

### New Dairy Management Specialist

By Margaret Quaassdorff



**G**reetings! I am Margaret Quaassdorff, and I am pleased to introduce myself as the new Dairy Management Specialist for Cornell Cooperative Extension's Northwest New York Dairy, Livestock & Field Crops Team.

Throughout my career, I have been focused on a multifaceted approach to learning and teaching applied farm practices with the purpose of improving and maintaining successful management systems on dairies. I will be working alongside other team members to serve as a resource of both technical and practical research-based ideas on dairy management systems, transition cow health, dairy nutrition, and calf growth and development throughout the NWNY region.

My academic career began at the University of Vermont where I majored in Animal Science, and was exposed to the dairy industry through the CREAM (Cooperative for Real Education in Agricultural Management) program. After a summer internship surveying Vermont dairy producers about their farm biosecurity practices, as well as a semester in the Advanced Dairy management program offered by researchers and farm staff at the William H. Miner Agricultural Institute in Chazy, NY, I knew that I was in the right industry! My passion for dairy, and practical implementation of dairy

research truly stems from the success I shared during my Dairy Management internship at Miner Institute where I gained hands-on skills in dairy, crop, and people management, as well as participated in public outreach programs. Here, I learned the values of creativity in problem solving and integrity in applied research, as well as the importance of both practical and technical knowledge in rising to the challenges of today's dairy industry.

In 2015, I received a master's degree in Dairy Science with focus on dairy nutrition at the University of Wisconsin-Madison. My thesis focused on nitrogen efficiency and cow production performance in late lactation cows. After graduating, I worked for a feed company in southcentral Wisconsin as a Dairy Nutrition Specialist. While assessing production and management practices on a variety of farms, I learned to appreciate and utilize

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Ag Focus

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**Margaret Quaassdorff**  
**Dairy Management**

Genesee County  
585.343.3040 x 133 (office)  
585.405.2567 (cell)  
maq27@cornell.edu



**Libby Eiholzer**  
**Bilingual Dairy Management**

Ontario County  
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585.394.0377 (fax)  
geg24@cornell.edu



**Nancy Glazier**  
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585.315.7746 (cell)  
nig3@cornell.edu



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amn93@cornell.edu



**Joan Sinclair Petzen**  
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**Administrative Assistant**

Genesee County  
585.343.3040 x138 (office)  
lr532@cornell.edu

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different resources to meet producer goals. In this role, I also enjoyed carrying out value-added on-farm trials involving efficient forage use and economical calf raising.

After a few years, I moved to Iowa, and was responsible for the successful management and overall herd health and production of the multi-breed 300-cow robot/parlor teaching dairy at the Northeast Iowa Dairy Foundation. There, I was an integral part of teaching hands-on dairy management skills such as troubleshooting transition cow issues, monitoring calf growth and health, insight into cow comfort and behavior, and the importance of forage quality and farm economics to students, regional and global dairy producers, and 12,000 annual farm visitors.

Outside of work, I have devoted time to serving as the chairperson for the Grilled Cheese Stand at

Madison, Wisconsin's "Cows on the Concourse" event, as well as spreading my passion for dairy as a mentor for regional Dairy Challenge events. I am excited to be back in the Northeast, and I look forward to volunteering at New York dairy events such as the Dairy Birthing Center at The Great New York State Fair!

Partaking in the dairy industry in multiple ways, and in different regions of the country, has given me a well-rounded and unique perspective to serve as a resource to dairy producers of all sizes in the NWNy region. Please do not hesitate to reach out with questions, comments, or ideas for programs or research that you feel would benefit you. My office is at the Cornell Cooperative Extension Building in Genesee County, located at 420 Main Street, Batavia, NY. I can be contacted at [maq27@cornell.edu](mailto:maq27@cornell.edu).

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# 2018: Bunker Silo Safety Reminder



From: the OSHA Work Group (NYCAMH, NEDPA, NYFB and PRO-DAIRY)

**A** sample of items to cover for pre-harvest preparation and safety meetings:

Farm specific safety concerns and other issues: narrow roads, soft shoulders, main highways, traffic, spilling silage or tracking mud on roads, etc.

Rules of the road: safe speed, specified routes and alternatives to reduce neighbor irritation. Beware of complacency- the 22<sup>nd</sup> time at the same stop sign can get boring, but you still need to stop!

Get a good night's sleep. Tired operators are more likely to make mistakes. According to research, most people require 8-9 hours of sleep per night for optimal performance. Too little sleep, especially over consecutive nights, will result in impaired function and significantly reduced reaction time.

Carry water and snacks to stay hydrated. Take breaks periodically.

Stay in communication. Let others know of hazards when they are observed.

Stay off cell phones while driving. Hands-free cell use is legal but can still be a distraction.

Stay in trucks or equipment when waiting. If personnel must exit, radio other operators.

If personnel are on the ground they should never walk out in front of, or behind, any machine or truck without first making eye contact with the operator.

No extra passenger unless in training.

Make sure lighting is adequate for all work performed after sunset.

Moving poorly marked or dimly lit equipment at dusk is especially dangerous. Use an escort vehicle to reduce risk.

All tractors and machinery that travel less than 25

mph on public roads need to have a properly mounted SMV (Slow Moving Vehicle) emblem. SMV emblems need to be clean and not faded, must be mounted in the center of the rear of the machine (or as close to the center as possible), and be 2' to 6' above the road surface.

Completely shut down machinery when clearing debris. Remove and pocket the ignition key so no one can restart machinery if you are not visible.

Make sure that staff use the proper personal protective equipment, such as hearing protection in noisy areas.

## **Pre-harvest:**

Check over trucks and equipment. Ensure tires are at proper inflation and change excessively worn tires. Check if all lights are functioning, re-checking each day before work starts. Trucks need to be equipped with fire extinguishers and safety triangles or flares.

Provide fire extinguishers on larger tractors and self-propelled harvesters.

Make sure road safety features meet the legal minimum.

Check field entry routes for wash-outs and culvert problems.

Mark driveways with flags so that drivers do not have to guess where the edge is.

Check common routes for road crew activity or other new issues.

