reduce some of the financial risk. This option is developing and more information can be obtained from other contacts at JBS.

Some points were raised during the presentations. A truck load would equate to roughly 62 steers. A load would need to be within 3-4 months of age or fed in separate groups to bring younger calves' weights up to older ones. Another comment was on facilities. There may be some old barns on farms, but they may need to be renovated to provide a healthy environment for the calves. Dairy-beef crosses may be another option. Prices are fluctuating so what may not be profitable now could be profitable at a later time.

More information regarding contracting would be beneficial and would be the next logical next step. Many of the participants were not familiar with the terminology surrounding contracts and basis. If you would like more information or add your name to the email/ mailing list, let me know.

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\$35 for those enrolled in the NWNy Team.

**Soybean/Small Grains Congress brochures will be coming in the next 3-4 weeks. Watch your mailbox!!!**



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# New Year's Resolutions and Taking Stock of Your Business Go Hand in Hand

By Joan Sinclair Petzen

As the new year begins, let's take stock of your business performance during the preceding year and set some goals to improve performance in the coming year. Focus needs to remain on the things internal to your business that you are able to control. Too often we get caught up in the aspects that are external to our business and out of our control. External factors are part of the environment in which one operates their business.

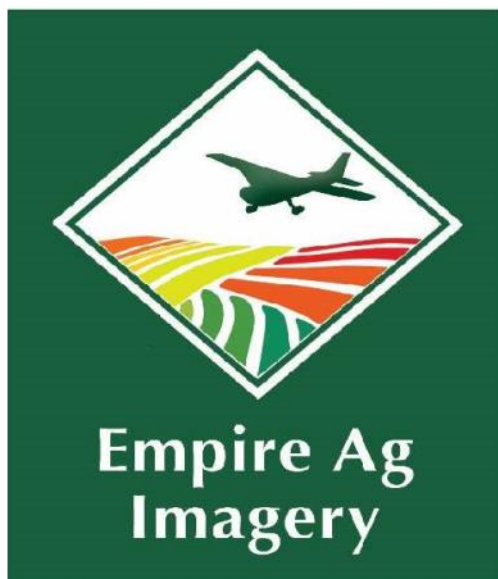
One strategy is to ask each of your key business advisors to identify the one or two performance measures they look at for your business. Also ask them how they measure your performance in these areas. It is important to ask them to zero in on some areas where they think performance might be improved. Once you have identified an area set a target goal and begin tracking that measure.

A business summary is a good tool for gathering annual data on your farm's financial performance and tracking trends. For the dairy business Cornell's Dairy Farm Business Summary can be used to gather financial and production performance information and standardize it to compare to historical performance and to benchmark against others in the industry.

Cooperative Extension Educators across the state are working together to develop a new Beef Farm Business Summary to allow beef producers to measure their performance in a similar fashion to dairies.

For many dairy and crop farms, I am hearing that 2015 financial performance is a "let down" from 2014. Sometimes that makes a manager reluctant to look at the hard facts about performance. A farmer once said to me, "If I managed my farm as well in a good year as I did in a bad one, I would be a lot better off in the long run." Take time to look back and analyze the changes you made during 2015 and evaluate how they have helped or hindered your business.

To participate in the Cornell Dairy Farm Business Summary contact either John Hanchar, [jjh6@cornell.edu](mailto:jjh6@cornell.edu) or Joan Petzen, [jsp10@cornell.edu](mailto:jsp10@cornell.edu). Joan is also available to work with beef producers to benchmark their financial and business performance through the beef summary program.



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# Cow Comfort, Welfare and the Public

## Session 1:

Dairy cattle housing to maximize comfort, production & welfare

January 13, 10:00 a.m. - 3:00 p.m.

## Session 2:

Assuring positive perception of dairy cattle welfare

January 20, 10:00 a.m. - 3:00 p.m.



