Farming with veterans in mind: Troops to Tractors

Trust in the Lord with all your heart, And lean not on your own understanding; In all your ways acknowledge Him, And He shall direct your paths. Proverbs 3:5-6
Farming with veterans in mind:
Troops to Tractors

by Tamara Scully

Troops to Tractors, a program of the Pennsylvania Veteran Farming Project (PAVFP), is dedicated to assisting veterans with obtaining the funding, skills and mentorship needed to successfully transition from a military career to an agricultural one. PAVFP services are available to all active duty military and veterans with honorable discharges and their spouses.

The PAVFP, a nonprofit established in 2015, is overseen by an advisory board of six military veterans and one spouse, and is a “homegrown network of veterans, military and their spouses who farm or operate agribusinesses,” said Mimi Thomas-Brooker, PAVFP project director. “We help beginning veteran farmers navigate the maze of available programs and connect veteran farmers of all experience levels with other mutually beneficial business relationships, and promote veteran farms and agribusinesses to the public. Our philosophy is that farming is often a family endeavor, so we want to empower families to thrive in agriculture.”

The Troops to Tractors program was designed specifically to facilitate on-farm paid apprenticeships, which are available through the U.S. Department of Veterans Affairs (VA) as an educational benefit exclusively for those veterans with GI Bill eligibility. Troops to Tractors works to connect this select group of veterans with state-approved mentor farmers for paid on-the-job training. Troops to Tractors facilitates the approval of mentor farmers by Pennsylvania, and assists veterans with accessing their educational benefits. By making it easier for military veterans and farm mentors to navigate the requirements of the VA on-the-job (OTJ) apprenticeship program, Troops to Tractors plays a vital role in making farming dreams a reality for many veterans.

Regional workshops and on-farm tours are a vital part of the mentoring experience, bringing together the military and ag communities to network and share experiences, Thomas-Brooker said. Troops to Tractors and the PAVFP are planning their next event, to be hosted by the Glen Cauffman Farm in Millersburg, on Aug. 7 and 8. The event, “Establishing and Sustaining a Small Ruminant Operation,” includes business planning during Friday’s workshop. Saturday will feature a tour of the small ruminant and commodity crop operation at Glen Cauffman Farm.

Small Farm Opportunities

On Cauffman’s 190-acre farm, 200-plus Angora goats graze a variety of forages. Their fiber and finished mohair products are marketed under the farm’s Pure American Naturals label. The farm has been recognized for a multitude of conservation measures, including creating wetlands to provide wildlife habitat, taking marginal land out of production, using cover crops, crop rotation, contour planting, contour strips and continuous no-till practices since 1984. Twenty acres are planted in native prairie grasses, via the Conservation Reserve Enhancement Program. The farm was a Pennsylvania Leopold Conservation Award finalist in 2018 and 2019.

Cauffman isn’t only interested in mohair and conservation. He’s also certified to teach business planning and as a crop advisor, and holds degrees in animal science and agricultural engineering. Cauffman believes that cost-share opportunities to implement on-farm conservation practices, many of which are available through NRCS, paid on-the-job training through VA apprenticeship programs, networking events with other like-minded farmers and a savvy approach to marketing can be combined to enhance small farm profitability.

“By building a bridge of knowledge between small family and veteran farms and consumer consciousness, a farm conservation story boosts profit opportunities,” Cauffman said. Small ruminant farms are a good fit for many beginning farmers, with a low initial investment and rapid growth in herd size possible. Cauffman began with 10 does and a buck, and grew his herd from there. While the return on any investment may take a few years, a detailed enterprise budget before investing will help beginning farmers determine the profitability of their venture, he said.

By embarking on a farming enterprise, veterans may be putting to use some of the skills they already possess. Cauffman recounted a conversation he had with Secretary of Agriculture Sonny Perdue regarding farmer mentorship of veterans, in which Perdue compared the qualities needed for military service and those needed for farming. Working in harsh weather, working until the mission is accomplished, facing challenges and goals that need to be accomplished with time constraints and making well-analyzed decisions were some of the attributes required in both types of work.

Cauffman is hosting the Troops to Tractors workshop in conjunction with Ben Reisinger, whose Lynch works for Cauffman. The couple is exploring options for their own small farm dream. Reisinger served for more than two decades with the National Guard and has found a new calling.

OGrain Compass: A tool to assess the costs of converting to organic production

by Katie Navarra

Organic farmers, or those considering transitioning to organic production, now have access to a set of tools for analyzing the long-term profitability potential of organic production. The Excel-based tool was conceived by University of Wisconsin-Madison professor Erin Silva to assist organic farmers with planning. John Hendrickson of the University of Wisconsin Center for Integrated Agricultural Systems and Jim Munsch of Deer Run Farm in Coon Valley, WI, led the effort to develop the OGRAIN Compass.

“The Compost Tools is a name given to a series of spreadsheet tools to help growers organize data and measure enterprise profitability by crop/product and market channel,” Hendrickson explained.

The OGRAIN Compass yields detailed financial results for the totality of the operation, including the impacts of cropping decisions in a proposed rotation, the cost of equipment, provision for investments to make the enterprise financially sustainable and the full burden of overhead expenses. Users can easily adjust yield and price scenarios to view how these uncertainties affect the bottom line. The tools are just a few of many resources developed and supported by the Organic Grain Resource and Information Network (OGRAIN).

During a webinar, Hendrickson and Munsch described why the tool was developed and offered a step-by-step tutorial for using it. About 10 years ago, OGRAIN released its first, the Veggie Compass. Users input data from the previous year’s crop to figure out what profited or lost money for the season.

“If someone was growing 60 different crops and using six different marketing channels it gave them an idea of what worked and what didn’t,” Hendrickson said.

The organization’s newest tools, the OGRAIN Compass and Fruit and Nut Compass, are forward-looking planning tools that help a farmer determine if the investment in organic production of a given crop is feasible.

“With the Fruit and Nut Compass, the OGrain Compass, our newest tool, provides a high-level picture of the profitability of the crop,” Hendrickson said.
Goat Lady Dairy will be celebrating its 25th anniversary in 2020. But the farmland’s connection with the family of owner Carrie Routh Bradds goes back a bit further than that – roughly 200 years, in fact.

“My great-great-great-grandfather John Routh was a tobacco farmer, and he first lived in a log cabin on this property in 1816,” Carrie is proud to say. First erected in 1780, the same cabin still stands on the dairy’s 40 acres in Climax, NC.

Goat Lady was founded in 1995 by Virginia “Ginnie” Tate. A nurse by trade, Ginnie was raised on a farm in Illinois. Ginnie and her husband moved to North Carolina in 1984. Carrie and Ginnie have been friends for years, and Carrie has been with Goat Lady since Ginnie started the dairy.

Ginnie handed off the reins of the business to Carrie in 2017. Carrie remembers just how Ginnie let her and husband Bobby Bradds know they were retiring: “She and her husband told us ‘We’re going on vacation. When we get back we want you to be running the place like it’s yours, because it is!”

What began as a hobby farm with a single pair of Nubian goats is now a full-fledged artisan cheese dairy, with five full-time and one part-time year-round employees.

“We have great people working here,” Carrie explained. “We tend both goats and cows.”

Since taking charge at Goat Lady, Carrie has instituted some changes for the business. “At one point, we were participating in as many as 10 farmers markets. But we’ve moved away from that, though we still sell to the farmers markets wholesale. Our sales are now over 90% wholesale. While we do have some people buying cheese on-site, we mainly sell to a variety of distributors. Most of our products find their way to restaurants.”

As formager extraordinaire, Carrie has excelled in producing a variety of cheeses. Goat Lady features Lindale, Providence, Snow Camp, Sandy Creek, Smokey Mountain Round, Marinated Chèvre, Chèvre log and bulk Chèvre selections.

Despite the success that Goat Lady has experienced since Carrie’s ownership began, the dairy has not proven immune to the current economic downturn.

“Our cheeses really are luxury cheeses,” said Carrie. “With so many restaurants doing far less business, our sales are really down. We’ve also had to suspend our farm-to-fork program.” In the past, Goat Lady saw weekly sales as high as $30,000. Carrie openly, and with obvious disappointment, reveals that the dairy recently had an $800 week. She estimated that revenues for the year are down between $40,000 and $50,000, but is quick to add, “We’ll be okay. We’re handling that.”

Impelled to look for alternative revenue streams, Goat Lady now engages in much more e-commerce. Originally very limited in scope, “our e-store has shifted gears and now offers our entire product line,” Carrie said. “We’ve already had over $4,000 in sales this year.”

Looking to expand its offerings, Carrie is hard at work on a few new surprises. She noted that a washed-rind newcomer will soon be available to her hungry cheese fanciers.

Despite the challenging times, don’t count out the folks from cheesemaking are usually called sweet whey, which are a little easier to repurpose.) Alcaine formerly served as a product innovation manager at Miller Brewing Company. In a release from Cornell, he said he hopes acid whey could join barley, corn, rye, grapes, apples and other fruits as an agricultural product used to produce alcoholic beverages.