Consider providing hi-visibility clothing or vests to staff to help prevent run-over incidents.

Daily: remind drivers, packers and chopper operators to be safe, use safety belts and take no unnecessary risks.

## **Filling:**

If new silage is being added to old silage, mark

*(Continued on page 5)*

where the two materials are joined: the joint areas can be very unstable during silage removal and can collapse without warning because the silage will not be interlocked at this point. Extra caution is warranted with any activity in these areas.

Avoid putting new silage over the top of existing piles covered with plastic. Major slippage of the top pile can occur during silage removal.

Pile height should not exceed the reach of the unloading equipment. Filling staff should be told the target pile height.

Packing tractor(s) should be ROPS equipped, with operators belted in.

Rollover hazard is obvious. Side slope steepness is an important safety concern. There are many factors that influence safe operating gradient. Minimize exterior side slopes as much as practical and beware of soft spots. Safest packing is achieved when driving up and down the pile: some references suggest no more than a 3:1 slope in the direction of travel for this type of operation. As your farm changes, please consider how to size and organize bunker silos so that pile height and slope allow

packing equipment to drive safely over all sections of the pile.

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

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

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

### **Covering crew:**

Conduct a safety meeting before going up onto the piles.

Designate those who will work near the edge- all others stay away!

Make sure workers are not wearing slick surface shoes.

Remind workers to watch out for each other and no horseplay on top.



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# On a Farm Near You: Crystal Valley Creamery

By: Nancy Glazier



Ingenuity is needed for a new dairy business to get started right now. One very small operation, Crystal Valley Creamery, began selling its own raw and pasteurized whole milk in May. Nelson Eberly, with help from his wife Lucy, are operating the on-farm creamery. They are located outside Dundee, Yates County, with a very nondescript sign out on the road: “Raw Milk. Fresh Eggs.”

I made a brief visit to the farm on a rainy day in early August. Nelson was

trying to do some rainy day jobs – he just had two trucks bring some supplies – and had a helper with him, but he was willing to give me a few minutes to answer some questions.

By any definition this is a micro enterprise. Nelson currently milks five mixed breed cows and doesn't want any more than what would fill his 150-gallon bulk tank in one milking. This might be different if he had a market for his milk, but has invested a lot of time, money and effort to get where he is. The 40-acre farm has its organic certification through NOFA-NY LLC, and is strictly grass fed. He had some challenges with spring grazing and taste; the milk definitely had a different taste with early season grass. There has been less variation this summer as he rotates through pastures. He may run into taste issues this winter with feeding stored forages.

All milk is sold under NY State Ag & Markets permits. He is required to meet all the same standards as large processors. He is not allowed to sell any milk across state lines. As the label states: the milk is gently pasteurized but not homogenized. There is definitely a cream line in this milk.

The pasteurized milk is sold on-farm in half-gallons. His biggest outlets are wholesale: Oak Hill Bulk Foods, where he sells pints, quarts, and half gallons, and gallons to Spotted Duck Creamery to make frozen custard. Both of these businesses are located in Penn Yan. Retail price for a half gallon is \$4.99.

Raw milk sales are strictly regulated. The milk is sold in glass bottles, separate from the pasteurized products, and can only be sold directly to consumers on-farm. He acknowledged he hasn't sold much that way yet.

Nelson admitted his biggest challenge is marketing. He had assistance developing his label and a rack card- a one-third sheet of glossy cardstock to share at various locations. He does not have an online presence and is not sure he wants one quite yet. He has to dump some milk since he does not have a market for it all. He realizes it will take some time to expand and develop markets and become profitable.

I let Nelson get about his work. I'll have to save the rest of my questions for another day.



# Brace the Roof Now

By: Timothy X. Terry

Farm Strategic Planning Specialist, Harvest NY

How many remember November 2014? How about late spring 2016, or even select areas of spring 2018? How many suffered partial or catastrophic building losses during these events? By the time this reaches you, we will likely be in that brief lull period between third cutting and corn silage. Therefore now is the time to take a closer look at those roof trusses, and more importantly, the bracing, when there's no weight on them.

Inadequate or improper bracing of the truss roof system was a significant, if not the main, reason for the aforementioned failures. Trusses are very strong in a perfectly vertical installation, however, if allowed to deflect laterally (sideways) they will almost surely fail.

The design of a truss is to balance the forces internally. When the various members of the truss come loose, or are no longer in alignment, the forces are no longer in balance. In fact, the forces may actually be concentrated at one or two points instead of throughout the truss. Moreover, these concentrated forces may exceed the capacity of the individual members at these points and failure is likely.

## Take It From the Top

Since most livestock facilities utilize an open ridge as part of a natural ventilation system, the peak of the truss is usually exposed to all manner of the elements. As such, the metal gussets, and even the top chords themselves, suffer rust and rot. If these have become compromised you can usually restore this connection by sandwiching it between two  $\frac{3}{4}$ " plywood gussets that are glued and nailed/screwed through the truss and into the opposite gusset. You cannot make these gussets too large, but they should at least cover the entire connection and have enough sound wood in each truss member to nail/ screw through. The same applies to any other connections in the truss that needs repair. At a minimum the plywood should be  $\frac{3}{4}$ " CDX, the adhesive waterproof (i.e. – polyurethane), and the fasteners hot dip galvanized.

To minimize the chances of this reoccurring, place a piece of flashing over the peak of the truss. The flashing should be ~6" wide by the width of the ridge opening long plus 3"-4" on each end to have something to screw through. Remember, if you have aluminum roofing use aluminum flashing; if steel, then steel. (Don't mix the materials, check with a magnet if in doubt.)

## Truss-to-Truss

Trusses must be permanently braced within the three planes: top chord, bottom chord, and web members. The roof purlins serve as the Continuous Lateral Restraint (CLR) for the top chord, but diagonal bracing is also required to prevent racking of the trusses. These diagonals can be nailed to the bottom edge of the top chord and should cross at least three trusses. The original building designer would have determined the intervals for this bracing, but figure on at least one set on each end and one in the middle – more if the building is especially long.