### Choose one of the following sites to attend:

CCE-Ontario, 480 North Main Street, Canandaigua

CCE-Orleans, 12690 State Route 31, Albion

CCE-Wyoming, 401 North Main Street, Warsaw

## Session 1:

### **Dairy Handling & Cow Comfort**

*Katy Proudfoot, PhD, Ohio State University*

### **Welfare Considerations for the Cold**

*Kimberley Morrill, PhD, NNY Regional Dairy Specialist*

### **Calf Comfort & Welfare Considerations for Youngstock**

*Kimberley Morrill, PhD, NNY Regional Dairy Specialist*

### **Animal Welfare in the Milking Parlor**

*Julie Smith, DVM, PhD, University of Vermont Extension  
Dairy Specialist*

## Session 2:

### **How To Deliver Messages to the Public About Farming Practices**

*Beth Meyer, ADADC*

### **Social Media & Traditional Media Training**

*Beth Meyer, ADADC*

### **Experiences with the National Dairy FARM Program**

*Sara Gillette, Upstate Niagara Cooperative*

### **Areas of Improvement in Animal Welfare for the Dairy Industry**

*Sara Gillette, Upstate Niagara Cooperative*

### **Registration due by: January 4**

\$75, enrolled & \$95, non-enrolled

To register or for more information contact:

585-786-2251

### ***On-Line Registration:***

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# Rules of Good Farmstead Layout

By Timothy X. Terry

*Regional Dairy Strategic Planning Specialist*

Last month I wrote some guidelines for controlling the biosecurity within the farmstead. Since then I've had a few requests to put together some general guidelines of how a farmstead should be laid out. So here they are, but this list is by no means exhaustive.

- ◆ Neonates, maternity, and nurseries should be in highly visible but low farm traffic areas. Sounds like an oxymoron, but if you *have* to put something near a residence this is it. The odor and fly pressure can be minimal and if an animal is ill or having a difficult time calving you should be able to pick up on it right away.
- ◆ By the same token place manure storages, compost piles, and bunker silos/ feed centers as far away and downwind as practical. The odor and traffic associated with these facilities can be quite offensive. Access / haul roads should travel around the farmstead and not through it. Moreover, by placing these units on the periphery you leave open your options for future expansion.
- ◆ Speaking of traffic...traffic patterns should never interfere with each other. Granted with 4- and 6-row freestall barns you will have feed alleys intersecting with cow alleys to and from the parlor, but the milk truck shouldn't interfere with the feed truck which shouldn't interfere with the manure tanker which shouldn't interfere with the vet, etc., etc. You get the idea.
- ◆ Traffic to and from the parlor should be two-way. In fact, all farm lanes should be wide enough to accommodate two vehicles passing each other.
- ◆ The shop and fuel storage are often placed together for obvious reasons. They should be a safe distance away from residences, but well-lit and visible to discourage theft and vandalism.
- ◆ The sick and lame cow pen should be near the milking parlor. This is usually at the end of or beside the holding area to minimize the distance the cow needs to travel. This area should be easily accessed by the vet, as well as, large

equipment should an animal need to be lifted or a mortality removed.

- ◆ Space the buildings out! Adequate separation is necessary for ventilation, surface water drainage, snow removal and/or storage, fire prevention, and, of course, biosecurity.

Since most of the livestock buildings are naturally (vs. mechanically) ventilated it's important to leave enough space between structures so as not to restrict air flow. A rule of thumb is to space naturally ventilated barns 5 to 10 times the ridge height of the upwind structure (trees included). The longer the barn or hedgerow the greater the separation required.

- ◆ At a minimum, the plan should be for a doubling of the herd size. Be sure to include the downstream, ripple effect of increasing herd size, as well: more calf, heifer, and dry cow facilities; larger parlor; bigger feed storage bunkers, commodity sheds, and grain bins; and, of course, a larger manure handling and storage system.
- ◆ Figure in flexibility. It may be a heifer barn now, but as the operation grows its placement on the farmstead and interior design should allow it to be turned into another lactating facility.
- ◆ NEVER place a barn so that it has a dead end. You should always be able to drive through or along a building. It's one thing to back up a manure spreader 20' – 30' to get under a push-off ramp, but having to back up a mixer wagon 150' – 200' (or more) because the new freestall was butted up against the old stall barn is time consuming and inefficient. Moreover, this situation frequently compromises the ventilation of both structures.

So there you have it – “some rules of thumb” by which you can plan your next expansion.