His team’s first attempt at a beer made with whey resulted in a low-alcohol (2.7% ABV) beverage with a sour and salty flavor that was comparable to a German-style gose. It was also described by the university as being similar in flavor to pulque, a central Mexican drink made from agave.

Across the globe, others are experimenting too: Harthorn Distillery in Australia uses sheep whey to make a vodka; Black Cow in the UK sells a whey-de rivved vodka as well.

The Cornell professor also leads the Alcaine Research Group, which is “fermenting ideas in dairy culture.” You can see what they’re up to on their Facebook page.
Outdoor workers advised to minimize heat-related illnesses

Often exposed to Virginia’s sweltering summers, farmers and other outdoor workers are encouraged to take precautions against heat-related illnesses.

"Farmers are frequently working in the hottest times of the day, and the immediate concerns are heatstroke, heat exhaustion and dehydration," said Dr. Amy Johnson, a nurse practitioner with Centra Medical Group, farmer and Bedford County Farm Bureau president. "In the long term, we worry about sunburns and sun exposure leading to the risk of skin cancer."

To protect skin from harmful rays that increase the risk of developing skin cancer, it’s recommended that outdoor workers wear long-sleeved clothing with built-in ultraviolet protection.

Workers also should wear wide-brimmed hats to protect against skin cancer on their ears, noses and necks, and sunglasses to protect against eye cancer.

Any exposed skin should be covered with sweat- and water-resistant sunscreen rated SPF 15 or higher. Sunscreen should be applied 30 minutes before going outside and every two hours thereafter.

As well as providing UV protection, clothing and hats create a cooler environment for the body. In times of excess humidity, Johnson said it’s harder for the body to cool down, leading to risk for heat exhaustion and heatstroke.

Symptoms of heat-related illnesses may include dizziness, nausea, headache, altered mental status, cool or cold skin and a lack of perspiration.

To prevent symptoms, workers should take regular breaks between 10 a.m. and 4 p.m. to cool down and rehydrate. In addition to drinking plenty of water, sports drinks can help replenish potassium and sodium lost through perspiration.

Most importantly, Johnson said, farmers and outdoor workers should have someone available to help in case of an emergency.

"It’s important to be cognizant of how others are acting and making sure everyone’s not dizzy or stumbling around," Johnson said. "If you’re concerned somebody is having a heatstroke, the most important thing to do is get them to cool down and treat them for heat, and get them into a cooler area."

“If you have the ability, cool them down with cool rags or ice packs. Place them in the groin, armpits and around the neck to cool them down quickly."

On days they’re not responding well, call 911 to assist you and get them the help they need.”

Farming from A2

Respite in working with the Angora goats at Glen Cauffman Farm. He is actively exploring business opportunities that would allow him to build upon the positive experiences he’s had. He’s eager to share his insights and enhance the farm’s reputation available to veterans with others, so they too can benefit.

“Veterans care about other veterans and will share knowledge and advice with each other,” Reisinger said. “I would like to share Troops to Tractors with other veterans because there are many valuable lessons and resources available.

Tricks to Tractors has worked to partner with many of these resources to provide assistance for veterans seeking agricultural lifestyles. As my wife and I venture into farming, I believe Troops to Tractors will provide advice and support.”

The VA OJT apprentice program, which Troops to Tractors helps facilitate in Pennsylvania, is a small one. But it has the potential to assist many more veterans find their next opportunities in agriculture. According to Thomas-Brooker, one veterans program completed the program and gone on to successfully farm, now owning a fresh market after working on the farm he apprenticed with for four years. Another is about to complete his apprenticeship in August. The program is seeking additional mentor farms, with six approved and 18 proposed in the state at this time.

For more information on the VA OJT apprenticeship program contact Troops to Tractors at PVetsfarm@gmail.com. Register for the Troops to Tractors workshops at Glen Cauffman Farms at TroopstoTractors.org/events.

OGrain from A2

Growers can include as many as 12 different species and project over a 15-year period so they know their costs in infrastructure and when they will start making money,” he added.

Transitioning to organic production is an investment and farmers need to understand the financial speed bumps they’ll encounter along the way.

Munsch said. “Often the partner involved is the spouse. This can help decide if you’re going to use all the money saved for the kids’ education, cars, etcetera, to do all things needed to go organic.

Similarly, the data can support conversations with landlords when requesting long-term agreements. A landlord wants to know your business will be around in 10 years and able to pay the lease before agreeing to lengthy land commitments.

Planning for financial success requires understanding how various crop rotation and production decisions will influence financial returns. The new OGRAIN Compass is a planning tool to help producers understand the financial implications, at both the crop and whole-farm level, of cropping decisions.

To learn more about the Compass and to use the spreadsheets, visit oegrain.cals.wisc.edu/resources/ oegrain-compass. The document includes a user manual with detailed instructions in the first tab.

With lenders, partners and landlords.

“If you’re going to a lender, this tool provides that lender with some feeling of comfort that you understand the risks involved and they are more prone to support you with money,” Munsch said. “Often the partner involved is the spouse. This can help decide if you’re going to use all the money saved for the kids’ education, cars, etcetera, to do all things needed to go organic.”

“Often the partner involved is the spouse. This can help decide if you’re going to use all the money saved for the kids’ education, cars, etcetera, to do all things needed to go organic.”

“When we are enabling and asking producers to predict revenue, price and yield and help them decide what cost structure they will have and what inputs they will use,” Munsch said. “It also enables them to decide which assets they need and how much they are willing to pay for them.”

Beyond helping farmers analyze and predict the financial outcomes of putting land into organic production, the data generated through the OGRAIN Compass can support conversations with lenders, partners and landlords.

Subscriptions

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U.S. subscription price: $50/ 1-yr  $90/ 2-yr

Please send all correspondence to the above address.

Mid-Atlantic Edition

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Cover photo courtesy of PAVFP

Veteran Ben Reisinger and his wife Lynn during Shearing Days at Pure American Naturals.
did you know that Pennsylvania is ranked number one in the nation for Lyme disease cases? As part of Penn State Extension’s efforts to educate and share information, educators will be hosting a webinar series and disease prevention running through Sept. 17.

Erika Machttinger, assistant professor of entomology, is part of the Extension team that will be hosting the webinar series. “Since ticks are a major concern in the commonwealth, the idea is that folks will get a basic and understandable foundation for how to protect themselves, their families and their animals from vector-borne diseases,” she said.

Penn State Extension piloted a workshop for vector-borne diseases last autumn that was successful. “We wanted to continue the series because of the prevalence of vector-borne diseases in Pennsylvania,” Machttinger said. “We also thought it was fitting because people might be spending more time outside.”

In Pennsylvania, several species of ticks are of concern to both people and animals, and several pathogens are associated with those ticks. Along with native ticks, there are concerns about an invasive tick species and its impact on cattle.

“We’ve put together a great team to deliver this series, from insect taxonomists to integrated pest management specialists to wildlife biologists,” said Machttinger. “We’ll be delivering the spectrum of information from many angles.”

Each webinar is one hour and will take place at 2 p.m. and 6 p.m. on the scheduled dates. The webinars, which will be recorded for later viewing, include ample time for moderated question and answer sessions.

To register, visit extension.psu.edu/tick-webinars.

Dates and topics are as follows:

- July 23: “Protecting Pets from Tick-borne Diseases”
- July 30: “Tick Biology”
- Aug. 6: “Tick Protection Around the Home”
- Aug. 13: “Protecting Yourself from Tick Bites”
- Aug. 27: “Lyme Disease and Other Tick-borne Diseases in Pennsylvania”
- Sept. 3: “Tick Risks for Pennsylvania Cattle”
- Sept. 10: “Protecting Your Horses from Tick Bites”
- Sept. 17: “Hunters and Vector-borne Diseases: A Tick-ing Time Bomb”
- “Vector-borne Disease Basics” took place on July 9 and on July 16 “Ticks of Pennsylvania” was held.

“Education on vector-borne diseases is an incredibly powerful tool to help protect people and animals,” Machttinger said. “Understanding the tools that you need to have in your toolbox to prevent tick and mosquito bites can reduce anxiety about being outdoors and make a difference in reducing vector-borne disease risk.”

Plans for the Silver Celebration of Commodity Classic are well underway as America’s largest farmer-led, farmer-focused agricultural and educational experience celebrates its 25th anniversary March 4 - 6, 2021, in San Antonio, Texas.

The preliminary schedule for the 2021 Commodity Classic has been posted at CommodityClassic.com. The schedule outlines the tentative dates and times for the dozens of educational sessions, trade show hours, special events and commodity association meetings. More details will be posted as they become available.

2021 Commodity Classic Silver Celebration schedule announced

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COUNTRY FOLKS MID-ATLANTIC
The value of foliar fungicides
Agronomic insights and innovations for forward-thinking farming
PIONEER® AGRONOMY NEWS

by Ryan Permelia – Field Agronomist Smyrna, DE

Foliar fungicides might seem like a mandatory part of every growing season. However, the value of treatment must exceed the costs of application, and that economic return will depend on disease pressure, hybrid susceptibility, previous crop and tillage practices.