Similarly, CLR should be placed on the bottom chord. This bracing should be spliced over a minimum of two trusses. In other words, if the first 2x4 covers the first to the fourth truss then the splice should cover the third and fourth trusses. CLR should be spaced evenly across the width of the building but should not exceed 10' on center. Diagonal bracing is required at each end of the building, between each row of CLR, and at intervals not to exceed 20' spacing. The angle

between the diagonals and CLR must not exceed 45°. ALL bracing must be attached to EVERY truss it crosses.

Web bracing follows the same pattern – CLR along the center of the longest members and diagonals 45° on 20' centers or less. Usually, the CLR is on one edge of the web and the diagonals on the other. It doesn't matter which is on what edge. Additional wind, or "sway", bracing can be installed diagonally from the peak of one truss to the bottom chord of the 3<sup>rd</sup> or 4<sup>th</sup> truss and vice-versa to form a vertical 'X'. This is easily installed if the truss has a king post (vertical web from peak to bottom chord). For areas with higher wind loads (i.e. – lake plains) installing a horizontal L-shaped reinforcement



Photo source: Tim Terry



(two 2x4/2x6 nailed at right angles) along the middle of the gable end with a diagonal brace to the peak will add stiffness to the gable end and help transfer the load to the rest of the roof.

Now that the roof is braced, move on down to the post. Check the girders for any cracks, rot, bowing, etc. Also check the fasteners. If the nail heads appear very rusty and flake away easily you may have to put more in or add bolts to hold the girders in place. Likewise, check the support blocks. Look for cracks, splits, rusty nails, etc. anything that might indicate impending failure. If the nails are questionable you could add more or install at least two- 1/2" heavy galvanized bolts. Placement of the bolts is important. Placing them too close together or too near an end or edge could lead to splitting or tear-out. There are complex tables for figuring out bolt placement, but since you are just beefing up an existing structure and you're most likely working with 2x4 / 2x6 pine lumber some rules-of-thumb are: 7x bolt diameter (D) from the end where the force is coming from but at least 5", 1 1/2 x D from any other edge, and 4x D between bolts. So for this example you'd need to be at

least 5" down from the top of the block (more is better), at least 3/4" in from the edge (center is usually best), and at least 2" between bolts (again, more space is better).


In the same way check the girder and knee braces. Install support blocks under the girder braces if not already there, and make sure the connection to the girder is sound. Knee braces should run 45° from the post to the TOP chord of the truss, not just to the bottom chord. The reasons for this can fill a 15-week college course, but suffice it to say it has to do with proper transfer of roof loads to the posts. Connecting the knee brace only to the bottom chord can result in the concentration of internal forces at a single connection.

So get out there and check those barns now. Repair and/or replace what's deficient. A little preventive maintenance now can save a lot of headaches and heartaches later on.

Source: *Structural Building Components Association, BCSI-B3*


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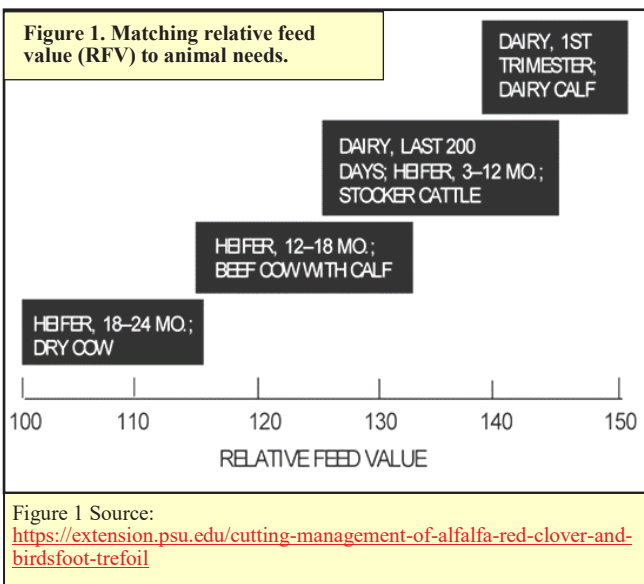
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# Fall/4<sup>th</sup> Cutting Management

By: Jodi Letham

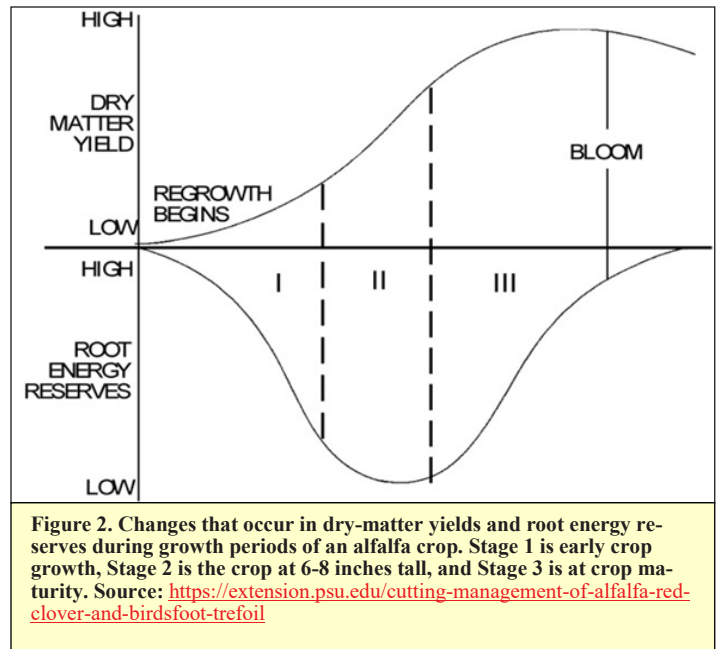
## Fall/ 4<sup>th</sup> Cutting Management

The main objective of most forage programs is to maximize economic yield of nutrients while ensuring stand perseverance. Frequent cutting yields high-quality forage, while less frequent cutting generally results in increased stand longevity. Therefore, harvest management of perennial legumes such as alfalfa, red clover, and birdsfoot trefoil requires a compromise between quality and persistence. The intensity of your forage harvest program should depend on the nutrient needs of the livestock that will be consuming it (Figure 1), as well as the stand's life expectancy. Because of sudden changes in the weather, and year-to-year variations in growing seasons, there's no simple rule to follow when making the decision to cut. We experienced extremely hot and dry conditions after 2<sup>nd</sup> cutting which significantly affected regrowth for 3<sup>rd</sup> cutting. Harvest was light for 3<sup>rd</sup> cutting and many will plan to take a 4<sup>th</sup> this year.



