What is the Economic Outlook for Dairy in 2013
By Dr. Mark W. Stephenson, Director of Dairy Policy Analysis
University of Wisconsin–Madison
Submitted by Richard Smith, Saratoga County

The Dairy Situation
For dairy producers 2010 and 2011 were recovery years from the recession and low milk prices of 2009. The 2012 milk price declined by about two dollars per hundredweight from the all-time high average price of 2011, but producers might characterize 2012 as a “disastrous year” or a “middling year” depending on their business model or their geographic location. Milk production in New Zealand and widespread drought in the U.S. have really defined this year for the U.S. dairy industry.

The Drought
The related, but very different, weather patterns of La Niña and El Niño were both a part of the 2012 story. We have had a couple of years of La Niña which is a colder body of water in the equatorial Pacific. This tends to create warmer and drier weather in the central portion of the U.S. In fact, the drought here was widespread and one of the worst that we have seen causing significant loss of crops throughout the central portion of the country. Dairy farms located within drought-affected areas experienced outcomes which ranged from total crop loss to greatly reduced yields. All dairy farms have experienced significantly higher purchased feed costs, but if your business model is one which depends on both purchased concentrates and forages, the milk price may not have been adequate to cover your variable costs of production.

La Niña also affects the other side of the Pacific by bringing higher-than-normal rains to Oceania. New Zealand has benefited from excellent pastures both last year and in the 2011-12 season. They increased milk production 10.43% in 2011 and are on track to increase just less than 5% this year. New Zealand production is important to the U.S. dairy industry because they compete for the same export markets that we do. New Zealand production impacts U.S. milk prices just as U.S. production now impacts New Zealand milk prices.

El Niño is a warmer-than-normal body of water in the equatorial Pacific Ocean and it typically brings greater quantities of rain to the western U.S. and drier weather conditions to Oceania. El Niño was expected to form this summer bringing needed rains to relieve the U.S. drought

---

Continued on page 6
Experts Are Worth The Expense.

Growing up on a farm and being relatively handy, I often tackle all types of jobs. I have done several renovation projects on my house and I decided to attempt a new bathroom. As I started tearing open walls and cutting pipes it was quickly apparent that it was a much more delicate and time consuming project than I anticipated. Not wanting to be without a bathroom, my wife and I quickly decided it would be better to have a professional do the work in half the time. Using a good contractor would also provide piece of mind that it was done right.

Many farmers make the same mistake while working with parts of their businesses. They attempt to decipher complicated tax laws, financial models, investment, and business strategies. The same farms that will listen intently to their nutritionist will take wild guesses with accounting. Like individual farms, each farms financial picture or taxes have their own intricacies. Experts have the knowledge to advise you correctly and have seen many of your farm scenarios before. They also understand how all of the financial pieces fit together. Taking on the risk yourself leaves you open to future problems especially when it involves long-term or estate planning. The other benefit of hiring someone is, professionals usually have extensive training and safeguards in place to protect you. When you’re wrong you can only blame yourself.

Stick with people that know the business. I deal with many issues in my position and always try to find an expert. Recently, I received a call from a person working on some legal issues for a farmer. Based on our conversation it didn’t seem like he had a solid understanding of how farms are structured, financed, and managed. My immediate thought was, how good is his advice going to be?

Take advantage of any free programs that are out there. Many of your lenders have programs on finances, taxes and estate planning. They have in-house experts that can help you. Your Cooperative Extension is always a good nonbiased source of information. There are programs on every subject and many are free.

Educate yourself as much as possible. Attend classes, and read information on the subject from several sources. The more you know the better you will be able to communicate with everyone involved. You will also have a better understanding of why a professional is recommending a course of action.

Farms are always looking at the cost of services when thinking of hiring someone. Cost is often the number one thought was, how good is his advice going to be?

Take advantage of any free programs that are out there. Many of your lenders have programs on finances, taxes and estate planning. They have in-house experts that can help you. Your Cooperative Extension is always a good nonbiased source of information. There are programs on every subject and many are free.

Educate yourself as much as possible. Attend classes, and read information on the subject from several sources. The more you know the better you will be able to communicate with everyone involved. You will also have a better understanding of why a professional is recommending a course of action.

Farms are always looking at the cost of services when thinking of hiring someone. Cost is often the number one thought was, how good is his advice going to be?
On The Lighter Side

A Humorous Look at Everyday Farm Life

Crazy Ideas

It is amazing how many ideas I have tried over the years that seemed perfectly reasonable at the time, yet turned out to be just plain crazy. Well not crazy maybe, but seriously flawed at best.