## 2016 Pesticide Training & Recertification Series

***Mondays, February 1, 8, 15, 22, 7:00 - 9:30 p.m.***

***Exam Monday, February 29, 6:30 - 11:00 p.m.***

CCE - Ontario County

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Anyone interested in obtaining a pesticide certification and meets the DEC (Department of Environmental Conservation) experience / education requirements **OR** current applicators seeking pesticide recertification credits should attend. 2.5 recertification core credits will be available for each class. \$175.00 for certification which includes the training manuals and all 4 classes. Does not include the \$100.00 exam fee. Recertification is \$25.00 per class.

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Nancy Anderson: 585-394-3977 x427 or x436

Registration form is available on the website:

[www.cceontario.org](http://www.cceontario.org)

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## Reducing the risk of antibiotic residues on your dairy operation

**Session 1: The Food Armor Program**  
Wednesday February 17th, 10:00 a.m. - 3:00 p.m.



**Session 2: What's Happening with Antibiotic Use on the Regulatory Side?**  
Wednesday, February 24th, 10:00 a.m. - 3:00 p.m.

Choose one of the following locations to attend:

- CCE Ontario County, Canandaigua
- CCE Orleans County, Albion
- CCE Wyoming County, Warsaw

### **Session 1:**

Food Armor® addresses food safety and long-term proper drug use on farms. Topics covered include:

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More information on the Food Armor program can be found at: <http://www.foodarmor.org/>

### **Session 2:**

Veterinary Feed Directive

- **Dr. Jerry Bertoldo**, NWN Dairy Team

Beef Quality Assurance & Bob Calf Well-Being

- **Carol Gillis**, NY Beef Council

Antibiotic Residue Scenarios in New York

- **Dr. Dwight Bruno**, NY State Department of Agriculture and Markets

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# Statewide Friend of Extension Award



**S**kip Jensen is a Yates County native with enduring connections to CCE. He has been described as a stalwart friend to CCE with great skill, tact, and diplomacy as a board leader. When there are issues to work through, communities

trust and value his participation and viewpoint.

At age 10, Skip received his first pig and began a 4-H swine project. Two years later, he showed his first pig at state fair. At the age of 19, Skip was one of six national winners in the 4-H swine program and received a \$500 scholarship. In addition to his swine project, Skip also gardened and participated in 4-H dairy programs.

Skip attended Cornell University, graduating in 1970 with a degree in farm management. In the early part of his career, Skip operated Bobe Farms, a large dairy farm. During his time farming, Skip and his wife Jennifer were named NYS Outstanding Young Farmers by the NY Farm Bureaus and one of six outstanding young farmer couples in the nation by the American Farm Bureau Federation. The program recognized young farmers who best demonstrated superior farming practices and leadership in business and in their communities.

Eventually, Skip transitioned to working as a Herd Health Manager and a Certified Crop Advisor. Currently, Skip is a Senior Field Advisor for the NY Farm Bureau where he is a liaison between local county Farm Bureau boards and the NYS Farm Bureau office.

Skip is currently serving his second term as the CCE Board President in Yates County. He has been an active, contributing member of the board since 2010 and has served on various committees. He guided the association through a challenging search process for a new Executive Director while assuming an increased administrative role.

We are honored to call him a true Friend of Extension.



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2002 KENWORTH T800, 435 HP Cummins N14 Diesel, 10-Spd., Engine Brake, 4.89 Ratio, 24.5 Tires, All Steel Wheels, 292" WB, Tandem Axle, 20,000# F/A, 52,000# R/A, D/F Winch/Sin Pole Truck w/Tools, 50-Ton Winches & (1) 30-Ton, 22' Deck, 22' Poles, Tail Roller, 224,003 Miles, Stk. #4996 - \$35,000



2006 KENWORTH T800, 430 HP CAT C12 Diesel, 13-Spd., Engine Brake, Neway Susp., 5.29 Ratio, 22.5 Tires, Alum. Wheels, 290" WB, Tandem Axle, 20,000# F/A, 44,000# R/A, 52,427 Miles, Stk. #4951 - \$49,900



2004 MACK GRANITE CV713, 300 HP Mack Diesel, 8-Spd., Haulmax Susp., 4.92 Ratio, 22.5 Tires, All Steel Wheels, Tandem Axle, 20,000# F/A, 46,000# R/A, 195,489 Miles, Stk. #4953cc - \$53,900