## Energy Reserves

The initial growth of perennial forage legumes in the spring and after every harvest depends on energy reserves (food) stored in the taproots and crowns of the plants. High energy reserves are important for fast regrowth, which results in higher yields. Substantial energy reserves are also needed for the



development of cold hardiness, which allows the plant to persist during the winter and still have enough energy for good spring growth. Research has shown energy reserves are usually highest when the plant is in full-bloom stage and usually lowest a short time after cutting, when the plant is growing rapidly (Figure 2).

The most consistent method to determine when to harvest is the stage of plant development in conjunction with calendar date since seasonal weather variations can alter the relationship between stage of development and energy reserves. Cuttings made during summer (second, third, and fourth cuttings) should be made when the crop is in the bud-to-early-bloom stage of development. Some producers attempt to cut when alfalfa is less mature than the recommended stage. A cutting interval less than 30 days can be extremely stressful to the stand because the energy reserves cannot be stored in the taproots and crowns. Low energy reserves lead not only to poor regrowth (lower yields), but also an actual loss of stand- sometimes in one year. Alfalfa generally maintains production during short periods of dry weather because of its deep and extensive root system. However, during extended periods of dry weather, alfalfa growth is reduced and flowering may occur on short, stunted plants. Cutting during these stressful periods does not weaken alfalfa plants or

cause stand reductions. If adequate late summer or fall regrowth occur after the alfalfa plant has been drought stressed, an additional harvest can be made in the fall with less risk of stand loss, than if the alfalfa was not drought stressed.

### **Fall Cutting Management**

Throughout the late summer and early fall alfalfa plants are preparing for winter by developing cold resistance and storing energy reserves in their roots. Timing of fall harvest may interfere with this process. Harvesting alfalfa at a time that allows only a few weeks of regrowth before frost kill greatly reduces energy reserves in the roots. Late harvesting also removes stubble, which catches snow and insulates plants from extremely cold air temperatures. Both circumstances increase the risk of alfalfa winter-kill.

Risks to stand persistence can be minimized by:

- Taking at least one harvest during the summer at 1/10 bloom or greater.

- Fall harvesting young stands because young stands are less susceptible than old stands to winter injury.
- Maintaining high soil fertility levels.
- Fall harvesting alfalfa varieties that have a good disease resistance and winter hardiness.

Optimum soil fertility levels enhance the storage of energy reserves in alfalfa roots. Maintaining high reserves of energy in the roots as winter begins does improve the ability of alfalfa to overwinter and support good spring growth. Applying fertilizer after the plant goes dormant for the winter does not benefit energy reserve storage. Contact your local extension agent or co-op to discuss fertility needs of your stands after 4<sup>th</sup> cutting. For additional information visit:

<https://extension.psu.edu/cutting-management-of-alfalfa-red-clover-and-birdsfoot-trefoil>.



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# Conventional, Organic Corn-Soybean-Wheat Cropping Systems Study: Economic Analysis Using 2017 Agronomic Results

By John Hanchar and Bill Cox

This article draws from Bill Cox and others. "SHOCKER: Organic Corn 206 bushels/acre and Conventional Corn 175 bushels/acre when following Wheat/Red Clover with High Inputs (but 191 and 199 bushels/acre, respectively, when following Soybean)." Ithaca, NY: Cornell University. December 1, 2017.

<http://blogs.cornell.edu/whatscroppingup/2017/12/01/shocker-organic-corn-206-bushelsacre-and-conventional-corn-175-bushelsacre-when-following-wheatred-clover-with-high-inputs-but-191-and-199-bushelsacre-respectively-when-following-soybean/>

A brief reporting of yield results appeared in the August 2018 issue of Ag Focus.

## Summary

- Organic corn: recommended inputs outperformed conventional corn, recommended inputs based

upon returns to land and management for 2017.

- Organic soybean: recommended inputs outperformed conventional soybean, recommended inputs based upon returns to land and management for 2017.
- Future analysis will consider three years of data from the Cox study to develop costs and returns analyses that reflect variable growing conditions.

## Economic Analysis

To compare performance using 2017 data, analysts calculated value of production, costs and returns for conventional and organic, corn and soybean. Due to growing conditions, wheat/red clover was not grown in 2017 as planned following soybean. Analysts used basic revenue and cost of crop production concepts, for example, variable and fixed costs concepts, to calculate revenues, total costs and returns to land and management inputs.



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## Results

Value of corn grain production, costs, and returns varied between the conventional corn, recommended inputs and organic corn, recommended inputs alternatives (Table 1). Value of production varied due to differences in price and yield, where conventional corn was valued at \$3.85 per bushel, and organic at \$8.09 per bushel. Costs for fertilizer and lime, seeds and plants, sprays and other crop inputs, labor, fuels and lubricants, and fixed inputs differed with the latter four cost categories affected considerably by mechanical weed cultivating requirements for the organic treatments relative to spray material and application requirements for the conventional treatments.

Value of soybean production, costs, and returns varied between the conventional soybean, recommended inputs and organic soybean, recommended inputs alternatives (Table 1). Value of production varied

**Table 1. Value of Production, Total Costs and Returns, Recommended Inputs, Corn and Soybean by Conventional vs. Organic, Cox Study, 2017 Results.**

Corn, Recommended Inputs following Wheat/Red Clover		
Dollars per Acre		
Economic Measure	Conventional	Organic
Total Value of Production	620	1,450
Total Costs	426	412
Return to Land & Management	194	1,038
Soybean, Recommended Inputs following Corn		
Dollars per Acre		
Economic Measure	Conventional	Organic
Total Value of Production	548	912
Total Costs	197	216
Return to Land & Management	351	696

due to differences in price and yield, where conventional soybean was priced at \$9.30 per bushel, and organic at \$17.21 per bushel. Costs for seeds and plants, sprays and other crop inputs, labor, fuels and lubricants, and fixed inputs differed with values for the latter four cost categories affected considerably by mechanical weed cultivating requirements for the organic treatments relative to spray material and application requirements for the conventional treatments.