For some reason most of these mistakes were sold as innovative ideas to aid in harvesting hay crops at their peak quality. Everybody wants to do that. That is why farmers have always been a sucker for the latest gimmick. One of my earliest misjudgments was the purchase of a device touted to be able to make windrows as you mowed the hay crop. Simple and without moving parts, its long spring-steel fingers were designed to catch the mown crop as it fell and gently roll it into a smooth lumpless windrow. And it did, some of the time. Unfortunately, too often it left big chopper-plugging piles that left my fields looking like a bombed out battlefield. This experience convinced me that the reason those beautiful machines in farm museums are in such good condition is they probably didn’t work very well and therefore, didn’t wear out.

The next rage that swept the country was the hay-conditioner. It ran your swath of fresh cut crop between two rollers that broke the coarse alfalfa stems enough to let them dry at the same rate as the delicate leaves. It was a good concept and is still used today for harvesting dry hay. My problem was falling for the sales pitch for a mower combined with a hay-conditioner, touted to save me a second trip over the field. It was really just a mower hung off the front corner of the hay-conditioner and neither were built for heavy enough to stand the abuse I, or any other farmer, subjected it to.

Not all of my mistakes were about making hay. One of my biggest was something called a magnetic feeder. It was a self-feeder for cows, activated by a magnet hanging from a strap around a cow’s neck and was touted as a way of individually feeding high producing cows, as only those with magnets could receive extra grain. However, when the cows found out they could get unlimited grain anytime they wanted, it was like turning a kid loose in a candy store with a credit card. That mistake was replaced by a computer feeder that rationed the grain for each cow depending on what they were programmed to get. That was an improvement, but was still better for the grain store than my pocketbook.

I hope I don’t sound like a pessimist by only telling you about my mistakes. I am sure I’m not the only farmer to be tempted by a good sales pitch, the gleam of new machines or the vision of more efficient production. And to be fair, there have been many good ideas that succeeded over the years, funny though, I just can’t think of any right now.

Joe Peck, a Saratoga County dairy farmer, storyteller and humorous speaker, is author of “A Tractor In the House & Other Smashing Farm Stories” and “A Cow in the Pool & Udder Humorous Farm Stories” which you may order at www.joepeckonline.com or call (518) 584-4129.

DO YOU WANT TO ADVERTISE WITH US?

Call or Email

Billie-Jo Slingerland
Sales & Design Director
518-872-2826 or bjr24@cornell.edu
Looking at a bale of hay and understanding its quality or whether it should be fed to your animals is no easy task. Hay quality can vary greatly, often more so than other crops harvested. Forage quality directly affects your bottom line and animal health. For instance, feeding higher quality hay will generally allow you to feed less concentrates to your animals, which saves you money and is good for the animal’s overall health. To help local producers understand these key points and help them learn the skills necessary to make smart decisions concerning forages, Rensselaer and Saratoga County Cornell Cooperative Extensions partnered with Dairy One Cooperative Inc. to bring a “Hay Quality Workshop” to our area.

The evening of December 6th, farmers gathered at the Saratoga Cornell Cooperative office to enjoy coffee, doughnuts, and most importantly, listen to a presentation by Janet Fallon, a representative from Dairy One Cooperative Inc. Her presentation covered a wide range of topics concerning forage quality, such as finding the right feed for the animal (as an example, a dry cow versus a lactating cow), visual quality indicators, and the importance of forage testing as well as the interpretation of the results.

To assess visual signs of quality, Cooperative Extension Educators from Saratoga and Rensselaer Counties collected samples of a variety of hays for the participants to inspect. These were wide ranging, from a beautiful green bale of alfalfa to one sample so wet mushrooms had grown! It was illustrated through these samples that to evaluate hay visually the key areas to consider are maturity, leafiness, color, odor and condition, and the presence (or lack of) foreign materials. Participants were able to directly handle, smell, and otherwise inspect it, while also receiving a copy of its chemical analysis to compare.

Main things to avoid in bales of hay are musty smells or mold, stemmy hay with shattered leaves, samples dark brown or black in color, and foreign material, especially when it could injure the animal consuming the feed. Also discussed was the term “Relative Feed Value (RFV)” which is a great way to evaluate the palatability and quality, with a higher score being more digestible forages. This is a number ranging from zero to over 150, with higher numbers indicating higher planes of nutrition. By using the RFV you can better gauge the need for additional concentrates, amount of forages to feed, and the class or species of livestock it is best suited for. A horse easy keeper that is in only in light work would require a much lower RFV than a growing foal or lactating mare.

The workshop was fun and informative, giving participants hands on experience in grading hay, while being guided by Cornell Cooperative Extension Educators and an expert from Dairy One Cooperative Inc. Through the willing partnership of the two organizations, farmers were able to take home some great information. If you have any questions regarding the workshop or forage quality, Ashley can be contacted at (518) 272-4210 or arp253@cornell.edu.
Welcome to the Central NY Dairy & Field Crops Team

Saratoga County has added the Central New York Dairy and Field Crops Team region beginning on January 1, 2013! For approximately two years Saratoga County Extension leadership has been working to bring additional resources in the areas of dairy and field crops to the farmers of Saratoga County. Saratoga County Extension Management, Agricultural Program Committee, Saratoga County Extension Board of Directors, as well as the Saratoga County Board of Supervisors all worked closely with our key producers and other key stakeholders as to the need and their desire and then to insure that funding was in place.