In 1,476 on-farm trials, there was a positive yield response in 82% of trials, but yield response varied widely given the differences in weather conditions, disease pressure and trial locations. The economic viability of a fungicide application can vary greatly according to the price of corn and cost of the fungicide and application. Higher corn prices and lower treatment costs both reduce the break-even yield response; while lower corn prices and higher costs increase it.

Disease pressure is the most important factor in determining the value of fungicide applications. Foliar diseases can occur anywhere corn is grown in North America, but are more common in the warmer, more humid growing areas of the South and East. Many hybrids have at least moderate resistance to common leaf diseases, which may be enough protection against low to moderate disease pressure.

Corn-following-corn fields are at a higher risk of foliar diseases and more likely to benefit from a fungicide application. Many common diseases including gray leaf spot, northern leaf blight, southern leaf blight, eyespot and northern leaf spot overwinter in corn residue, providing a source of inoculum to infect corn planted the following season. For this reason, conservation tillage or no-till increases the potential disease inoculum and puts fields at higher risk if previous infection occurred.

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Sign up to receive the latest agronomy updates for your geography from Pioneer at pioneer.com/signup.

Sustainable Agronomy Conference goes virtual

The American Society of Agronomy will host the 3-day Sustainable Agronomy Conference virtually on August 18-20. The 2020 conference will have a multi-geographical and multi-crop focus to provide actionable education in sustainable agronomy. Certified Crop Advisers (CCA), agronomists and agricultural-sales professionals will gain science-based solutions to implement into grower operations for long-term success. The program will consist of live-presentations, interactive panel discussions and pre-recorded sessions. A diverse and dynamic group of experts will speak on the drivers, economics, agronomics, environmental benefits and implementation techniques of sustainable crop production.

Certified Crop Advisers can earn up to 12 Continuing Education Units (CEUs) during the full 3 days of sessions. Additional CEUs can be earned by viewing the student competition.

Along with an enhanced, dynamic program, the Sustainable Agronomy Conference has added several new features as a part of the shift to virtual:

• Virtual Exhibit Hall – Connect with any of our 14 sponsors
• Student Competition – Support the next generation of Certified Crop Advisers
• Professional engagement and participation prizes
• Post-conference access to session recordings

As an early incentive, Nutrien Premium Fertilizer Technologies is providing a $50 discount for the first 200 3-day registrations. All registered attendees can participate in the sessions live and can take advantage of extended access to the recordings after the conference closing.

To learn more about the Sustainable Agronomy Conference or to register, visit https://www.agronomy.org/meetings/sustainable-agronomy.

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Public invited to PA State Technical Committee virtual meeting July 22

The USDA-NRCS invites the public to participate in the Pennsylvania State Technical Committee meeting on July 22. Quarterly State Technical Committee Meetings take place to discuss natural resources conservation in Pennsylvania and provide recommendations to NRCS on the implementation of Farm Bill programs. July’s meeting will feature updates on conservation programs as well as Technical Guide Reports for engineering, ecological sciences and soils.

The meeting will take place at 1 p.m. on Wednesday, July 22 via WebEx at https://tinyurl.com/ydxj3yg3. Meeting Number: 1468111602. (The audio call number is 1.888.844.9904. Access Code: 2112698.) Attendees requiring special accommodations and/or alternative means for communication of program information associated with this meeting should contact Ted Evans at 717.237.2209 or ted.evans@pa.usda.gov.
To your good health

Swimmer fears repeat of Legionnaire’s Disease

Dear Dr. Roach — I’m 73, male and have been swimming a mile in inside pools every day for 10 years. Two months ago, I caught Legionella pneumonia and was in the hospital for three weeks. They said I was critical. I’m afraid to go back to swimming for fear that I’ll die if I get that disease again. What are my chances of getting it again if I return to daily swimming? — D.F.

Dear Dr. Roach — Does a person with Eustachian tube dysfunction have to be careful when washing her or his hair? I am concerned that the water that gets into the ear can be felt going down the throat. Or is that another problem? — K.C.H.

Answer: The ear has three compartments: external, middle and inner. The external ear is all of the part you can touch, all the way to the tympanic membrane (eardrum). It is watertight (unless there is a perforation or a doctor has placed a tube in the eardrum). The middle ear is the location of three bones that connect the eardrum to the cochlea, the organ of hearing. The cochlea and the organ of Corti, from which you derive your sense of balance, comprise the inner ear.

The Eustachian tube runs from the middle of the ear to the back of the throat, and it allows the pressure in the ear to equalize with the pressure in the atmosphere. Eustachian tube dysfunction is when the tube fails to open, causing pressure changes in the ear. This often comes with reduced hearing and a sensation of ear pressure, and sometimes with ear pain, itching or noise. Eustachian tube dysfunction is a complicated issue I can’t explain fully here.

However, showering with Eustachian tube dysfunction is not a problem. A sensation of water going down the throat during showering could possibly be from a wide-open hole in the eardrum, but it is more likely a referred sensation, meaning the body is misinterpreting the data from its own nerves.

Dr. Roach regrets that he is unable to answer individual questions, but will incorporate them in the column whenever possible. Readers may email questions to ToYourGoodHealth@med.cornell.edu.

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Strange but true

by Lucie Winborne

• Sir Cecil Chubb, a wealthy and highly respected barrister, really raised the bar for birthday gifts when he purchased Stonehenge (yes, you read that right) for his wife after World War I. But was she suitably impressed? Apparently not — what she actually wanted that year was curtains!

• Caffeine doesn’t just help you stay awake. It also serves the function of a pesticide in the coffee plant.

• Due to the humid and moist conditions that a sloth lives in, moss and other similar plants will sometimes grow in its hair. Sloths also have very poor eyesight. Those two factors can sometimes culminate in a sloth grabbing its own arm, thinking it’s a branch, and falling to its death.

• During the Elizabethan era, coal tar was used as mascara, eyebrow pencil and eyeliner ... despite the fact it’s flammable, has a bad smell and caused blindness.

• Until 1925, the NCAA required college football players to study during halftime.

• A reporter, commenting to Gene Roddenberry on the casting of Patrick Stewart in “Star Trek: The Next Generation,” said, “Surely by the 24th century, they would have found a cure for male pattern baldness.” Replied Roddenberry: “No, by the 24th century, no one will care.”

• High-frequency sounds enhance the sweetness in food, while low frequencies bring out the bitterness.

• In 1910, Virginia Woolf and her friends donned costumes and fake beards in order to convince the Royal Navy they were a group of Abyssinian princes, pulling off what became known as the “Dreadnought Hoax” and earning a 40-minute guided tour of the ship.

Thought for the Day: “If opportunity doesn’t knock, build a door.” — Milton Berle

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**Coffee Break**

**Just Reading Good**

**BAD MIRAGE**

**MAGNETIC MAZE**

**BIBLE WORDS**


**Find the listed words in the diagram. They run in all directions and read backward. Unlisted hint: PLEASE WAIT JUST A**

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## Dairy One

**DHIRAPCS**

### Top Herds For June

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### PENNSYLVANIA

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|------------------|-----|-----|------|-----|----|-----|-----|------|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| ADAMS            |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| SPARGOLD HOLSTEINS |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| CIRCLE CREEK HOL. |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| APPLE VALLEY CHEESEYR |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| LACOM LIGHTNER    |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| HILLCREST DAIRY   |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| KENNEDY WEGER     |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| ARMSTRONG         |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| BEASER BROS.     |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |
| BREEZE RIDGE FARM |     |     |      |      |    |     |     |      |    |     |     |      |     |     |     |     |     |     |     |     |     |     |     |

### MIRACO

## Dairy defined: USMCA’s arrival a reason to celebrate - and keep working, NMPF’s Morris says

ARLINGTON, VA - The U.S.-Mexico-Canada Agreement is in effect, boosting opportunities for dairy producers. But enforcement vigilance will be necessary to make sure the deal meets its potential, said Shawna Morris, vice president for trade at the National Milk Producers Federation and the U.S. Dairy Export Council.

“Our work’s not done. This is not a victory party and on-to-the-next thing,” Morris said in an NMPF podcast released recently. “We have a lot of work cut out for us in enforcing those provisions the U.S. negotiated, especially with the Canadians.” You can find this and other NMPF podcasts on Apple Podcasts, Spotify, SoundCloud and Google Play. Broadcast outlets may use the MP3 file. Please attribute information to NMPF.
## Herd Owners

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## Top 40 Herds For June

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**Stainless Steel Conveyor Systems are Standard on All Series 5 Carts!**

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Common DHI Testing Obstacles

For most herds, individual cow data is the foundation of cow management. DHI testing has been around for a long time. Like many service providers it has evolved to accommodate the changing needs of customers. If one of the following obstacles have kept you from testing, call us. It may be time to revisit Dairy One.

I already keep good records.