This analysis compares performance based upon one year of the three year Cox study, reflecting 2017 growing conditions. Future work will develop analyses incorporating variability for the study period, 2015 through 2017, and possibly use yields and other information from individual farm records to assess variability over time. Analyses will add to the information farmers can use to make decisions regarding organic crop production's place in cropping systems.

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 <p><b>16K/46K Rears</b></p> <p>2004 WESTERN STAR 4900SA, 430 HP CAT C12, Engine Brake, 18-5 Spd, 4.56 Ratio, 24.5 Tires, 238" WB, 16,000# F/A, 48,000# I/A, Cab &amp; Chassis, Almost New Rubber Front &amp; Rear, 158" C/I, 18" 4-1/2" I/A, Frame, 248,257 Miles, Stk. #5756 - \$43,250</p>	 <p><b>20K/46K Rears</b></p> <p>2004 MACK GRANITE CV70, Mack 480 HP Engine, Brake, 18-5 Spd, Tandem Axle, Alum. Wheels, 300" WB, 20,000# F/A, 48,000# I/A, Low Mile Double Frame Truck w/ 1600# M/L, 29 C/I's, Crane, Component Unit, Dual Controls &amp; 9th Wheel, 116,000 Miles, Stk. #5628 - \$54,900</p>	 <p><b>18K/46K Rears</b></p> <p>2005 WESTERN STAR 4900SA, 475 HP CAT C15, Engine Brake, 13-14 Spd, 11-Axle, 22.5 Tires, Alum. Wheels, 226" WB, 18,740# F/A, 48,000# Full Locking Rears, w/ Wetline &amp; Non-Skidable LIT, Axle, 381,775 Miles, Stk. #5710 - \$55,500</p>	 <p><b>Clean, Heavy</b></p> <p>2006 INTERNATIONAL T800, 330 HP Cummins ISM Diesel, 10-14 Spd, Color: Red/Black, 22.5 Tires, Steel Wheels, 256" WB, Double Frame Flatbed w/ 6000# Front Carrier, Steadable LIT, Axle, 227,000 Miles, 100 Separator The Decky, 219,275 Miles, Stk. #5751 - \$37,500</p>
 <p><b>20K/46K Lockers</b></p> <p>2004 INTERNATIONAL PAYSTAR 5600, 335 HP Cummins ISM, 9-11 Spd, 172" WB, 20,000# F/A, 46,000# Full Locking Rears, 137,958 Miles, Stk. #5756 - \$32,250</p>	 <p><b>20K/46K Rears</b></p> <p>2000 MACK 890RSD, 57 Mack 400 HP Engine, Brake, 8-11 Spd, 32.5 Tires, Spoke Wheels, 270" WB, 20,000# F/A, 48,000# I/A, Clean, Double Frame Cab &amp; Chassis, 16,000# LIT Axle, 19" 4" Frame Behind Cab, 507" C/I, 295,925 Miles, Stk. #5441 - \$28,250</p>	 <p><b>455 HP CAT</b></p> <p>2004 KENWORTH T800, 455 HP CAT C12 Diesel, 10-14 Spd, Tandem Axle, Color: White, Engine Brake, 22.5 Tires, Alum. Outside Wheels, 180" WB, 12,000# F/A, 48,000# I/A, 24" I/A, Wetline, 491,540 Miles, Stk. #5720 - \$38,500</p>	 <p><b>18K/46K Rears</b></p> <p>2002 KENWORTH T800R, 410 HP CAT C12, Engine Brake, 8-11 Spd, 11-Axle, Color: Yellow, 4.88 Ratio, 22.5 Tires, 48" Steel Wheels, 260" WB, 15,000# F/A, 49,000# Full Locking Rears, w/ Wetline F3300's Drywall, Crane, 565" Boom, (5) Sections, 25" Steel Hulford 300" Total Double Frame, 210" C/I, 301,120 Miles, Stk. #5744 - \$47,900</p>
 <p><b>Allison Auto Dump</b></p> <p>1999 INTERNATIONAL 2674, 330 HP Cummins M11, Allison Auto, Tandem Axle, 22.5 Tires, All Steel Wheels, 178" WB, 20,000# F/A, 40,000# I/A, Double Frame, 13'48" Dump Body w/ Trap, 176,774 Miles, Stk. #5006 - \$23,900</p>	 <p><b>17 ft Flatbed</b></p> <p>2002 INTERNATIONAL 7400, 300 HP Infil DT530 Diesel, Tandem Axle, Color: Red/Black, 22.5 Tires, All Steel Wheels, 215" WB, 17" Steel Deck Retired Truck w/ Rear Forklift Carrier, W/ Separate Deck From Chassis, 111,130 Miles, Stk. #5732 - \$22,900</p>	 <p><b>20K/46K Rears</b></p> <p>2000 KENWORTH T800 CAT &amp; CHASSIS, 335 HP CAT C11, 10-14 Spd, Tandem Axle, Double Frame Cab &amp; Chassis, 20,000# F/A, 44,000# Full Locking Rears, 240" WB, 20" Frame Behind Cab, 18" C/I, 5.30 Ratio, 50% Rubber, 120,000 Miles, Stk. #5638 - \$48,900</p>	 <p><b>Low Mile, Rust Free Chassis</b></p> <p>2000 KENWORTH T800, 350 HP Cummins ISM, 9-11 Spd, Tandem Axle, Color: Red, 22.5 Tires, Alum. Steel Wheels, 230" WB, 20,000# F/A, 48,000# Full Locking Rears, Double Frame, 20" Frame Behind Cab, 180" C/I, 77,333 Miles, Stk. #5734 - \$57,900</p>