This Cornell based regional team has two excellent and experienced educators; David Balbian is a former Dairy Agent in Saratoga County before going to the Regional Team. He is well known to almost all our dairy farmers. Kevin Ganoe heads the Field Crops area and while we have not been officially part of the team many of our producers have worked with or are known to Kevin’s fine work.

This opportunity provides a broad scope of programming available to the farm operations in our region. It will afford very specific opportunities for all scale operations. Having David Balbian on board is in itself a strong impact to agriculture but the addition of Kevin Ganoe’s cropping expertise will be a very positive impact to area farmers. Kevin will give us a specialized field crop resource person. We have had the good fortunes of having Tom Kilcer and Aaron Gabriel expertise as support for years and we thank them for their professionalism.

This team of experts will be a great contribution to our staff and will be very complimentary and enhancing to the existing educators in the region. I am looking forward to them joining the team in January and I’m sure all will renew old allegiances and make new ones.

It’s January, did you update your Work Agreement/Pay Notice?

Paperwork, it is the bane of any small business and especially arduous for farm businesses. At the Labor Issues for Ag Employers seminar in December, Christina Marzello from NYS DOL’s Immigrant Policies and Affairs group talk about some of the paperwork employers really need to make sure they are current on.

One of the forms is a work agreement and pay notice which documents work details like employer name and address, employee name and address, hours of work, skills and work expectation of employer, pay rate, pay day and what is being provided in non-cash pay. Both employer and employee must sign and date the agreement. Each party should receive a copy.

This is a legal document and is important to have the document in the file. But additionally, if there is a change in the pay rate due to a raise or job change, the employer should generate a new work agreement and have it re-signed.

NYS passed the Wage Theft Prevention Act which took effect April 9, 2011 and the annual notification must include:

- Rate or rates of pay, including overtime rate of pay (if it applies)
- How the employee is paid: by the hour, shift, day, week, commission, etc.
- Regular payday
- Official name of the employer and any other names used for business (DBA)
- Address and phone number of the employer’s main office or principal location
- Allowances taken as part of the minimum wage (tips, meal and lodging deductions)

The notice must be given in English and the employee’s first language to all new hires and again between January and February 1 of each year. For more details about these forms and to view sample forms which are available in several languages, please visit: http://www.labor.ny.gov/workerprotection/laborstandards/employer/wage-theft-prevention-act.shtm
and it would have been expected to worsen the pasture conditions in New Zealand. However, the El Niño did not form and the National Oceanic and Atmospheric Administration does not expect one in the year ahead.

Value of the Dairy Ration

There was little direct impact of the drought on the traditional dairy regions in the Northeast. Drought impacts varied in Midwest from severe on farms in southern Wisconsin, northern Illinois, and in Minnesota and Iowa. But many farms outside these areas were largely spared or even had excellent crop yields. Even the farms that were impacted may have had lower quantity but the quality of the forages was quite good. However, the price of feed was heavily impacted in all parts of the country.

Western dairy business models where all feeds are purchased and where the feed basis is higher than in the Midwest, have suffered substantially. This is evidenced by the milk production reports in the last quarter of 2012. For example, September and October milk production in California declined by 3.9% and 3.5% respectively while Wisconsin milk production increased by 3.5% and 4.7% in those same months.

Dairy Product Demand

Unemployment has remained stubbornly high following the recession in 2009. However, there has been some evidence of optimism on the part of consumers as evidenced by increases in the purchase of durable goods and other measures of consumer sentiment. In fact, retail dairy prices have not increased more rapidly than other food or the general economy. Per capita consumption of most dairy products has increased with the yogurt category a particularly bright spot. However, beverage milk is the negative exception to most dairy products and created headlines for dropping below a threshold of 20 gallons per capita Dairy Exports

The U.S. continues to solidify its place as a major world dairy product exporter. The European Union and New Zealand are essentially tied with 35% and 34% shares of world trade respectively. The U.S. comes in at third place with about a 19% share of world exports. Australia is the fourth largest exporter with 7% of the trade share.

Nonfat Dry Milk or Skim Milk powder is the largest volume of U.S. export followed closely by dry whey products. Lactose, cheese and butter round out the remaining bulk of export products. From January, 2012 through September, 2012, the milk solids exported represent about 13.6% of the total milk solids produced.