Great! Herds that start with good records often get the most from our records services. Dairy One can use that data to generate useful management reports making many of your day-to-day jobs faster and easier. Action lists like cows to breed, cows to dry off, and cows to preg check can save you time. Many people also like the vet list and other work lists such as the high somatic cell count cow list, or culling lists. This information relies on a foundation of good data.

I have herd management software, so I don’t need to test.

Record keeping in any form is important, and software is one form that continues to grow in popularity. We have hundreds of customers who still find value in our services even with their own on-farm software. A Dairy One program gives you the security of knowing someone will be on site to reconcile your records at regular intervals, and we can often answer questions to help you get more value from whatever software program you are using. Many customers find additional value in having milkweights and component information, particularly somatic cell counts and MUN analysis. Many herds also chose to use their test day samples for milk pregnancy analysis.

My herd is not good enough yet.

One of the benefits of DHI testing is getting a better understanding of where the cows are in terms of their production. Having milk weights, component, and somatic cell information allows you to quickly and easily know if you are heading in the right direction. Working with a specialized DHI technician can help you to identify areas for potential improvement and make effective changes in the herd. The goal of DHI testing is to improve your herd, after all.

Testing will disrupt my milking routine.

It is true that many testing programs require a Dairy One DHI technician to be in the barn or parlor during milking. However, our trained staff are respectful of your environment and will do their best to minimize the disruption. Dairy One also offers other records service options that do not require getting milkweights, thereby eliminating milking time disruption. We are happy to work with you to create a program that works best for your farm.

I don’t care about herd averages and all those numbers.

We agree - the most valuable data is that which is used to make better decisions and to increase the efficiency of jobs that you need to do every day. How quickly can you make a list of cows for the vet to check? Which cows need to be bred or dried off, or are due to calve? Do you know which cows are the best candidates for culling (and not just because of her bad attitude?) We work on giving you those reports that can make a difference and deliver the information your truly need.

I tested a while ago, but I had a negative experience so I quit.

We feel badly when any dairy has not had a positive experience. Our professional technicians work to give you information you can count on to make better decisions. Sometimes this takes time, or the fit of a technician is not right for a specific farm. We are continually working on improving all aspects of our business and exploring how we can do better. We welcome your feedback and would be grateful for an opportunity to talk with you about where we have not been successful in the past, and how to make it better this time around.

I would test but it costs too much.

Many testing options are available depending on the level of service and the frequency you prefer. The flexibility of Dairy One is unique among DHI service providers and it gives customers much more than just the “traditional” testing option. Dairy One works with customers to find the best fit for your specific dairy operation. We truly believe that the value you receive from test information will outweigh the cost of service.

Try a program that is suitable, and then challenge us to prove to you that better records help you make better decisions. If we can’t prove it then we don’t deserve your business.

For more information, visit www.dairyone.com, call 800-344-2697 or email DHIArecordsservices@dairyone.com.
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## Top 40 Herds For June 2020

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RICHMOND, VA – U.S. dairy farmers are facing more than $17 billion in losses tied to the COVID-19 pandemic, but an uptick in prices and flow of federal assistance might offer relief in upcoming months.

Virginia’s dairy industry has suffered financial stress for years – now worsened as school closures have decimated demand for dairy products. The Virginia Farm Bureau Federation Dairy Advisory Committee held a webinar last month to discuss current market conditions and supply chain disruptions.

During the webinar, Dr. John Newton, American Farm Bureau Federation chief economist, noted that Class III dairy (cheese and whey) prices are beginning to increase. He speculated that may be due to increased food assistance program spending. Newton noted that some dairy farmers will be eligible for up to $250,000 in direct relief payments through the USDA Coronavirus Food Assistance Program.

“Dairy farmers will be able to request some financial relief, but it won’t be enough to make them whole for the losses incurred,” said Tony Banks, VFBF senior assistant director of agriculture, development and innovation.

“Likewise, clients of food assistance programs and sponsor charities will receive much-needed donations of dairy through CFAP spending. He said approximately $3.44 billion of the total $16 billion is estimated for payments to dairy farmers. Food assistance programs should receive at least $3 billion.

CFAP also is funding the Farm to Families Food Box Program, which will purchase $100 million in milk and dairy products per month for distribution to food banks and other charities. Another purchase of $120 million in dairy products is planned through June for the Emergency Food Assistance Program as part of a larger $470 million distribution of food to USDA-affiliated food banks.

“The food box program is new and somewhat unique,” Banks said. “Food bank clients will be eligible to receive a box filled with various dairy products and fluid milk. The food boxes will be distributed ‘consumer-ready’ to food charities, meaning the box is packed and ready for client pick-up when a charity receives it. This will mean fewer human touches and a much more efficient delivery mechanism.”

Michael Myatt, general manager of the Cooperative Milk Producers Association, said dairy marketing groups asked the USDA to establish a temporary, emergency price mover for fluid milk. However, the petition was blocked due to pending dairy farm relief programs.

Cheese and whey prices are beginning to increase. He speculated that may be due to increased food assistance program spending.
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U.S. dairy industry commends administration and members of Congress as USMCA enters into force

ARLINGTON, VA – The U.S. dairy industry celebrates the U.S. Trade Representative’s office and Congress for the strides made in the United States-Mexico-Canada Agreement (USMCA) as it entered into force July 1. At the same time, the National Milk Producers Federation (NMPF) and U.S. Dairy Export Council (USDEC) also noted that harvesting the full benefit of those hard-fought wins now relies on robust enforcement of the agreement.

The modernized trade deal is a testament to the tremendous bipartisan effort from both the Administration and members of Congress to improve trade rules. USMCA is designed to usher in significant changes to U.S.-Canadian dairy trade, restore certainty to U.S.-Mexico trade relations and establish important protections for common name cheeses.

Given the importance of these reforms to the growth of U.S. exports and economic health of the dairy industry, it is critical that the U.S. Trade Representative and U.S. Department of Agriculture utilize USMCA’s stringent enforcement measures to ensure Canada and Mexico are held accountable to their trade commitments. This is of particular importance given that Canada’s recently announced TRQ allocations run counter to USMCA commitments crafted to expand access to the Canadian dairy market. In the next few months, Canada will finalize its plans for future TRQ allocations and the elimination of its Class 6 & 7 pricing programs, making it incumbent upon the U.S. to insist on full alignment with USMCA obligations.

“As USMCA enters into force, America’s dairy farmers and cooperatives are looking forward to a brighter future built on the foundation of this modernized trade agreement. Dairy is counting on this trade agreement, carefully crafted by USTR and with strong bipartisan support, to deliver tangible benefits to our industry during an uncertain time when our farmers need additional export markets and trade opportunities more than ever. To fulfill the promises of USMCA, the U.S. government can’t take its eyes off the goal of ensuring that this deal is fully enforced and implemented as intended,” said Jim Mulhern, president and CEO of NMPF.

USMCA also strengthens the relationship between Mexico and the U.S. and establishes new protections for products that rely on common cheese names, such as parmesan and feta. It is critical that Mexico abide by these new requirements and refrain from introducing new trade mandates, such as product conformity assessments, that place a larger burden on U.S. exporters than on Mexican companies.

“After years of hard work by the Administration and Congress to bring this new agreement to fruition, the U.S. dairy industry is pleased to celebrate USMCA as it enters into force, mandating new access into Canada’s restrictive markets and establishing groundbreaking protections for American-made cheeses in Mexico,” said Tom Vilsack, president and CEO of USDEC. “If implemented in good faith and diligently enforced, USMCA will deliver positive benefits to dairy, and all of agriculture, as it facilitates the smooth flow of trade in North America. The implementation of USMCA’s provisions is not the end of our work, it’s simply the beginning as we continue our efforts to break down global barriers to fair dairy trade and to ensure this agreement is fully enforced.”

According to the International Trade Commission, if USMCA is implemented as negotiated, U.S. dairy exports are projected to increase by more than $314 million a year. These dairy sales will have a positive effect on American farmers, bolstering dairy farm revenue by an additional $548 million over the first six years of implementation, according to industry estimates.
It’s not too late to keep cows cool

by Gabe Middleton DVM

I t’s already summer and hopefully most dairy producers have made sure their heat abatement systems are functioning properly. Some have even upgraded their systems in the midst of challenging financial times. One thing is for certain that cooling cows pays dividends for months to come. It’s never too late to think about cooling cows. While July and August are typically the hottest months, the heat can often linger through the hottest months, the heat

... While July and August are typically the hottest months, the heat can often linger through the fall in many parts of the country.

... The effects of heat stress can plague a dairy’s productivity more than some producers may realize. Production is decreased mostly as a result of reduced dry matter intake. Transition cow diseases such as milk fever, ketosis and DA may be more prevalent due to the same reason. Peak milk levels often suffer and can plague production throughout the entire lactation. Estrus expression and conception are reduced due to increases in body temperature. When breeding suffers, there is a delay in conception causing longer days in milk of the herd at the end of lengthened lactations.