 <p><b>48K Lockers</b></p> <p>2007 PETERBILT 370, 475 HP CAT C15 Engine Brake, 18-5 Spd, Tandem Axle, 24.5 Tires, Polished Alum. Wheels, 12,000# F/A, 48,000# Full Locking Rears, Dual Exhaust &amp; Air Cleaners, Air Side 5th Wheel, 211,107 Miles, Stk. #5416 - \$46,500</p>	 <p><b>6x6 Water Truck</b></p> <p>1998 INTERNATIONAL FP2548, L10 Cummins 22.5 Tires, Alum. Wheels, 214" WB, 23,000# F/A, 48,000# I/A, 60" Cab &amp; Chassis, 4,000 Gal. Water Tank, 12" 22.5 Tires, 15" Single Heavy Frame w/ Retired Cab, 150" C/I, Very Clean, 190,985 Miles, Stk. #5537 - \$29,900</p>	 <p><b>48K Lockers</b></p> <p>2009 PETERBILT 367, 475 HP CAT C15, Engine Brake, 8-11 Spd, 3.70 Ratio, 22.5 Tires, All Alum. Wheels, 224" WB, 14,000# F/A, 48,000# Full Locking Rears, 2-3 Spd Rears, 365,800 Miles, Stk. #3874 - \$58,500</p>	 <p><b>48K Rears</b></p> <p>2008 INTERNATIONAL 26348 6000, 330 HP Cummins ISM, 10-14 Spd, Tandem Axle, Color: Red, 22.5 Tires, Alum. Steel Wheels, 217" WB, 23,000# F/A, 48,000# Full Locking Rears, 107k Co. Co. McNeilus Mix, 15" Frame Behind Cab, 157" C/I, 139,840 Miles, Stk. #5802 - \$44,900</p>
 <p><b>Big CAT</b></p> <p>2007 WESTERN STAR 4900SA, 550 HP CAT C15, 18-5 Spd, Tandem Axle, Engine Brake, 24.5 Tires, Alum. Wheels, 385" WB, 16,000# F/A, 48,000# Full Locking Rears, Air Side 5th Wheel, Good Hubbar, 49,256 Miles, Stk. #5729 - \$44,000</p>	 <p><b>460 HP</b></p> <p>2006 MACK MISON C3613, 460 HP Mack AC, 18-5 Spd, Tandem Axle, Engine Brake, 22.5 Tires, Alum./Steel Wheels, 190" WB, 14,000# F/A, 48,000# Full Locking Rears, w/ Wetline &amp; Air Side 5th Wheel, 547,638 Miles, Stk. #6554 - \$29,900</p>	 <p><b>20K/46K Rears</b></p> <p>2008 MACK GRANITE CV70, Mack 425 HP, 8-11 Spd, 11-Axle, Engine Brake, 22.5 Tires, Alum./Steel Wheels, 270" WB, 20,000# F/A, 48,000# I/A, Double Frame Truck w/ 25" Flatbed w/ 6000# &amp; 16' 20" 20" I/A, Wetline &amp; Non-Skidable LIT, Axle, 442,810 Miles, 44,353 Miles, Stk. #5638 - \$49,900</p>	 <p><b>475 HP CAT</b></p> <p>2005 KENWORTH T800, 475 HP CAT C15, 8-11 Spd, Tandem Axle, 4.30 Ratio, 24.5 Tires, Alum. Wheels, 210" WB, 20,000# F/A, 48,000# Full Locking Rears, Near Double Frame, w/ 6000# 15,000 lbs. Wtch, 16" Rollbar, 19" Frame, 154" C/I, 574,840 Miles, Stk. #5743 - \$49,700</p>
 <p><b>48K Rears</b></p> <p>2007 WESTERN STAR 4900SA, 550 HP CAT C15, 18-5 Spd, Tandem Axle, Engine Brake, 24.5 Tires, Alum. Wheels, 385" WB, 16,000# F/A, 48,000# Full Locking Rears, Air Side 5th Wheel, Good Hubbar, 49,256 Miles, Stk. #5729 - \$44,000</p>	 <p><b>460 HP</b></p> <p>2006 MACK MISON C3613, 460 HP Mack AC, 18-5 Spd, Tandem Axle, Engine Brake, 22.5 Tires, Alum./Steel Wheels, 190" WB, 14,000# F/A, 48,000# Full Locking Rears, w/ Wetline &amp; Air Side 5th Wheel, 547,638 Miles, Stk. #6554 - \$29,900</p>	 <p><b>25.5 ft Flatbed</b></p> <p>2008 MACK GRANITE CV70, Mack 425 HP, 8-11 Spd, 11-Axle, Engine Brake, 22.5 Tires, Alum./Steel Wheels, 270" WB, 20,000# F/A, 48,000# I/A, Double Frame Truck w/ 25" Flatbed w/ 6000# &amp; 16' 20" 20" I/A, Wetline &amp; Non-Skidable LIT, Axle, 442,810 Miles, 44,353 Miles, Stk. #5638 - \$49,900</p>	 <p><b>475 HP CAT</b></p> <p>2005 KENWORTH T800, 475 HP CAT C15, 8-11 Spd, Tandem Axle, 4.30 Ratio, 24.5 Tires, Alum. Wheels, 210" WB, 20,000# F/A, 48,000# Full Locking Rears, Near Double Frame, w/ 6000# 15,000 lbs. Wtch, 16" Rollbar, 19" Frame, 154" C/I, 574,840 Miles, Stk. #5743 - \$49,700</p>