Dairy Stocks

Strong U.S. milk production in the first half of the year has given way to almost flat milk production or even modest declines in some months. Domestic and export demands have remained strong enough to take all of dairy product produced and, depending on the product, stocks are normal tight in the third quarter. Butter stocks are in a normal range, but cheese, whey and to a lesser extent nonfat dry milk stocks are tight.

The Dairy Outlook

Short inventories of dairy products would normally suggest strong product and milk prices. Yet product prices have been falling precipitously on the spot markets in recent weeks. This points out another complexity of our emerging dependence on export markets.

U.S. products normally trade at a discount relative to Oceania prices in world markets. Since September of 2012, U.S. cheese and butter prices have been substantially higher than those of Oceania producers. Even though our stock levels are not burdensome and would normally indicate strengthening prices, our ability to compete for export sales is eroded when prices are higher than our competitors. That is the most likely reason that domestic prices have fallen.

Oceania has very seasonal milk production and they are now several months past their peak lactation. World markets have absorbed the products during their flush and this is an indication of a robust demand for dairy products. It is likely that U.S. prices will not have much further to fall but rather that world prices will come up to meet our prices.

I am projecting a New York All Milk price to average about $20.75 in 2013. This would be an increase of about $1.35 from the 2012 levels. Moreover, the futures markets show a continual decline in soybean meal prices from now through the next harvest season representing a $70 drop. Corn prices are expected to remain at the current high levels until next harvest season when futures markets anticipate a
decline of about $1 per bushel. The combination of increased milk price and an easing of feed prices would improve farm margins.

**Dairy Policy**

At the time of this writing, we are in the lame duck session of congress. Although Democrats picked up a few seats, the balance of power was not altered and a stalemate exists on most pieces of legislation. The Senate has passed their version of a farm bill and the House Agricultural Committee has reported their version out but it has not made it to the floor of the House for a vote. If the House moves on the farm bill before the end of the year, it is likely that the dairy provisions in the House and Senate (which are quite similar) will be the new policy for dairy.

The dairy provisions are a marked departure from previous policy. They would seek to find budget savings by eliminating the Dairy Product Price Support Program and the Milk Income Loss Contracts. These safety net programs would be replaced by a voluntary margin insurance program and a market stabilization program.

The most likely scenario for passage in the lame duck session is to attach the farm bill to whatever legislation may be passed to address the so-called “fiscal cliff”. If that doesn’t happen, then it is likely that congress would pass an extension of the previous farm bill until new legislation can be passed later on. This is a dangerous proposition for promoters of the current House and Senate bills.

By March, the Congressional Budget Office will have a new baseline against which all bills with fiscal consequences will be evaluated. Few believe that the new CBO baseline will look better than last year’s and most believe that it will look much worse. If that is true, then congress will have to go back and reconsider the proposed House and Senate farm bills and find new areas for cost saving. Opening up the bills to new scrutiny increases the likelihood that we could see substantial changes in any of the programs—including dairy. Substantial changes in dairy policy are likely. But, what those changes will be and when they will take place is an unknown at this time.

**CROP COLUMN**

**Control Shrink to Help with Costs**

Ashley Pierce, Rensselaer County

With the cost of feed as high as it is, what would you say if I told you that once you were done harvesting your crop, to dump 10% of it off to the side and let it rot? I’m sure you would tell me to get off your farm and not come back! This is what is happening though, when you consider how feed shrink is taking your precious time, energy, and resources without giving you anything in return.

It has been estimated that between 5% and 30% of feed on a farm never reaches its intended recipients. This can happen for a variety of reasons, including the product being eaten by birds (who love the expensive concentrates), rodents chewing holes in bags or silage plastics, silage losses from incorrect bunk management, and weather related issues such as wind blowing feed away. Although seemingly small things, they can add up and cost you a bundle.

I have seen articles written on starlings recently and with good reason. The average size flock of starlings is 1,000 to 3,000 birds. Along with picking up feed from a storage area, these birds will pick feed out of the dairy feed mix as well. The National Wildlife Research Center gave an estimate that an average flock of 2,500 birds can eat 156 pounds of grain a day! Help is available to control starlings through the “Wildlife Services Program of the U.S. Department of Agriculture’s Animal and Plant Health Inspection Service.” They offer technical assistance along with direct controls to remove the birds with the use of a pesticide. There is a fee associated with the program, but it may be valuable to you when you consider what it costs you to feed your flock every day!

Another one of the big problem areas in regards to the waste of your carefully grown crop is bunk management. As always, harvesting at the correct moisture and length will enable your crop to ferment properly. Also, filling it quickly, packing well, and covering immediately are necessary steps on the path to good management. Once you start feeding from the bunk, it is important to maintain a clean bunk face. Great managers are able to bring down the high rate of 30% loss on a bunk to the 5-10% range. Wind can also wreak havoc.
This baler is designed to make balage, wrap bales in net wrap, then wrap the bales in balage plastic, all coordinated by a computer.