2009 WESTERN STAR 4900, 515 HP Detroit Diesel, 8LL Trans., Engine Brake, Hendrickson Susp., 21' Body, 12.00 x 24 Tires, Spoke Wheels, 244" WB, Tri-Axle, 18,740# F/A, 65,000# R/A, Triple Frame, Stk. #4882 - \$59,900



2010 PETERBILT 367, 485 HP Cummins ISX Diesel, 231,591 Miles, 10-Spd., Engine Brake, Air Trac Susp., 24.5 Tires, All Steel Wheels, 202" WB, 13,200# F/A, 46,000# R/A, Very Clean Day Cab, Stk. #4991 - \$49,000



2002 MACK RD680SX, 400 HP Mack E7 Diesel, 8LL Trans., Engine Brake, Camelback Susp., 12.00 x 24.5 Tires, Spoke Wheels, 288" WB, Tandem Axle, 20,000# F/A, 54,000# R/A, 350,865 Miles, Stk. #4953CC - \$39,900



2002 KENWORTH T800, 410 HP CAT C12 Diesel, 8LL Trans., Engine Brake, 8-Bag Air Ride Susp., 21' Length, 4.33 Ratio, 24.5 Tires, Alum. Wheels, 263" WB, Tri-Axle, 20,000# F/A, 46,000# R/A, 602,537 Miles, Stk. #4997 - \$48,900



2005 WESTERN STAR 4900SA, 550 HP CAT C15 Diesel, 18-Spd., Engine Brake, AirLiner, Susp., 4.30 Ratio, 24.5 Tires, Polished Alum. Wheels, 267" WB, Tri-Axle, 20,000# F/A, 69,000# R/A, 566,916 Miles, Stk. #4924CC - \$48,900



2007 KENWORTH T800, 430 HP CAT C13 Diesel, Allison Auto., Engine Brake, Air Ride Susp., 4.10 Ratio, 22.5 Tires, All Steel Wheels, 254" WB, Tandem Axle, 14,600# F/A, 44,000# R/A, Full Locking R/A, Cab & Chassis w/24" Sleeper, 196" Total Frame, 148" CT, Single Frame, 90% Front/25% Rear Tires, PTO, 106,400 Miles, Stk. #4917 - \$43,000



2004 KENWORTH T800, 335 HP CAT C10 Diesel, 10-Spd., Engine Brake, Hendrickson Susp., 22' Length X 102" Width, 5.29 Ratio, 22.5 Tires, All Steel Wheels, 240" WB, Tandem Axle, 20,000# F/A, 44,000# Full Locking Rears, Low Mile, Double Frame Ratted Truck w/PTO, WP Separate Ratted From Chassis, 20' Frame Behind Cab, 160" CT, 73% Rubber, 110,826 Miles, Stk. #4952 - \$44,500



2005 KENWORTH T800, 410 HP CAT C13 Diesel, 10-Spd., Engine Brake, Neway Susp., 5.29 Ratio, 200" WB, 36" Flat Top Sleeper, 22.5 Tires, All Steel Wheels, Tandem Axle, 12,000# F/A, 44,000# R/A, 93,255 Miles, Very Clean Truck w/2-Line Windline & Good Rubber, 17,540 lb. Chassis Weight, Stk. #4859 - \$38,200



2005 MACK VISION CX613, 380 HP Mack Diesel, 13-Spd., Engine Brake, Air Ride Susp., 22.5 Tires, Alum/Steel Wheels, 186" WB, Tandem Axle, 14,000# F/A, 46,000# R/A, Very Clean, Heavy Spec Daycab Tractor w/Low Miles, Air Slide 5th Wheel, 75% Rubber, 327,882 Miles, Stk. #4933 - \$29,900



1999 PETERBILT 357, 330 HP CAT 3306 Diesel, 8LL Trans., Hendrickson Susp., 23' Length, 315/80R22.5 Tires, All Steel Wheels, 258" WB, Tandem Axle, 18,000# F/A, 45,000# R/A, Good Running Truck w/Galbeath 60,000# Rolloff w/Tarp System, Tires & Brakes in Good Condition, 555,740 Miles, Stk. #4771 - \$36,900