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# Winter Triticale for Extra Spring Forage

By: Mike Stanyard

This hot dry summer has been a rough one for adequate forage production in parts of NWNY. Many farms will be short on feed as hay tonnage is down and corn fields in many areas are shorter than normal. I am getting lots of questions about planting additional forages, like forage oats and winter grains, and pricing standing grain corn from the neighbor.

Many farms have been growing winter triticale as a double crop following corn silage with great success. Work in the region by Quirine Ketterings and Tom Kilcer have shown that it is a good fit for the dairy and, if done properly, can provide 2 to 4 tons of dry matter per acre of high quality forage in the spring. Those farms that have stuck with it have learned to make some high quality forage and have made it part of their rotation.

**Planting Date.** As with any small grain, start with high quality seed. We want good germination and successful emergence. **It is recommended to plant 100-125 lbs. per acre.**

Over the years and many research trials, we have developed a rule of thumb that winter triticale for forage needs to be planted 10-14 days before the normal wheat planting date. So we are looking at the last week in August through the first week of September as optimum. The earlier planting allows for sufficient accumulation of growing degree days to develop as many tillers as possible this fall. We can still plant into early October in our area but realized that yields will probably be down by 30% compared to early September.

**Plant with a drill at 1.25 inches deep.** This will be crucial to get a deep root base established to prevent possible winter kill and heaving. This is even more crucial on later planted fields. I have seen fields that broadcasted seed and worked it in. These fields had uneven emergence, were patchy, and just didn't

produce as well. Remember, you are planting a high quality forage crop not a rye cover crop!

**Fertility.** Most of the needed N-P-K will come from manure worked in following corn silage harvest. It is still best to soil sample to see if additional P and K are needed. If no manure prior to planting, nitrogen will vary depending on planting date. The earliest plantings in August will need 90 lbs. N. This will gradually decrease to 60 lbs. in the first half of September and 30 lbs. after September 20 (Kilcer, personal comm.). An added sulfur source has shown to be beneficial or use ammonium sulfate as your N source. If N can't be worked in (no-till), a protectant should be applied if we remain dry and hot. Again, it is best to soil sample to determine P and K levels. A good "blue book" number would be 40 lbs. each of P<sub>2</sub>O<sub>5</sub> and K<sub>2</sub>O.



Photo Source: Mike Stanyard

Early planting definitely has its advantages as winter triticale serves a dual purpose of keeping the soil covered over fall and winter and providing quality forage in the spring. Getting the plant well established in the fall with maximum tillers will help it get through the winter and off to

a quick start in the spring. An additional 50-80 lbs. of N will be needed at green-up. This can be based on how it looks coming out of the winter. If it looks good, push it with more N.

We will talk more about the stages of triticale, harvest timings, and techniques in the spring. For additional information on winter triticale see the Cornell Nutrient Management SPEAR program Fact Sheet #56, Winter Triticale Forage <http://nmsp.cals.cornell.edu/publications/factsheets/factsheet56.pdf> or an excellent video on growing high quality triticale from Tom Kilcer at: <https://www.youtube.com/watch?v=sCr-aAN-Eng>.

# Mortality Disposal Guidance

David Smith, DVM, Director, Division of Animal Industry  
New York State Department of Agriculture and Markets

Many of you are aware that companies that have been picking up dead stock from farms have halted pick-ups. The NYS Department of Agriculture and Markets (NYSDAM) is discussing the situation with the companies to determine a course of action regarding the disposal of downed and dead animals. In the meantime, New York producers will need to consider other methods of disposal. The following information is provided as guidance; however, these activities may also be subject to local law.

## On- Farm Burial

On-farm burial may be a viable option for many farms. New York Agriculture and Markets Law has the following provisions for disposal. These provisions are applicable to all farms, including farms operating under a Concentrated Animal Feeding Operation (CAFO) permit.

[https://www.agriculture.ny.gov/AI/AILaws/Article\\_26\\_Circ\\_916\\_Cruelty\\_to\\_Animals.pdf](https://www.agriculture.ny.gov/AI/AILaws/Article_26_Circ_916_Cruelty_to_Animals.pdf)

### § 377. *Disposal of dead animals.*

The carcasses of large domestic animals, including but not limited to horses, cows, sheep, swine, goats and mules, which have died otherwise than by slaughter, shall be buried at least three feet below the surface of the ground or otherwise disposed of in a sanitary manner by the owner of such animals, whether the carcasses are located on the premises of such owner or elsewhere. Such disposal shall be completed within seventy-two hours after the owner is directed to do so by any peace officer, acting pursuant to his special duties, police officer, or by a designated representative of the commissioner.

Notwithstanding section forty-one of this chapter, any violation of this section shall constitute a violation. This section shall not apply to animal carcasses used for experimental or teaching purposes.

The Department also recommends the following considerations for onsite burial:

- Locate onsite mortality management activities so that prevailing winds and landscape elements minimize odors and protect visual resources.
- Locate the facility down -gradient from springs or wells whenever possible; at least 200 feet from wells and open water; above the 100-year floodplain elevation; and avoid areas with seasonally high-water tables. *(Please note that State law requires that the highest part of the buried animal must have at least 3 feet of soil over it and burial must occur within 72 hours.)*
- Onsite mortalities should not be disposed in liquid manure storages.
- Any farm operating under a CAFO permit must carefully observe the provisions of the permit and the farms Comprehensive Nutrient Management Plan (CNMP), including working with their AEM Certified Planner.



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# Getting Ready for Harvesting Corn Silage

By: Ali Nafchi

**B**efore the beginning of each harvesting season, the forage harvester should be entirely inspected.

This inspection is to make sure that the machine is in excellent working condition, to avoid costly machine breakdowns, and also, to prevent delay in harvesting time. All parts, especially parts in contact with a stalk of corn, from the front tip of the harvester head all the way to the spout, are subject to inspection. Clean the forage harvester in and out if this was not done at the last storage. Reinstall all the V-belts that you removed after season, check the belts' tension, and secure the safety covers. Re-lubricate the complete forage harvester as described in the lubricating charts. After lubrication is done, double-check the moving parts, and while you are aware of safety requirements, run the forage harvester at low-speed for a few minutes and re-check all moving parts, belts, pulleys, and bearings to look for any malfunction. Inspect each part and make sure that part is ready and good for another season. Check for any cracked, loose, worn, and/or missing bolts in the corn head and the pivot bolts. All the knives on the corn head and teeth on the gathering drums or auger should be inspected. Remember that head performance will have an effect on harvester performance, therefore, any missing or broken parts on the head will have an impact on the entire harvesting operation.