How do you run a successful dairy nestled between the mountains of Greene County, when you have very little available help to harvest the crops? Scott Tuttle of Windham has at least one answer – a round baler for silage that not only puts on net wrap, but then automatically wraps the bale in plastic to make excellent balage. Three years ago he purchased a Claas Rollant 355. It cost $8000 more than buying a baler and wrapper separately and Scott is very happy with his decision. He finds that it is perfect for his one-man operation of a 50-cow Jersey dairy. (He does get help from his family, but mostly in the barn.)

The price tag for the Rollant 355 was large, but Scott feels that there are so many benefits that it has already paid for itself. He loves that it allows him to be a one-man operation. He bales when the crop is ready, then he can go back later to collect the bales. Before, he had some excellent forage, some good forage, and then some that was fair. Now all of his forage is excellent (greater than 120 relative feed value) because he can harvest it in a smaller window and beat the weather. At its fastest, Scott has baled 30 bales per hour (4 X 4’s). Before, he was chopping six acres per day. Now he bales all of first cutting (45 acres) in one day. Before, his Jerseys would give him 45 lbs/day of milk on 25 lbs of grain. Now he gets 50 lbs of milk on 18 lbs of grain. You can see how the benefits and economics add up very quickly. As always “the better the feed, the more you need”. Scott now feeds more forage, because his cows eat more of it.

The baler has many features and a computer coordinates the different tasks that it does. Behind the pickup head are knives that cut the haylage into 6-inch lengths before it goes into the fixed bale chamber. A signal goes off when the bale has reached its 4’ X 4” size. You then stop the tractor so that the net wrap can be put on (30 seconds). After it is net-wrapped, the computer signals so that the bale is automatically transferred backwards to the plastic wrapping unit. You then continue baling. As you bale, the unit is wrapping the net-wrapped bale with plastic wrap for about 34 – 40 seconds. When you stop to net wrap the next bale, you can discharge the plastic-wrapped bale. The computer and machine are all timed so that all the moving parts are coordinated and do not hit each other. After four seasons and 1600 bales, Scott has only replaced one sensor and a set of bearings in one wrapper arm. Watch a video clip of Scott baling haylage this fall at http://youtu.be/86ZGS9SMqmY.

This was the first round baler that Scott ever used. It took about one season to become comfortable not only learning how to round bale, but also how to use a baler that plastic wraps the bales as well. He runs it with a 120 HP tractor (JD 7410) and bales at about 4 ½ mph. This tractor is plenty big, except on very steep hills.

This one machine has made a tremendous difference in Scott’s operation. He can now harvest his haylage by himself. It is all top quality. He feeds more forage, less grain, and makes more milk. For this operation, it has been all positive.

There is other labor-saving machinery that can streamline baling operations. There are all sorts of machinery to pick up and move small bales as well as large bales. The Renni bale wagon is specially designed to pick up plastic-wrapped balage from the field and unload it into storage (http://www.renniequipment.com/innovation.php) without damaging the plastic wrap. You can find video clips of other machinery on YouTube and farm machinery websites. Here is a sample of video clips from YouTube. http://www.youtube.com/watch?v=W6SopU_14gM
Making balage all with one machine has increased forage quality tremendously and that alone has made the machine pay for itself, on top of saving labor.

round bale accumulator picks up bales
http://www.youtube.com/watch?v=hjdIsGuVaD4  round bale accumulator behind the baler
http://www.youtube.com/watch?v=Hj3hhH7zQGM
small square flat table behind baler
http://www.youtube.com/watch?v=frJE68SkJQc &feature=endscreen  small square grapple

The Winter Dairy Management Program 2013 for ENY
“Managing Your Dairy for Resiliency”
9:30 a.m. – 3:30 p.m.
February 26, 2013 Middletown, NY CCE-Orange County Office
February 27, 2013 Ballston Spa, NY CCE-Saratoga County, 50 West High St.
February 28, 2013 Tally Ho Restaurant, Richfield Springs, NY
Registration Cost will be $15/person at each site. Details to follow.
This program will address crucial areas in the long term resiliency of New York Dairy Farms. From reproduction to lighting to cow comfort, this diverse program will offer practical ideas that can be implemented to improve the profitability of dairy farms.

Is Your Repro Program the Most Profitable Alternative?
•  Kim Morrill, Dairy Specialist, Cornell University Cooperative Extension – St. Lawrence County
Dairy Modernization - Five Factors Affecting Profitability to Consider.

•  David Balbian, Dairy Specialist, Cornell University Cooperative Extension Central NY Team.
LED Lighting-field research results; the dividend from taking advantage early.

•  Jackson Wright- Western New York Dairy Team,

Cornell Cooperative Extension
From this point forward... holding on to the most crop nutrients grown through optimal preservation tools and technique.