2003 PETERBILT 379, 525 HP CAT C15 Diesel, 8LL Trans., Engine Brake, Rubber Block Susp., 24.5 Tires, Alum/Steel Wheels, 302" WB, Tandem Axle, 18,740# F/A, 46,000# R/A, 294,095 Miles, Stk. #4947 - \$47,900



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, Will Separate Mixer From Chassis, 20' Frame Behind Cab, 140" CT, Stk. #4893-4894 - \$56,500



1999 MACK R858S, 400 HP Mack E7 Diesel, 8LL Trans., Engine Brake, Rubber Block Susp., 19' Length, 22.5 Tires, Spoke Wheels, 248" WB, Tri-Axle, 20,000# F/A, 46,000# R/A, 501,178 Miles, Stk. #4760 - \$24,900



2009 INTERNATIONAL 5600, 450 HP Cummins ISX Diesel, 104,506 Miles, 10-Spd., Engine Brake, Air Ride Susp., 24.5 Tires, All Steel Wheels, 217" WB, 18,000# F/A, 46,000# R/A, Very Clean Cab & Chassis w/Double Frame, Plow & Sander Controls in Cab, Rear Hitch & Hinge Point for Dump Body, Stk. #4942 - \$44,900



1998 MACK CL713, 350 HP Mack E7 Diesel, 8LL Trans., Engine Brake, Camelback Susp., 315/80R22.5 Tires, All Steel Wheels, 221" WB, Tandem Axle, 18,000# F/A, 46,000# R/A, 398,243 Miles, Stk. #4937 - \$22,900



2005 PETERBILT 378, 475 HP CAT C15 Diesel, 18-Spd., Engine Brake, Air Trac Susp., 20'6" Length, 3.70 Ratio, 22.5 Tires, Alum. Wheels, 264" WB, Tri-Axle, 20,000# F/A, 568,321 Miles, Stk. #4817 - \$59,900



1996 PETERBILT 367, 330 HP CAT 3306G Diesel, 8LL Trans., Rubber Block Susp., 46/85R22.5 Tires, Alum. Wheels, 268" WB, Tandem Axle, 22,300# F/A, 46,000# R/A, Very Clean 6x6 w/Super Single Tires @ 90%, Heavy Single Frame, 23'6" Frame Behind Cab, 196" CT, Originally Explosives Mixing Truck, Hoppers Can Be Removed, 248,850 Miles, Stk. #4961 - \$33,900



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, 103,382 Miles, Very Clean, Low Mile Cab & Chassis w/PTO & Pump, 21' Frame Behind Cab, 164" CT, Stk. #4858 - \$38,900



2004 KENWORTH T800, 380 HP CAT C12 Diesel, 18-Spd., Engine Brake, 8-Bag Air Ride Susp., 3.90 Ratio, 24.5 Tires, Alum. Wheels, 241" WB, Tandem Axle, 14,600# F/A, 42,000# R/A, 231,578 Miles, Stk. #4979 - \$35,900



2004 MACK GRANITE CV713, Al 460 HP Diesel, 18-Spd., Engine Brake, Air Ride Susp., 24.5 Tires, Polished Alum. Wheels, 300" WB, 20,000# F/A, 46,000# R/A, Clean, Low Mile Truck, D/F, WAJAX 1554 15-Ton 64" Crane w/4 Stabilizers, Stk. #4945 - \$55,900

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# NEW YORK BEEF PRODUCERS' ASSOCIATION

Annual Meeting, Winter Conferences and Awards Banquet

**January 22-23, 2016 Double Tree Hotel, E. Syracuse, NY**

The Theme is "Using Antibiotics Responsibly for Cattle Care and Meeting Consumer Expectations"

Basic- Beef 101 Program on Saturday which will run concurrent to the main Conference Session.

The Conference which is sponsored in part by Zoetis will feature speakers encompassing a variety of topics important to farm owners, managers, and enhance production practices for operations of all types.