Photo: Gerald R. Bertoldo

Next, check the crop flow, visually checking all liners, ledges, rollers, bearings, springs, grease lines, electric harnesses, and hydraulic lines. If you have doubt about replacing a part that can be stocked on your farm you may decide to be prepared for when it needs to be replaced. Inspect the gearboxes and check for fluid level. If the oil is low, there must be a problem. Check for any possible leaking before an oil change. (If you do not find the problem now, or before harvest, you will find it during harvest!). Be aware that seals are not expensive, but running the gears without oil will cause serious costly damage to the gearbox.

## Inspect the Engine and Safety

Check the oil, brake fluid, and coolant level while checking all seals and change them if needed. Always ask the dealer for advice or use the operator's manual (it is in the box below the seat) and read it if needed. The first up to 45 pages of the operator's manual relates to the safe operation of the chopper which is the most important part. Check the fire extinguishers and make sure they are fully charged. Check all safety alarms including the caution lights, back-up beeper, back-up lights, and the cutter head beeper.

You may want to train your entire harvesting team before harvesting season, especially if you have a new employee - let them know how things work and safety is always first.



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# Create a Positive Environment to Lead Your Business

By Joan Sinclair Petzen

Employees and family members look to the manager of a business to lead them. Effective leaders create an environment where their people can thrive and contribute their best talent to the organization. This sounds a bit academic so let me offer up some perspective in the context of leading a farm business.

Farm business leaders are busy people. I have often heard them referred to as “driven,” which means to me, they will pull out all stops to achieve their goal. It is easy for one who is so focused to lose perspective on how their actions and attitude can affect the people working with them. These qualities are admired by peers but can sometimes be a barrier to communication with those working with and for those driven leaders. If the people you rely on perceive you as unapproachable, because you are too wrapped up in the urgency of the days’ activities, you may forfeit the chance to engage people, gather their ideas, and provide feedback.

Let’s face it: these are uncertain times. Leaders in Washington are debating the next Farm Bill that will shape the way our country supports farms and provides incentives for conservation and protecting the environment. Trade relationships are changing as the executive branch forges new agreements and sets the stage for the future. All of these factors reduce certainty of prices for agricultural commodities. As a leader of a business, it is important to be mindful of these external factors, but, to concentrate on the internal practices and decisions within your control.

The people who work with and for you rely on you to help them understand how the external factors they are hearing about impact your expectations of them on a day-to-day basis. Meeting with your team on a quarterly or seasonal basis provides an opportunity for you to share your perspective on the current state of affairs of the business in light of the external factors. It also give employees and family members a chance to ask questions about how the industry environment will affect the business. It is important to keep these meetings honest, open and positive.



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Often during challenging times some of the best ideas for changes that can reduce costs, improve efficiency, or increase productivity come from the people closest to the job. Encourage your teams to brainstorm new ways of approaching everyday or seasonal tasks. Then listen to their feedback and consider their ideas carefully. Encourage people to gather data to support their ideas for a proposed change. Preparing a partial budget can be a powerful tool for managers to use to gather the data needed to evaluate whether or not a proposed change will lead to increased profitability or cash flow.

Some of the data needed will be “hard information.” These are things we can actually measure and quantify or are sourced from industry research. The remaining data will be “soft information.” The latter will be harder to prove or quantify so it is a good idea to take a “what if” approach to the soft data and take a look at what the results might be over a range of potential responses to the change.

During uncertain times, leaders keep their team informed, provide encouragement to look for alternative processes or procedures, and evaluate potential changes based upon reliable information. Leaders help others in the business to stay focused on the factors within their control and reward effective performance with feedback and recognition.

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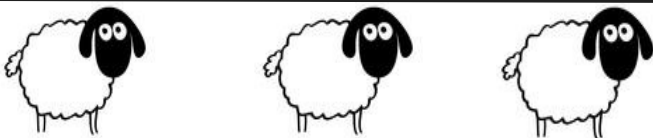
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**Date: September 22<sup>nd</sup> Time: 9am-2pm**

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## New Team Member

**H**i, I am Linda Risewick and I have been hired as the Northwest New York Dairy, Livestock and Field Crops Team's Administrative Assistant, replacing Cathy Wallace. While Cathy's role will be hard to fill, I join the team bringing with me over 20 years of local agribusiness experience. My family and I reside in Le Roy NY and I will be working out of the Genesee CCE office in Batavia. I look forward to seeing my former associates and meeting new acquaintances at the various area Congresses. You can contact me at: lr532@cornell.edu or 585.343.3040 x 138.

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## ***September 2018***

- 8 ***Livingston County Farm Fest 2018***, 10 a.m. - 3 p.m., Coyne Farms, Inc., [5957 E Avon Lima Road, Avon NY](#) (just off 390) .
- 22 ***Sheep and Wool Day***, 9:00 a.m.-2:00 p.m., Flint and Steel Farm, [250 Bassett Rd, Naples NY 14512](#), Cost: \$15 a person, \$25 for couples. Registration is required, contact CCE Yates at 315-536-5123 or email Caroline Boutard-Hunt at [cb239@cornell.edu](mailto:cb239@cornell.edu).

## ***October 2018***

- 12-14 ***Cornell Sheep & Goat Symposium***, Morrison Hall, Cornell University, Ithaca NY 14853. To register or to get more information, call Barbara Jones, 607-255-7712, [bjj6@cornell.edu](mailto:bjj6@cornell.edu), or <http://blogs.cornell.edu/newsheep/2018-sheep-goat-symposium/>.
- 26 ***Calving & Neonatal Care Workshop, Day 1***, 9:30 a.m., meet at Wayne County CCE, [1581 Route 88N](#), Newark NY 14513. Host farm – El-Vi Farms, 11 Pelis Rd, Newark, NY 14513. For questions, call Libby Eiholzer 607.793.4847. To register, call 585.343.3040 x 138, or visit: <https://nwnyteam.cce.cornell.edu/event.php?id=740>.

## ***November 2018***

- 9 ***Calving & Neonatal Care Workshop, Day 2***, 9:30 a.m., Meet at host farm Reyncrest Farm, [9666 Alleghany Rd. Corfu, NY 14036](#). For questions, call Libby Eiholzer 607.793.4847. To register, call 585.343.3040 x 138, or visit: <https://nwnyteam.cce.cornell.edu/event.php?id=740>.



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