•  Dr. Jerry Bertoldo DVM, Western New York Dairy Team and Cornell PRO-DAIRY
Optimizing Cow Comfort throughout the Barn; a Rebalance for Resiliency.

Curt Gooch, P.E., Dairy Environmental Systems and Sustainability Engineer, PRO-DAIRY, Program Cornell University

Be ready to go... when the forecast says “Snow”

$500 off *1
Any 4000 Series Tractor with the purchase of two or more implements

$1,500 off *2
Any 5D/5E Series Tractor (45-75 hp) with the purchase of two or more implements

$2,000 off *3
Any 6D Series Tractor

* Offer valid 10/27/2012 through 1/31/2013. Subject to approved credit on John Deere Financial Installment Plan. *Fixed Rate for 0.0% for up to 60 months. $500 OFF implement bonus is in addition to Low Rate financing and requires the purchase of 2 or more qualifying John Deere or Frontier implements. *Fixed Rate for 0.0% for up to 60 months on 5D/5E Series, open station with 9F/9R transmission, 45-75 hp only. $1,500 OFF implement bonus is in addition to Low Rate financing and requires the purchase of 2 or more qualifying John Deere or Frontier implements. Up to $2,000 off or Fixed Rate of 0.0% for up to 48 months. Some restrictions apply, so see your dealer for complete details and other financing options. Valid only at participating US dealers.
on your commodities and with this in mind; consideration should be paid to wind breaks. Also, keep in mind that having your commodities in a different form (such as pelletized with different ingredients) can cut down on loss from wind.

Although concern over feed loss is not always your highest priority, keeping these small things in mind can make a difference. It might not be worth it to you or your business to implement any changes immediately, but keeping waste control methods in mind when it’s time for new construction or changes. If you have any questions for Ashley, feel free to contact her at (518) 272-4210 or arp253@cornell.edu.

Source: “Solution to Starling Damage” by Mike Hunter of CCE Jefferson County

“Get Shrink Under Control to Cut Feed Costs” from Penn State Extension

---

Strategic Marketing Workshops for Livestock Producers

A workshop series offered by Cornell Cooperative Extension at locations in Schuyler, Albany, St. Lawrence, Orleans, Wayne, Broome, Chautauqua, Oswego, Delaware, & Orange and Allegany Counties.

Tuesdays, February 5, 12, & 19, 6:30-8:30 PM
$30 for the series.

Session 1: Intro. to Strategic Marketing: Identifying a Target Market
Session 2: Communicating with Customers
Session 3: A Guide to Marketing Channel Selection

For more contact Gale Kohler at 518-765-3500 or gek4@cornell.edu

---

Huestis Farm Supply
3877 Crown Point Road
Bridport, VT 05734
802-768-2269
Huestis Farm Supply in business since 1971 in Bridport, Vermont stocks parts for:
• Badger • Jamesway • Gardner • Norbco • Winco • Penta
• Ritchie • Uebler • Van Dale • Winpower • Leoni • Ramrod

---

Tough and versatile just got more productive with Air Seed Delivery.

3600 TWIN-LINE® PLANTER
• Kinze Air Seed Delivery or conventional hoppers.
• Hydraulic Weight Transfer Mechanism.
• Available in 12 row configurations.
• EdgeVac® vacuum or mechanical seed metering options.

CALL US FOR PRICING ON 12 ROW PLANTERS ON ORDER @ EARLY ORDER PRICING & DISCOUNTS

841 Route 9H, PO Box 660, Claverack, NY 12513
Phone:(518)828-1781 Fax: (518)828-2173 (800)352-3621
e-mail:skinne@columbiatractor.com or info@columbiatractor.com

Kinze Manufacturing Inc. All rights reserved. Kinze®, the Kinze® logo, Twin-Line® and EdgeVac® are trademarks owned by Kinze Manufacturing.
NYBPA Eastern Region Annual Meeting
Saturday, March 30, 2013
11:30am-2:00pm
at The Parting Glass in Saratoga Springs, NY
40-42 Lake Ave
Buffet lunch, cash bar, vendors
Following lunch will be a brief meeting and our
Featured speaker:
Jeanette Losee, US Army Ret.
Janette will speak about disaster management/preparedness on
farms and in rural areas.
Cost is $25 per person
Limited vendor space is available for $50 (this fee includes the cost of one lunch)
Registration Deadline is Friday, March 15
Please contact Jennifer Coleman to register:
518-796-4833 - 518-632-9101
jennifer@brookefieldfarms.com
65 Gibbs Rd - Granville - New York - 12832
We are also planning to have a meeting in the Westchester county area in April, please let Jennifer know
if you are interested in attending and if you know of a good meeting location!