## Friday January 22, 2016

**8:00 AM** Registration and Trade Show Opens

### Conference Session #1 General Session

**9:00 AM** Welcome, Randy Librock, NYBPA President

**9:15 AM** History and How Antibiotics Function to Improve Animal Health By: Dr. Paul Virkler, DVM, Cornell University

**10:00 AM** Choosing The Right Antibiotic (delivery, duration, and concentration) By: Dr. Rick Sibbel DVM

**10:00 AM** NY Beef Council Meeting

**10:45 AM** Fundamental Concepts of Antibiotic Resistance in Animals and Humans By: Dr. Mary Smith, DVM, Cornell

**11:30 AM** What Happens If I have Residue Violation? By: Dr. Cricket Johnson, NYS Veterinarian

**12:15 - 1:15 PM Lunch and Trade Show**

**1:30 PM** Are There Alternatives to Antibiotics? By: Dr. Jerry Bertoldo, DVM

**2:15 PM** Veterinary Feed Directive- What Does This Mean for Your Farm? By: Phil Trowbridge, Trowbridge Angus

**3:00 PM Afternoon Break**

**3:15 PM** Thinking Outside The Shots; Managing Newly Weaned Calves By: Dr. Dale Blasi, K.State Univ. Professor- online

**4:00 PM** Policies Affecting Beef Producers By: Kristina Butts, NCBA

**5:00 PM** Adjourn and Trade Show Closes

**6:00 PM** NYBPA Annual Dinner Meeting

**7:30 PM** Junior Pool Party

**8:00 PM** Entertainment- Rick Haines, Owner of Independent Ag Network

## Saturday January 23, 2016

### Other Scheduled Meetings

**10:00 AM** NYJBPA Annual Meeting

**2:00 PM** NY Hereford Breeders Meeting

**3:30 PM** NY Angus Directors Meeting

**5:00 PM** NY Junior Simmental Meeting

## Sunday January 24, 2016

**9:00 AM - Noon** NYBPA Council Meeting

### **TRADE SHOW**

8:00 AM - 5:00 PM Daily Both Days  
Numerous vendors displaying products and services for all types of beef cattle production.

## Saturday January 23, 2016

Take notice that there are two concurrent sessions running.  
You will be able to go between either session.

**8:00 AM** Registration and Trade Show Opens

### Conference Session #2A General Session

**9:00 AM** Welcome, Randy Librock, NYBPA President

**9:15 AM** Policies Affecting Beef Producers By: Kristina Butts, NCBA

**10:00 AM Morning Break**

**10:30 AM** Veterinary, Client Patient Relationship- Key to Judicious Use of antibiotics By: Dr. Rick Sibbel DVM

**11:15 AM** History and How Antibiotics Function to Improve Animal Health By: Dr. Paul Virkler, DVM, Cornell

**12:00 - 1:30 PM Lunch, Trade Show, and**

\*\*\* NYJBPA Semen Auction\*\*\*

**1:30 PM** Antibiotic Selection for Cow/calf Producers By: Supplied by Zoetis

**2:15 PM** Importance of BQA and Consumer Attitudes About Use of Antibiotics in Beef Cattle By: Supplied by Zoetis

**3:00 PM Afternoon Break**

**3:15 PM** Veterinary Feed Directive- What Does This Mean for Your Farm? By: Phil Trowbridge, Trowbridge Angus

**4:00 PM** Communication with Consumers About Antibiotics and Animal Health By: Dr. Mike Baker, Cornell

### Conference Session #2B Beef 101 Session

**9:15 AM** Marketing Options For Your Cattle By: Steve Ledoux, Adirondak Beef Company

**10:00 AM Morning Break**

**10:30 AM** Record Keeping & Business Management By: CCE of Lewis/Jefferson County

**11:15 AM** Breeding & Reproduction By: Melissa Spence, CCE Lewis County

**12:00 - 1:30 PM Lunch, Trade Show, and**

\*\*\* NYJBPA Semen Auction\*\*\*

**1:30 PM** Herd Health / Calving By: Dr. Deanna Fuller, Countryside Veterinary Clinic

**2:30 PM** Handling Facilities By: Betsy Hodge, CCE St. Lawrence County

**3:00 PM Afternoon Break**

**3:15 PM** Nutrition / Pasture Management By: Ron Kuck, CCE Jefferson County

**4:00 PM** Panel Discussion By: The Speakers & Producers

**4:45 PM** Adjourn and Trade Show Closes

**5:30 - 6:30 PM Reception (Cash Bar)**

**6:30 PM** Annual Dinner and Awards Banquet  
NYBPA Scholarship Benefit Auction



# 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 1,495 policy holders who received more than \$41 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](http://www.rma.usda.gov/tools/agent.html).