Cows often conceive in the fall when weather is more favorable and those cows typically freshen the following summer. Mild heat stress in cows begins around a temperature humidity index (THI) of 68 degrees, moderate heat stress begins at a THI of 80 degrees, and severe stress at a THI of 90 degrees.

Effective heat abatement systems effectively employ water, airflow and shade. Fans provide the airflow necessary to cool cows. Fans should create wind speeds of at least 4-6 miles per hour. The distance between fans is dependent on the size of the fan. For every foot of fan diameter, the fans can be placed 10 feet apart. For example, 48-inch panel fans can be placed 40 feet apart. It is important to have fans over both the feed bunk and the stalls. Research shows that a cow’s body temperature increases more rapidly when she is lying down. It’s also critically important that the cow feels comfortable at the feed bunk so feeding behavior isn’t disrupted. Thus: the need for fans over both locations.

Water is the next major hallmark of a properly designed heat abatement system. Sprinklers, misters or soakers can all accomplish the same goal if they are functioning properly. Make sure the water is pointed directly on the cow’s back and that all nozzles are functional. Too often sprinklers are pointed in every direction but the appropriate one. Sprinklers should be set to wet the cow’s skin. After the cow’s skin is wet and water is dripping down her flanks, the sprinklers should turn off or the manure pit is simply getting filled with excess water. Make sure the sprinklers are calibrated to stop at the right time. These sprinklers should run every 15 minutes in the mild heat stress zone, every 10 minutes in the moderate heat stress zone and every 5 minutes in the severe heat stress zone. The concept behind cooling cows with water and airflow is through evaporative cooling. That concept is based on the fact of heat dissipating by air blowing across the cow’s skin. Water and fans are critical to effective evaporative cooling in cows.

The holding area is often where cows’ body temperatures rise significantly. The principles of heat abatement still apply to holding areas, water and air flow. Airflow can be in the form of fans or large positive pressure tube ventilation systems. These

It’s not 19

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RECAL is also a probiotic that produces more B-vitamins in the rumen of that cow, mainly vitamin B12. B-vitamins are well known to aide in stimulating appetite, stress, immune system, reproduction and also very important in rumen digestion.

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With feed prices on the rise and limited forage supplies, it’s time to optimize dry matter intake instead of maximizing dry matter intake. Improved digestion and rumen health will always lead to improved feed efficiency!!!

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If you can improve digestion, what should happen???

Either the cows should eat the same and produce more, or produce the same and eat less. Cows really eat to their energy requirements. So, by improving digestion and utilization, cows meet their energy requirements sooner and don’t need to eat as much dry matter. This will also allow the cows more time to lay in their stall, chew their cud, relax and be comfortable.

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#1 To improve rumen health. What is the most important part of that cow??? The RUMEN!!!

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$ Improving Your Bottom Line$
Mielke Market Weekly
Lee Mielke

Issued July 10, 2020
Forget gold. Invest in cheese. One could almost say that this week as the CME Cheddar blocks set
say that this week as the cheese. One could almost
in cheese lit fires under Class III futures even before Friday’s spot closings. The early Friday morn-
ing July contract was at $24.20 per hundredweight
(40 cents shy of the $24.60 per cwt. record of 2014), August was at $23.61 and September was at $20.75 before prices slip below $20.
Those glowing milk prices have resulted in fewer dairy cows being slaughtered. StoneX reports that “Cull prices are staying high and still we have seen dairy
cows share of total beef slaughter drop below 8% this week. Until milk prices lose strength, we will probably see dairy cow slaughter lag year ago numbers.”
Central cheesemakers continue to report mostly positive demand for most varieties, particularly
blocks, according to Dairy Market News. Barrel producers say demand is somewhat steady. Milk is available but below Class III mid-week.
DMN adds that the cheese market tone “re-
ments hearty” and “With government buying pro-
grams in place, along with steadfast retail demand during grilling season, buyers are still active and willing to pay prices very few contacts would have expected. Markets were near $1 in April.” The government buying programs have been a godsend. The Daily Dairy Report says the “Farmers to Families Food Box program had delivered 32 million boxes through July 7. The program is currently slated to run through August and purchase more than $2 billion in agricultural products, with the option to increase pur-
chases to $3 billion. Many analysts speculate the entire $3 billion will be spent, which would likely result in $1 billion in dairy purchases,” DDR stated.
The western cheese market however is “fighting to maintain its strength,” says DMN. Sales are lively but increasing prices have put a little break on demand. The start of the second phase of the food box program is helping fuel the cheese industry, says DMN, but restaurant and hotel intakes are mixed and retailer demand was un-
changed this week.
The increase in the number of coronavirus cases at several western localities has some halting
the reopening process while others are closing back down. DMN warned this is likely to impact cheese demand from caterers, retailers and other consumers. Cheese inventories are still tight but production is ramping up.
Butter continued its meltdown, though it inched up a quarter-cent Friday. It closed at $1.69 per pound, down 4.75 cents on the week the fifth consecutive week of decline, and is 72.25 cents below a year ago. 12 cars exchanged hands.
Butter makers were mixed on what post-hol-
day cream availability would look like. They got their answer this week, as availability dried up and once again cream was pulled out of their reach, fiscally speaking. Butter demand is steady on the retail side, while food service orders are notably lower than this time in previous years. Some con-
tacts suggest cream sup-
plies out of the West are limited due to the heat, as suppliers are leery of sending cream elsewhere when temperatures are reaching 90 and even 100 plus in many parts of the country.
Butter churning in the west has been low even though cream supplies

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It’s not from 18 systems are specifically designed to create a significant draft throughout the holding pen. There are many types of inexpensive systems to deliver water to cows in the holding pen. These devices simply hook to a hose and spray a large volume of water on the cows in the holding area. They also need to be monitored and shut off at the right time so cows don’t get too wet. In addition, consider doing an analysis of your parlor to make sure it is functioning properly. Inadequate take off settings and poor milk letdown add time to the milking unit being on the cow. There may be an opportunity to adjust settings and get the cows milked faster, thus reducing time in the holding pen.

Lastly, heat abatement often focuses on lactating cows because performance is easily measured and the effects of heat are readily seen and have obvious financial implications. Heat stress can also have negative stress on calves and heifers by reducing growth and increas-
ing the likelihood of disease. Heat abatement strategies are dependent on facilities. Panel fans are the answer in many situations. Positive pressure tube ventilation systems can also be designed for calf and heifer barns to help reduce heat stress. These systems are different from the “year-round” tube systems that are present in many calf barns because they aim to create a significant draft on the calf.

Consider improving or adding to the heat abatement system as an investment rather than just a cost. The payback is very quick if the system performs as it is sup-
posed to. The cows will thank you with better produc-
tion, improved breeding and less culling and disease.
were more available this week. Retail butter sales remain above expectations but have recently softened. With the new restrictions on reopening, food service sales have dropped back after increasing the past weeks. Other buyers are taking steady loads. Butter stocks are available and some retailers are looking to contract for the fall, although they believe supplies may not be tight at that time.

Grade A nonfat dry milk drew strength from the GDT and climbed to $1.0325 per pound on Tuesday but finished Friday at $1,0150, up a half-cent on the week and 1.25 cents below a year ago, with 26 sales on the week, 24 on Tuesday alone.

Dry whey finished Friday at 28.75 cents per pound, down 4.25 cents on the week, lowest CME price since November 12, 2019, and 3.5 cents below a year ago. There were 8 cars that exchanged hands on the week.

Meanwhile, the Agriculture Department lowered its milk production forecast for 2020 from last month’s estimate of 225.6 billion pounds to 224.6 billion pounds, driven by slower growth in milk per cow. The 2021 milk production forecast was raised on expectations of dairy herd rebuilding and a recovery in growth in milk per cow. USDA’s Cattle report, to be released July 24, will provide a mid-year estimate of the dairy cow inventory and producer intentions regarding retention of heifers for dairy cow replacement.

Price forecasts for cheese, butter, and nonfat dry milk were raised on recent price strength and anticipated demand strength however the whey price forecast was lowered.

2020 production and marketing estimates were at 221.5 and 220.5 billion pounds respectively, down 1 billion pounds on both from their June estimate. If realized, 2020 production would still be 3.1 billion pounds or 1.4% from 2019.

Whole milk powder led the way but significant gains in most products offered propelled the July 7 Global Dairy Trade auction’s weighted average up 8.3%, following its 1.9% jump on June 16, and orchestrated the biggest spike since November 1, 2016 when it jumped 11.4%. Sellers brought 56.6 million pounds of product to market, highest since March 3, and up from 47.2 million on June 16.

White milk powder shot up14.0%, following a 2.2% climb last month. Butter milk powder was up 3.8% and skim milk powder was up 3.5%, after leading the gains last time with a 3.1% jump. GDT Cheddar was up 3.3%, after gaining 1.4% last month, and butter was up 3.0%, after slipping 1.0%. Lactose was up 1.9%. Anhydrous milkfat was off 0.2% after inching up 0.8% in the last event.