Farm Home
Are You Prepared? Start the New Year with a Focus on Emergency Preparedness
By Maria DeLucia-Evans, Cornell Cooperative Extension Albany County
Disasters can strike at anytime, anywhere. Depending on the circumstances, you may have very little time to leave your home, or you may find it necessary to shelter in place. In our area, we are most at risk for winter storms/ice storms, flooding, fires, extreme weather, power failures, and hazardous material incidents. The more we prepare in advance the better able we’ll be to stay safe during any type of disaster. Putting together an emergency plan and disaster “Go Kit” for your family are important first steps in emergency preparedness planning.

Make sure you identify everyone who will be included in your emergency plan. Identify any special needs they have (e.g. medications, eyeglasses, disabilities) along with any special skills (e.g. CPR, first aid). Be sure to share the details of the plan with everyone involved.

Your plan should also include family pets. As pets will not be allowed in shelters, be sure to have a plan in place for them if evacuation is required.

As you develop your emergency plan, be sure to create a family communication plan. Make sure you are able to access information during an emergency. Having a battery operated or crank, radio can be helpful to receive information and updates from the media during a power loss.

As part of your communication plan, your family should designate two meeting places. The first meeting place should be outside of your home, but a safe distance away. If there is a home fire, for example, your family will know where to meet upon exiting the home. The second meeting place should be outside of your neighborhood, but still in your community. If family members are separated during the day and prevented from returning home due to an emergency, everyone will know where to meet.

Continued on page 14
RATION ARTICLE

FEED 24/7

By Dr. Rick Grant, President of H.W. Miner Institute
Submitted by Richard Smith, Saratoga County

During this festive time of year accessibility of food is rarely a problem for us as we eat our way from one get-together to the next. It seems that food is literally available 24/7. But feeding habits that may cause concern for us come January are optimal for the dairy cow that cares little about her girth. She thrives on 24-hour continuous access to feed.

A few years ago Spanish researchers (Bach et al., 2008, J. of Dairy Sci.89:337) reported that dairy herds with greater feed accessibility had higher milk production. Specifically, herds that always fed for some amount of feed refusals averaged 3.5 pounds per day more milk than herds that essentially fed to a clean bunk. Additionally, herds that practiced routine feed push-up at the bunk averaged nearly 9 pounds more milk daily. How many management practices elicit that magnitude of response? This study clearly demonstrates the importance of ready feed accessibility in stimulating milk production.

Oregon State University scientists compared 2.5% refusals at 18 hours post-feeding (so-called “clean bunk” approach) versus 5% feed refusals at 23 hours post-feeding. A clean or “slick” bunk occurs when the farmer shoots for 0% feed refusals to save feed costs and labor associated with handling leftover feed each day. Of course, the problem with a clean bunk approach is that cows may often have restricted access time to feed. In this study, TMR was delivered at 7:30 am and 1:00 pm. Eating rate was greater and meal time was shorter for cows fed to a clean bunk. In other words, these cows with restricted access to feed began to “slug feed” which we know leads to inefficient rumen conditions.

Recently, University of Guelph scientists assessed overcrowding and level of feed refusals. Treatments were either 2:1 or 1:1 cows per feed bin and either 14 or 24 hours of access to feed each day. These are fairly extreme treatments, but not necessarily out of the realm of reality. Restricted feed access time resulted in reduced dry matter intake from 59 to 56 pounds daily. The combination of restricted access time and overcrowding at the feed bin resulted in greater displacements at the bunk, 15 versus 3.8 per day. Most of these aggressive displacements occurred during periods of peak bunk use right after delivery of fresh feed. Additionally, cows experiencing restricted feed access time and overcrowding had greater feeding rates (156 versus 137 grams/day) and less feeding time (183 versus 205 minutes/day). In other words they ate faster to compensate for the lack of feed availability 24/7.

What about frequency of feed push-ups? Research by University of Arizona dairy specialist Dennis Armstrong in 2008 evaluated frequency of feed push-up shortly after delivery of TMR to cows fed three times daily. This study showed that providing additional feed push-ups every ½ hour during the first two hours post-feeding resulted in similar dry matter intake, but greater milk yield for multiparous cows (65.1 versus 61.2 pounds/day). Primiparous cows did not respond to greater frequency of feed push-up. Importantly, the percentage of cows at the water trough increased with greater feed push-ups. Although it was not statistically significant, the percentage of cows standing at the feed bunk at feeding time was reduced with greater feed push-ups, but active eating at the feed bunk increased. So, cows made better use of their time with the additional feed push-ups and improved feed accessibility in the two hours after fresh feed delivery.

Cows need to have feed available all the time – 24/7 and 365!
The Importance of Family
by Breana Scribner, Washington County Dairy Princess

During the holiday season we are reminded of the importance of our families. We gather together generation by generation in celebration. On our dairy farms we are reminded of the importance of our families not only during the holiday season, but every day. Dairy farmers teach their children just as their parents taught them to keep strong family ties, not only with each other but also with their cows. These ties between farmers and their cows are the reason the dairy industry will have a future.