## Call an agent today.

Following are enrollment or crop insurance change deadlines for 2016:

**February 1, 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*.



U.S. Department of Labor Certification

# 2016 National Safe Tractor & Machinery Operation Program



**This course will qualify youth ages 14 and 15 years of age to be certified to operate farm equipment for hire. The course is scheduled to run Saturdays, 8am to Noon beginning in January 2016 and running through March 2016.**

The training program encompasses 32 hours of intensive instruction. Upon the completion of the training, each student will be required to take a 50 question knowledge test with a minimum passing score of 70%. Students who successfully pass the knowledge test will be permitted to take the Skills and Driving tests. After passing both the written test and driving tests, the students will receive their formal certification from U.S. Department of Labor.

The fee for the course is \$25. Note: youth are also required to be current enrolled 4-H members (*Genesee County 4-H enrollment fees are: \$25 per youth or \$50 per family for Genesee County residents; \$35 for out of county residents*).

## **Now accepting registrations!**

**To request a registration packet please call Cornell Cooperative Extension of Genesee County at 343-3040, ext. 101 or email: [genesee4h@cornell.edu](mailto:genesee4h@cornell.edu).**



**Cornell University**  
Cooperative Extension  
Genesee County



*Cornell Cooperative Extension of Genesee County is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.*



**Cooperative Extension Association of Livingston  
NWN Dairy, Livestock & Field Crops Team  
3 Murray Hill Drive  
Mount Morris, NY 14510**

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## **JANUARY 2016**

**Save the Date...**

- 13 **Corn Congress**, 10:00 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia. For more details see page 11
- 13 **Cow Comfort, Welfare & the Public**, 10:00 a.m. - 3:00 p.m., See page 13 for more details
- 14 **Corn Congress**, 10:00 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo. For more details see page 11
- 16 **NY Pork Producers Annual Meeting**, Holiday Inn, 2468 NYS Route 414, Waterloo. For more information contact: Krista Jaskier: 716-697-3031 or [www.newyorkpork.org](http://www.newyorkpork.org). See page 3 for more details
- 16-17 **2016 Farmer Brewer Symposium**, Hartwick College, Oneonta, NY. For more details go to: [www.hartwick.edu/farmerbrewer](http://www.hartwick.edu/farmerbrewer)
- 20 **Cow Comfort, Welfare & the Public**, 10:00 a.m. - 3:00 p.m., See page 13 for more details
- 20 **Cornell Agribusiness Economic Outlook Conference**, 9:00 a.m. - 3:30 p.m., B25 Warren Hall, Cornell University. For more information contact: Gretchen Gilbert at 607-254-1281 or [gcg4@cornell.edu](mailto:gcg4@cornell.edu) or visit the website: <http://dyson.cornell.edu/outlook/econokic-outlook-conference>
- 22-23 **NY Beef Producers Winter Management Meeting**, DoubleTree, East Syracuse, NY. For more information contact: Brenda Bippert at: 716-902-4305 or [www.nybpa.org](http://www.nybpa.org). See page 21 for more details
- 28 **NY Corn & Soybean Expo**, Holiday Inn, Liverpool

## **FEBRUARY 2016**

- 3 **WNY Soybean/Small Grains Congress**, 10:00 a.m. - 3:00 p.m., Clarion Hotel, 8250 Park Road, Batavia
- 4 **Finger Lakes Soybean/Small Grains Congress**, 10:00 a.m. - 3:00 p.m., Holiday Inn, 2468 NYS Route 414, Waterloo
- 17 **The Food Armor Program**, 10:00 a.m. - 3:00 p.m., various sites. See page 18 for more details
- 24 **What's Happening with Antibiotic Use on the Regulatory Side?**, 10:00 a.m. - 3:00 p.m., various sites. See page 18 for more details
- 25 **NE Precision Agriculture: Decision Making for a Profitable Future**, NYS Fairgrounds, Syracuse, NY

**NOTE:** Northeast Beginning Farmers Project Winter 2016 Online Courses are now listed.

Visit <http://www.nebeginningfarmers.org/online-courses/> for the complete list.

*Building Strong and Vibrant New York Communities*

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