StoneX equated the GDT 80% butterfat butter price to $1.6450 per pound US, up 5.3 cents from the last event. CME butter closed Friday at $1.69. GDT Cheddar cheese equated to $1.7055 per pound US, up 6 cents, and compared to Friday’s CME block Cheddar at a world high $2.9150. GDT skim milk powder averaged $1.2219 per pound US, up $1.1834, and whole milk powder averaged $1.4553, up from $1.2833. CME nonfat dry milk closed Friday at $1.0150 per pound.

Speaking of the global market, July 1 began the United States-Mexico-Canada Agreement (USMCA) but US dairy farmers are not celebrating, according to the National Milk Producers Federation. NMPF says farmers are concerned about possible bad-faith actions from Canada as the agreement gets underway.

At issue is Canada’s announced Tariff Rate Quota (TRQ) allocations which NMPF says “undermines the trade deal by thwarting the ability of the US dairy industry to make full use of the trade agreement’s market-access opportunities and violating some of the treaty provisions on TRQs.”

“USMCA implementation caps years of hard-fought negotiations to break down trade barriers and institute fairer rules to improve the flow of US dairy products throughout North America,” says NMPF, “and US dairy farmers and cooperatives stand ready to increase deliveries of US dairy products to Canada. The TRQ act undercuts the agreement by effectively limiting agreed-upon US access.”

“US farmers will bear much of the brunt of this bad-faith approach by Canada to implementing USMCA’s dairy provisions,” said Jim Mulhern, NMPF president and CEO. “Canada needs to change its course and abide by its commitments.”

Meanwhile, as I reported last week, US dairy exports in May were the strongest for the month on record, amounting to a combined 498.2 million pounds, driven by demand for milk powders, according to HighGround Dairy (HGD). Cheese exports totaled 78.5 million pounds, up 28.5% from April and 7.5% above a year ago, almost a record high, according to HGD. Cheese imports fell in May, down 6.2% from April and 22.5% below a year ago.

Butter exports, at 3.3 million pounds, were up 29.4% from April but 1.1% below a year ago. The US imported 12.3 million pounds of butter, up 44.6% from April, second largest monthly volume on record according to the Daily Dairy Report, and were 27.7% above a year ago.

Nonfat milk/skim milk powder exports totaled a whooping 174.5 million pounds, up 12.8% from April and 24.5% above a year ago and set an all-time record high, according to HGD, which also reported that “Southeast Asia led May’s surge. The Philippines bought almost 30 million pounds, a 195% jump from year ago. Vietnam and Indonesia imported 66% and 45% more NDM, respectively, than in May 2019. Mexico, typically the largest buyer of US NDM, bought 15.5 million pounds of butter, an 80% drop from April, according to HGD. Butter powder, nonfat dry milk, skim milk powder, and cheese all showed double-digit gains.”

Bollinger and Matt Bomgardner producers: Jeremy Tanner, Andy Part 3 of a 3-part webinar series "Using a Team" associated with Bovine Respiratory Viruses after Intranasal Vaccination. This event is required. To register for the webinar go to: https://bit.ly/BRValueTr and follow the prompts.

For more information e-mail Sue Schatz at: sue@calfandheifer.org.

“Using a Team” 12:30-2 p.m. Part 3 of a 3-part webinar series to help dairy farms strengthen family and team dynamics. Hear from a panel of Pennsylvania dairy producers: Jeremy Tanner, Andy Bollinger and Matt Bogardner to learn how a team can provide a broader perspective and help navigate dairy decision makers and bottlenecks on the farm. For more information visit www.centerfordairyexcellence.org/building-the-bridge or call 717.346.0849. The series is free but pre-registration is required.

July 29

Covered: Milk Price Updates, Market Fundamentals and Trends, Proposed Risk Management Programs To join the webinar via computer or mobile device, visit www.centerfordairyexcellence.org/JulyPYP

August 4

42nd annual Performance Tested Ram Lamb and 18th annual Performance Tested Meat Goat Leter. Thirty-six Lots of Tested Ram Lambs and Meat Goat Bucks will be offered in the online auction. Top performing rams and bucks from the performance test were selected for the 2020 sale. All rams and bucks are sold with growth data, feed efficiency, loin measurements and fat thickness. The test was held at the Pennsylvania Livestock Evaluation Unit on top of 200 miles in PA Furnace, PA. All animals sold through the sale are considered flock or herd improved. This sale will be held online through Livestockbuyer.com For more information contact Greg Hubbard at 814.238.2527 or ghubbard@pa.gov.

Calendar of events

NOTE: Calendar items must be submitted by Tuesday prior to the publication date to be included in the Calendar of Events. Listings are free for associations and non-profits. Entries may be emailed to jkarkwren@leepub.com

July 21


For more information e-mail Sue Schatz at: sue@calfandheifer.org.

July 22

“We are YOURAgro” 12:30-2 p.m. Part 3 of a 3-part webinar series to help dairy farms strengthen family and team dynamics. Hear from a panel of Pennsylvania dairy producers: Jeremy Tanner, Andy Bollinger and Matt Bogardner to learn how a team can provide a broader perspective and help navigate dairy decision makers and bottlenecks on the farm. For more information visit www.centerfordairyexcellence.org/building-the-bridge or call 717.346.0849. The series is free but pre-registration is required.

Covered: Milk Price Updates, Market Fundamentals and Trends, Proposed Risk Management Programs To join the webinar via computer or mobile device, visit www.centerfordairyexcellence.org/JulyPYP

August 1-5

42nd annual Performance Tested Ram Lamb and 18th annual Performance Tested Meat Goat Leter. Thirty-six Lots of Tested Ram Lambs and Meat Goat Bucks will be offered in the online auction. Top performing rams and bucks from the performance test were selected for the 2020 sale. All rams and bucks are sold with growth data, feed efficiency, loin measurements and fat thickness. The test was held at the Pennsylvania Livestock Evaluation Unit on top of 200 miles in PA Furnace, PA. All animals sold through the sale are considered flock or herd improved. This sale will be held online through Livestockbuyer.com For more information contact Greg Hubbard at 814.238.2527 or ghubbard@pa.gov.

tinkyurl.com/ybzg5jlm to join.

August 6

Stany County Livestock Market 6 p.m. Norwood, NC, 1,000 head For more information contact sale coordinator Marcus Huvard at 704.322.9770 or 704.474.7681 or 704.463.5828.

August 11-13

NAMA 2020 Ag-Marketing Virtual Conference Visit www.nama.org for more information.

August 18-20

Virtual Sustainable Agronomy Conference The 2020 conference will have a multi-geographical and multi-crop focus levels. Vietnamese agricultural education in sustainable agriculture. To learn more about the Sustainable Agronomy Conference or to register, visit www. agronomy.org/meetings/sustainable-agronomy

December 6-9 2021

8th National Grazing Lands Conference (NGLC) Idaho

Mielke from 19
imported 52 million pounds, a decline of 28% from last year,” says HGD.

Dry whey exports, at 36.1 million, were down 6.1% from April but 24.7% above a year ago, with product to China up 158% from last year, though they remain below 2017-2018 May volumes, according to HGD.

HGD’s Lucas Fueess reported in the July 13 “Dairy Radio Now” broadcast that retail dairy sales remain strong but he warned that the higher farm milk prices from the USDA incentive to farmers to increase milk output to recover some of the losses of the COVID induced lows a few months ago.

He said that restaurant demand remains as much as 50-70% below that of 2019, as many restaurants are at reduced capacity so there are “cautionary signs as we look toward the second half of this year and, if milk production ramps up too quickly or the second wave of the COVID pandemic continues to keep restaurants closed, we certainly expect prices will come off current highs.”

He said it’s difficult to predict how much prices will fall, but cheese can continue at current levels, though he doesn’t believe they’ll fall to levels seen in April.

Cooperatives Working Together (CWT) member cooperatives accepted seven offers of export assistance from CWT this week to help farmers to sell corn, soybeans, and cotton.

The USDA is offering $200,000 of fees to help set up the sales secured in a Phase One agreement with Japan.”

A letter sent this week asked them to “swiftly pursue a Phase Two agreement that addresses any remaining gaps and inequalities in market access and establishes robust commitments on non-tariff issues that can significantly impact dairy trade.”

NMPF also praised the Agriculture Department this week for “taking a critical step in modernizing foot and mouth disease (FMD) preparedness for US dairy farmers. An initial purchase was made of $27.1 million in foot-and-mouth disease vaccine for the National Animal Vaccine and Veterinary Countermeasures Bank. The USDA’s latest Crop Progress report shows the nation’s corn crop at 71% with a good to excellent rating, as was the case earlier this May. And US Soybeans are looking good, with 33% blooming up, from just 8% a year ago and 7% ahead of the five year average. 71% are rated good to excellent, up from 53% a year ago.

Cotton is rated at 43% good to excellent, down from 54% at this time a year ago.
Market Reports

POULTRY MARKET

Dublin, VA

July 9, 2020

Feeder Chickens: M&L 1-2 559# 111.50 Value Added; 569# 109.50 Value Added; 556# 107.50 Value Added; 541# 106 Value Added.