Families work together on the farm in order to continue the success of the farm, so that it may be passed from one generation to the next. Not only do they pass the farm they also pass the love for the dairy industry. This love they have is the reason they keep strong ties between them and their families, as well as between their cows and each other. With a family farm the cows aren’t just numbers, they are pets that are a part of the family. They continuously try to improve the cows, by defining their strengths and weaknesses. Finding these weaknesses is helping the farms to improve the cow’s family lines to build generations of excellence. Farm families are using genetics to continuously grow happy, healthy cows that will produce good quality milk.

So this winter season as you celebrate with your families remember the importance of family and thank the local dairy farmers for providing you with a wholesome product. As you prepare meals for the special events, remember to include your three servings of dairy every day. Here is a great recipe to use on your next cookie platter, using one of these many delicious dairy products.

Pineapple Coconut Snowballs

Ingredients:
1 8 oz. package cream cheese
1 8 oz. can crushed, well drained pineapple
2 ½ cups flaked coconut

Directions:
In a small bowl beat softened cream cheese and pineapple until combined. Cover and refrigerate 30 minutes. Roll into 1 inch balls; roll in coconut. Chill for six hours or overnight. Refrigerate in an airtight container.
You should also designate an out-of-town contact person. Use this person as a point of contact during an emergency if you are unable to reach family members.

Your emergency plan should include creating a “Go Kit” for your family. This kit will consist of items you may need if you have to leave your home. It’s recommended that the following items are included in your kit:

- A three day water supply (one gallon per person recommended)
- A three day supply of non-perishable packaged or canned foods, snacks
- One change of seasonal clothing, raingear, sturdy footwear, sleeping bag/blanket (Mylar “space blanket”). You may prefer your own pillow and blanket at a shelter.
- First Aid Kit, prescription and non-prescription medicine, extra glasses
- Sanitation and hygiene supplies
- Emergency “tools” to include battery powered radio, flashlight, and extra batteries; a manual can opener; Swiss army knife; whistle, cell phone charger
- Remember those with special needs – items for infants, elderly, and disabled. Don’t forget the pet’s needs
- Important Documents in a waterproof container
- Cash (in small bills), credit cards
- Books, games, toys.

Make sure to keep your “Go Kit” updated and in a convenient storage place.

In addition to these steps, the Albany County Sherriff’s office provides the following checklist to follow in your emergency preparedness planning:

- Post emergency telephone numbers (doctor, relatives, friends..) near your telephone.
- Teach children how and when to call 9-1-1. Have one ‘hard wired’ phone – cordless
- home phones will not work in a power outage
- Keep important phone numbers in an alternate place besides your home, possibly
  - your vehicle or cell phone.
- Learn how and when to turn off water, gas, and electricity to your home.
- Learn how to open your garage door without the electric opener.
- Purchase a generator, but use caution not to back feed the grid and do not operate near
  - an open window, which could cause a carbon monoxide issue. Follow the owner’s manual and consult an electrician.
- Learn the proper use of an ABC fire extinguisher and keep one available.
- Learn basic safety, first aid and CPR measures.
- Determine the best escape routes from your home. Have two ways out of each room.
- Install smoke and carbon monoxide detectors on each level of your home.
- Remember friends and neighbors – check on them to make sure they are safe.

These are just the basics. To learn more about preparing for emergencies, visit the American Red Cross at www.redcross.org.

The more you do now to prepare, the better able you’ll be able to face any type of emergency.
Calf Raising Tips for Winter

• Immediately warm baby calves with heat lamps
• Feed adequate amounts of quality colostrum
• Provide calves with calf blankets
• Provide at least 4 inches of dry bedding (preferably a small amount of sawdust/shavings and lots of hay/straw)
• Make sure pens are dry and draft free
• Increase fat levels in milk replacers, now available 22/25 Hi fat milk replacer with Deccox
• Increase daily quantity of milk or milk replacer

If you have further calf care questions, please give us a call!
(802) 442-2851 - (800) 521-2705
Monday & Tuesday 7:00 AM - 8:30 PM
Wednesday through Friday 7:00 AM - 5:30 PM
Saturday 7:00 AM - 5:00 PM • Sunday 9:00 AM - 2:00 PM
Classifieds

Classified ads must be in your local Cooperative Extension Agriculture Office by the first of the month to appear in the following months publication. Each enrollee is entitled to one free ad a year, one inch in size with no repeat insertions per year, in the classified section.

HAY FOR SALE - 3x3x8 bales large, square 1000 lb bales. Good quality, stored in barn at harvest. Priced by cutting, delivery available by charge, based in Washington County. Call 518-796-3988.


HAY FOR SALE - EXCAVATION AND TRUCKING. Call Larry Sweeney 899-9202.