Crestwood: M&L 1-2 572# 107 Value Added; 555# 105 Value Added; 541# 103 Value Added.

Virginia Farm Service Agency: M&L 1-2 576# 106.50 Value Added; 551# 104.50 Value Added; 536# 102.50 Value Added; 522# 100.50 Value Added; 508# 98.50 Value Added.

Graded Feeder Chicken Sale

June 22, 2020

Feeder Chickens: M&L 1-2 565# 110.50; 550# 108.50; 535# 106.50; 520# 104.50; 505# 102.50; 490# 100.50; 475# 98.50; 460# 96.50; 445# 94.50; 430# 92.50; 415# 90.50; 400# 88.50; 385# 86.50; 370# 84.50; 355# 82.50; 340# 80.50; 325# 78.50; 310# 76.50; 295# 74.50; 280# 72.50; 265# 70.50; 250# 68.50; 235# 66.50; 220# 64.50; 205# 62.50; 190# 60.50; 175# 58.50; 160# 56.50; 145# 54.50; 130# 52.50; 115# 50.50; 100# 48.50; 85# 46.50; 70# 44.50; 55# 42.50; 40# 40.50; 25# 38.50; 15# 36.50; 5# 34.50.

Graded Feeder Turkey Sale

July 10, 2020

Feeder Turkey: M&L 1-2 57# 72.50; 52# 71.50; 47# 70.50; 42# 69.50; 37# 68.50; 32# 67.50; 27# 66.50; 22# 65.50; 17# 64.50; 12# 63.50; 7# 62.50; 2# 61.50.

Virginia Farm Service Agency: M&L 1-2 56# 71.50; 51# 70.50; 46# 69.50; 41# 68.50; 36# 67.50; 31# 66.50; 26# 65.50; 21# 64.50; 16# 63.50; 11# 62.50; 6# 61.50; 1# 60.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 55# 72.50; 50# 71.50; 45# 70.50; 40# 69.50; 35# 68.50; 30# 67.50; 25# 66.50; 20# 65.50; 15# 64.50; 10# 63.50; 5# 62.50; 1# 61.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 53# 71.50; 48# 70.50; 43# 69.50; 38# 68.50; 33# 67.50; 28# 66.50; 23# 65.50; 18# 64.50; 13# 63.50; 8# 62.50; 3# 61.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 52# 70.50; 47# 69.50; 42# 68.50; 37# 67.50; 32# 66.50; 27# 65.50; 22# 64.50; 17# 63.50; 12# 62.50; 7# 61.50; 2# 60.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 51# 69.50; 46# 68.50; 41# 67.50; 36# 66.50; 31# 65.50; 26# 64.50; 21# 63.50; 16# 62.50; 11# 61.50; 6# 60.50; 1# 59.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 50# 68.50; 45# 67.50; 40# 66.50; 35# 65.50; 30# 64.50; 25# 63.50; 20# 62.50; 15# 61.50; 10# 60.50; 5# 59.50; 1# 58.50.

Graded Turkey Feeder Sale

July 10, 2020

Feeder Turkey: M&L 1-2 49# 67.50; 44# 66.50; 39# 65.50; 34# 64.50; 29# 63.50; 24# 62.50; 19# 61.50; 14# 60.50; 9# 59.50; 4# 58.50; 1# 57.50.
** Auction Calendar  
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**MONDAY, JULY 20, 2020**  
- **THURSDAY, JULY 23, 2020**  
  - 6:00 PM: Collectibles Online Auction, 284 Main St., Kirkwood, NY 13795. Shamarock Auction Service. 570-869-1982. www.shamarockauctions.com
  - 6:00 PM: Valuable Real Estate, Linsville, VA. On site; open house July 14 2:00 - 4:00 PM. Bowman Auctions, 540-271-2178 or 540-830-1028.
- **MONDAY, JULY 27, 2020**  

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**SUNDAY, AUGUST 2, 2020**  
- **SATURDAY, AUGUST 8, 2020**  
  - **SUNDAY, AUGUST 9, 2020**

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**SATURDAY, AUGUST 29, 2020**  
- **SATURDAY, SEPTEMBER 5, 2020**  
  - 12:00 PM: Bath (Steuken Co.), NY. The David Owens Farm Machinery Retirement. (This sale was originally scheduled for the bath before Easter.) Check our website after July 1 for details. Parring Auctions, Inc. www.parringinc.com

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**SUNDAY, OCTOBER 11, 2020**  
- **SATURDAY, OCTOBER 17, 2020**

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**SATURDAY, OCTOBER 30, 2020**  
- **SATURDAY, NOVEMBER 7, 2020**

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**SATURDAY, JUNE 19, 2021**  
- **RESCHEDULED FROM Saturday, August 1, 2020**  

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**FRIDAY, DECEMBER 4, 2020**  
- Knoll Crest Farm Fall Bull Sale, Red House, VA. Knoll Crest Farm. 434-376-3547.

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**REGIONAL ASSOCIATION OF REALTY & CONSUMER SERVICES, USDA-VA MARKET NEWS, RICHMOND, VA**

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**MONDAY, OCTOBER 19, 2020**  
- Ridge Road Co. Auction. Feeder Cattle: M&L 1 380-390# 125-130; M&L 2 345-355# 110-125; M&L 2 300-310# 105-115; M&L 2 255-265# 99-105; M&L 2 210-220# 94-104; M&L 2 165-175# 89-95; M&L 2 120-130# 80-85; M&L 2 75-85# 75-79; M&L 2 50-60# 55-60; M&L 2 25-35# 28-32; M&L 1 20-25# 21-24; M&L 1 15-20# 16-19; M&L 1 10-15# 11-14; M&L 1 5-10# 6-9; M&L 1 5-10# 6-9; M&L 1 5-10# 6-9; M&L 1 5-10# 6-9.
An economic analysis published recently shows the serious impact of the European Union’s Skim Milk Powder (SMP) Intervention Program on the U.S. dairy industry—especially to U.S. farm-gate milk prices—in the years 2016-2019. The report authors conclude that the United States was “economically harmed by the EU’s Intervention program for SMP” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. First, the EU program was “economically harmed by the EU’s Intervention program” in three ways. 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Good coping strategies can help manage stress caused by pandemic

The COVID-19 pandemic is drawing even more attention to the importance of mental health and well-being as people adapt to changing daily routines, worry about health and finances and face an uncertain future.

“Even though it is temporary, the pandemic calls for us to think and behave differently, at least for now,” said Denise Continenza, an educator with Penn State Extension’s food, family and health program team.

“COVID-19 has added more weight to the emotional loads that we carry, and many of the positive ways we cope with the stresses of life, such as going to a gym or getting together with a group of friends, are not available right now.”

She said although people respond to stressful situations in different ways, there are steps you can take to care for yourself and your family and better manage stress. Her advice seems especially relevant right now because May is Mental Health Awareness Month, an observance designed to raise awareness and dispel some of the common myths about mental illness.

To begin with, Continenza said, it can be helpful to take a daily inventory of how you are feeling by asking these three questions: What did I do to help myself cope today? Were those coping strategies helpful? Did I do things that were healthy and productive, or could they cause damage to my well-being?

Strategies for managing during stressful times can be grouped into three categories: the good, the bad and the ugly.

“Good” tactics are those that someone finds relaxing, rejuvenating or distracting, without causing harm to one’s physical, mental or psychological health. Examples of positive ways to deal with stress include listening to music, exercising, reading, writing, exploring a new hobby or spending more time on current interests, watching movies and connecting with your higher power through meditation, prayer or mindfulness.

“Stick to your usual routine but allow for flexibility,” Continenza said. “It’s important to maintain social connections virtually or by phone and consciously practice gratitude. And though it can be hard to do, I recommend limiting how much you watch the news.”

“Bad” coping mechanisms, while often distracting, are activities that draw one down a path of negative coping patterns. These behaviors include hyper-focusing on the news, accepting all information as truth, spending more time on current events than on personal interests, spending excessive time on social media, eating more than usual, increased shopping online, and increased use of alcohol, tobacco or medication.

Finally, the “ugly” ways of coping include alcohol abuse, medication misuse, angry outbursts/rage, excessive crying, reckless behavior, over/under eating and sleeping and engaging in risky behaviors.

The Pennsylvania Department of Human Services recently launched the Support and Referral Helpline to provide support to people dealing with the emotional impacts of COVID-19. The phone number is 855.284.2494.

“At the end of the day, we need to ask ourselves the three questions and decide how we are managing,” Continenza said. “If we find ourselves or someone we know spending more time in the ‘bad’ and ‘ugly’ parts of the spectrum, it is probably time to ask for help. And remember, asking for help is a sign of strength and not weakness.”
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Farm Aid distributes $400,000 to strengthen farmers impacted by COVID-19

CAMBRIDGE, MA – Farm Aid recently announced the disbursement of $400,000 to launch a national COVID-19 Farmer Resilience Initiative, working with more than 120 local, state and regional organizations across the country to pair immediate farmer relief efforts with longer term resilience strategies.

Already endangered by years of low prices, trade disruptions, frequent natural disasters and climate change, farmers now also face myriad impacts from the COVID-19 pandemic. These include loss of direct markets from the closure of restaurants, schools and other institutions; increased infrastructure and labor costs associated with creating new markets, supply chain and labor disruptions, and even greater declines in prices for their products.

Through the Farmer Resilience Initiative, Farm Aid is distributing relief funds in all 50 U.S. states and the U.S. Virgin Islands, administered by local and regional partners. Grants, distributed in $500 increments, will help farmers meet household expenses and are paired with resources developed by Farm Aid’s national partners, which include Farmers’ Legal Action Group (FLAG), Rural Advancement Foundation International-USA (RAFI-USA), Indigenous Food and Agriculture Initiative, Intertribal Agriculture Council, and the National Sustainable Agriculture Coalition. Together, these partners work to help farmers and ranchers navigate recovery.

“Farmers and ranchers face a deep and multifaceted farm crisis. Federal responses to both the ongoing economic crisis and COVID-19 have unfortunately flowed to farms with the most resources, as well as powerful corporate interests, leaving the vast majority of farmers high and dry,” said Alicia Harvie, Farm Aid’s Advocacy & Farmer Services Director. “Without aggressive action, we will lose rural economies, impoverish food and farm workers, and consolidate land and markets into even fewer hands.”

To help farm families recover from the impacts of COVID-19, the Farmer Resilience Initiative is:

• Investing in farmer-led solutions to respond to the COVID-19 pandemic
• Deploying emergency grants to family farmers and ranchers in need, particularly those producers that are less likely to receive federal and state disaster aid
• Coordinating a national network of experts to create comprehensive resources for farmers
• Offering support to farmers under stress through the 1-800-FARM-AID hotline and connecting farmers to the legal, financial and mental health support resources they need to recover
• Supporting local, state and national farm organizations working on the ground to help farmers navigate this crisis
• Advocating for needed COVID recovery funds and resources from the federal government for short-term relief and long-term resilience.

Farm Aid’s collaborative approach to the Farmer Resilience Initiative is informed by more than 30 years of experience in disaster response, which relies on the participation and strength of grassroots organizations on the ground in affected communities. By handing major decision-making authority over to the local and regional organizations that work most directly with farmers, Farm Aid shares power with its grantees and supports local leadership to best address the needs of America’s diverse farm communities.

Farm Aid’s grant-making is one aspect of its work to keep family farmers on the land, growing good food for all. In addition, other Farm Aid programs inspire an increased demand for family farm food; bring farmers, advocates and activists together for trainings and other opportunities; advocate for policies that serve farmers and eaters alike and invite everyone to be part of building a thriving family farm system of agriculture.


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Robeson County 4-H members attend 2020 Citizenship North Carolina Focus

A delegation of Robeson County 4-H members attended 4-H Citizenship North Carolina Focus, held virtually this year. The Robeson County delegation attended, with over 200 youth and adults representing 56 4-H programs across the state. Delegates participated in facilitated discussions and activities related to the importance of advocacy, local government, state government and action planning. Brooke Canady and Maggie Love were the teen 4-H members representing Robeson County at the June 15-17 conference. Staff members Shea Ann DeJarnette and Wendy Maynor also took part in the virtual experience. Through various conference sessions and facilitated discussions, delegates learned from leaders across the state and from other conference attendees.

The 4-H Citizenship North Carolina Focus is sponsored by NC Electric Cooperatives. The 4-H program is North Carolina’s largest youth development organization, equipping more than 262,000 young people each year with the skills to succeed and improve the world around them. NC 4-H programs and camps encourage young people to “learn by doing,” helping them to develop into active, contributing citizens. NC State Extension and the Cooperative Extension Program at NC A&T State University coordinate 4-H programs statewide.

For more information on this event or other 4-H programs, contact Shea Ann DeJarnette, 4-H agent in Robeson County, at 910.671.3276. To learn more about the Robeson County 4-H Program and to sign up for 4-H and activities offered through the program, download the free app from Apple or Google stores. Download “4-H Now!” and then look for Robeson County 4-H.

Kubota BX2660 Hydrostatic, 553 Hrs, 60” Mid-deck, Front Mounted Snowblower, Blade & Broom, Industrial Tires, Turf Tires on front, Curtis All Glass Cab w/ heater, No Loader Call for Price

Kubota Narrow 49” Wide, 68hp, 6x8, Shuttle, As Is $12,975

2018 NH W935 Soft Cab, Ldr, 4WD, Snowblower, 37 Hrs $32,575

Bobcat 773 Skid Steer, Extra Sharp, 1015 Hrs $15,500

Kuhn GF5202THA Tedder 17” Wide Call for Price $5,275

Kuhn GF8501T Tedder 27” Wide Call for Price $9,975

Kuhn GF7802THA Tedder 25” 7” Wide Call for Price $13,000

EQUIPMENT LISTING

Ag Tractors

Kubota M7040 4WD, 49” Backhoe Width $52,975
2004 NH TM60A Open Station 2WD, 2490 hrs $14,600
2018 NH PS 100 Cab, Ldr w/Skid Steer Attachment, 2WD, 12/12 Power Shovel $46,975
1991 John Deere 844C w/Duals, Call for more info $30,975
NH TS070 Cab, Ldr, 4WD, 2600 Hrs $48,975
NH T270 CVT Cab, Ldr, 3700 Hrs $79,975
2016 NH T27045 SuperFlow, Full GPS, CVT Trans $44,975
2019 NH PS 75 Cab, Ldr, 4WD, 1204 Push Shuttle $46,975
2016 NH T4.10 Cab, Ldr 4WD, 1204 Pow Shuttle $44,975
2004 NH TM90A 2WD, 2490 Hrs $14,500
2016 NH T4.75 Cab Ldr 750 Hrs $43,975
NH TS110 Cab, 4WD, 2235 Hrs $49,975
2014 NH TB350-40 Cab, 4x4, 2610 Front & Rear, 18 Speed $169,975
2016 8050SE Cab Ldr 4WD 88 Hrs $43,975
2012 Case IH Maxxum 125 Cab, 4WD, 2 Remotes, $64,975
MF 275X (4x2), 2WD, needs hydraulic work Call for Price
NH 590 High Crop ZTV Call for Price

Compact Tractors

Kubota BX2660 Hydro. 553 Hrs, 60” mid deck, front mounted snowblower, blade & brome, Industrial tires, turf tires on front, Curtis All Glass Cab w/ heater Call for Price

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Kuhn LF5300 Rotary Rake, Leftover $9,775
Kuhn 594 Bale Splitter 55’ Mount $2,275
Farm King BW150 Bale Wrapper, NEW Call for Price
Tubineau TL500 62” Inline Wrapper, Tow Type $34,975
2016 Tubineau TL700SB Wrapper, NEW Call for Price

Maccator 610 w/Fin Kit $12,975
2019 Maccator 6260 $36,975
H&S 860 Forage Blower $4,275
Miller Pro 1060 Exc, Cond $5,975
2008 NH FP140 Chopper Metal Alert $32,975
2016 NH Speedrower 260 $29,975
Kuhn MT5700 sq Baler, No Tower $29,975
Kuhn 36’ bale w/Thrower Call for Price
2014 NH 530 35’ Sq Baler Square Baler, Crop Cutter $89,975
2015 NH BB459 Round Baler $38,975
2009 NH1060 Round Baler $52,975
Andersn TB1000 Round Bale Wagon $22,975
Provenex PH241M 12’ Bale Wagon $23,975
NH FP230 Forage Harvester, Metal Alert $18,975
NH FP220 Forage Harvester, Metal Alert, Proc $29,975
2008 NH FP240 Harvester, Metal, Proc, Many NEW Parts $32,975

Ag Bag 6709’ 9” x 9 Tunnel $38,975
Ag Bug G 6690’ Tunnel, Rental Unit $37,975
Anderson Grider Bagger $24,975
Gehl 9940 Wagon $3,975
Myer 3560 Foreage Box $12,975
Gehl 1660 Rear Unload Wagon $15,900
H&S WB223AL 27’ Rear Unload $22,975
Dion Self- Unloading Wagon w/Dion Tandem Gear $32,975
2014 Stoltzfus 12’ Ton Running Gear Call for Price
Miller Pro 1060 Exc, Cond $5,975
2017 NH H7330 Disc Mower, Rear Conditioning, John Deere $3,975
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Miscellaneous

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2017 NH HT5080 150 Gal, 35’ Boom, 5pt, NEW $5,975
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WIFO 2000/1600 1600 lb, 3pt $2,200
Kuhn Knight 8114 $18,975
NH 316 Spreader, 220 Bush $10,975
Valco 5’ Ton Fertilizer Spreader $6,975
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2020 Woods TB204 17” Finish Mowers, NEW $20,499
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